



## SGARs

The Introduction of the Stewardship Regime

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- Cefic EBPF Workshop on the Sustainable Use of Biocides
- Squirrel Control – Alternatives to Warfarin
- Room 101

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## News, articles, letters and editorial are always welcome!

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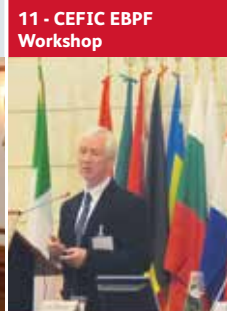
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## WELL DONE TO COLIN SLANEY OF ECO PEST & ENVIRONMENTAL SERVICES FOR WINNING THE AWARD FOR OUTSTANDING INDIVIDUAL IN RECOGNITION OF SERVICE PROVIDED TO CENTER PARCS 2014.

Colin has dealt with Center Parcs, auditing their Pest Control and carrying out Biologist inspections, since 1989 (25 years).

Upon winning the award Colin commented,

*“They have been an extremely loyal company following me through my career with various pest control companies until I started my business ECO PEST & ENVIRONMENTAL SERVICES in 2007.”*



TONY O'DOWD, KILLGERM AREA SALES MANAGER FOR THE WEST MIDLANDS, WALES AND IRELAND, WILL RETIRE AT THE END OF THE YEAR FOLLOWING 25 YEARS OF SERVICE. KILLGERM WISHES TONY ALL THE BEST FOR THE FUTURE.

Following Tony's decision to retire, Graham Bingham, Killgerm Area Sales Manager for Scotland, will also become the Area Sales Manager for Northern Ireland.

Peter Fielding, Killgerm Sales Director, will also be making some changes in the New Year. From 1st January 2015 Peter will become the Senior Sales Manager and reduce to 3 days a week. Peter will continue to look after customers in Cumbria, Northumberland, County Durham, Tyne & Wear, North Yorkshire and East Riding of Yorkshire.

*“I want to spend more time with my family so have reduced my working week. I am 100% committed to Killgerm and my customers,”* says Peter.

These changes at Killgerm have created an opportunity for Ian Parry to take on a new role as Area Sales Manager for West & South Yorkshire, Cheshire, Greater Manchester, Lancashire and North Wales.

Ian Parry joined Killgerm in October 2013 as Technical Advisor. Prior to this he managed the pest control department at Kirklees Council.

*“I am looking forward to meeting the customers in my area and helping them to develop their business,”*

Says Ian.



# NEW FACES AT BAYER CROPSCIENCE



## GREG COLLINS

National Account Manager - Environmental Science, Ireland

Greg's new role is to manage all commercial products and work with Bayer's distributors in Ireland, to provide advice and expertise.

Greenkeeping is in the blood for Greg. He chose to follow in the footsteps of his two brothers by starting his career as a greenkeeper. He studied at Elmwood College in Scotland and moved to Germany to work as an assistant for two years and for a further three years as head greenkeeper at Schloss Schwobber Golf Hotel.

Greg Returned to Ireland to be head greenkeeper/superintendent for 11 years at Charleville GC, Cork.

An avid swimmer, surfer, and qualified lifesaver, Greg has been teaching all three for the last 25 years and also holds national titles in both lifesaving and surf lifesaving.



## STEVE BISHOP

Product Manager for professional products

Steve's new role will be to understand the market and its future challenges and to ensure Bayer is responsive to the rapidly changing industry and meet customer requirements.

Steve achieved an Agriculture and Food Science degree at Nottingham University, and Masters in Environmental Science at Cranfield University and also undertook a two year training programme with (as was) Rentokil Initial.

He spent five years working at Polypipe as marketing manager and grew up in the Staffordshire countryside, spending many years working on a neighbouring dairy farm, outside school hours.

A fully qualified falconer, Steve attends annual hunt days and as a keen rugby player, he is now looking to move into coaching.



## BAYER NEW APPOINTMENT

Bayer CropScience has appointed Neil Pettican as their new National Account Manager for Professional Products.

For the past eight years, Neil has specialised in amenity sales working for Barenbrug UK and so brings with him a wealth of account management experience.

Neil will be National Account Manager for a number of Bayer's key distributor accounts across the pest control division. He will be responsible for developing strategic relationships with key partners and building closer relationships with end customers.

Commenting on his new appointment, Neil says, "I'm excited to be joining such a well established company as Bayer CropScience and am looking forward to gaining experience in the pest control industry and supporting professional pest controllers. For me, developing strong customer relationships is paramount."



## KATIE MARWICK

Campaign Planner for professional products

Katie's role will be to assist with the marketing for professional pest control products, which includes helping organise events, newsletters and literature, and assisting in the preparation and development of artwork for Bayer's product labels.

After Completing an Advertising and Media degree at Coventry University she became Marketing Manager at Outdoorkit, an online retailer of outdoor clothing and equipment. Katie spent nine months in Norway where she learned to ski and subsequently worked a winter season. She has also been a keen horse rider since a young age, loves hockey and is a member of Bedfordshire Young Farmers Club.

# SGARS AND THE INTRODUCTION OF THE STEWARDSHIP REGIME

**IT IS THE SUBJECT THAT IS AT THE FOREFRONT OF EVERY PEST CONTROLLER’S MIND ALONG WITH A NUMBER OF BURNING QUESTIONS.**

Every year Pest Control News holds a workshop at the PestTech exhibition and this year we asked the Health and Safety Executive (HSE) to join us on the panel to answer those questions that no one else can answer. Fear not, if you were unable to attend this article provides you with the full content of the workshop. Despite organising a larger than normal room for the workshop, with standing room only, the attendance was remarkable, which just shows how engaged the professional pest control sector is with the need to deliver effective Stewardship for the Second Generation Anticoagulant Rodenticides (SGARs).



**SAT ON THE PANEL, TO ANSWER QUESTIONS FROM THE AUDIENCE, WERE:**

Sarah Shore – Director Biocides, Pesticides and Environment – HSE

Nicola Gregg – Biocides Operational Policy & Active Approvals – HSE

Rupert Broome – Group Managing Director of Killgerm Group Ltd

Iain Turner – Chairman of the NPTA

Simon Forrester – CEO of the BPCA

David Oldbury – National Pest Advisory Panel (NPAP) Secretary & Sector Chairman for the Professional Pest Controller & Local Authority Sector Group

**BACKGROUND**

Opening the session, Sarah Shore provided the background to the development of the Stewardship Regime.

SGARs are classed as biocides, and Sarah explained that the HSE, as the UK competent authority for the regulation of Biocides, are responsible for implementing safeguards to ensure that products containing biocides can be used without causing harm to people, the environment or animals.

As part of the current Biocidal Products Regulation (528/2012) programme of work risk assessments have been carried out on these SGAR products, and due to the potential impact that SGARs can have on the environment and non-target species they fail these risk assessments. Sarah explained that normally the outcome of these risk assessments would be that SGARs would be restricted to indoor use only.

Sarah continued to explain that despite this, the HSE recognised the significant and essential benefits which SGARs bring to the protection of public health, animal welfare and the environment. As such the decision was made to invite industry to develop proposals for the effective Stewardship of SGARs in order to reduce the risks associated with the use of these products, and if Stewardship can be delivered then this would allow HSE to proceed with the ongoing authorisation of these products.

As well as the HSE, as the lead department for the authorisation of biocides, the Department for Environment, Food and Rural Affairs (DEFRA), Natural England, the Department of Health, and Public Health England all hold an interest in the successful

creation and delivery of an effective Stewardship regime for SGARs.

As reported before in PCN, in June 2013 HSE invited CRRU to co-ordinate the creation of Stewardship proposals for submission to HSE. As a result 4 Sector Groups were formed (Agriculture; Supplier & Amateur; Gamekeepers; Professional Pest Controllers & Local Authorities) under the co-ordination of CRRU, and together the Sector Groups have drafted and submitted a comprehensive set of proposals outlining how the Stewardship Regime would work.

**THE POSITION NOW**

Sarah confirmed that the final set of proposals, which were submitted on 19th September, are broadly acceptable to HSE, although there are some issues still to be addressed, to the point that Stewardship can proceed, and outstanding SGAR Product Authorisations – which are currently on hold by HSE – can start to be issued. The remaining issues are in the process of being clarified, however Sarah also confirmed that these are not expected to stop the Stewardship Regime from moving forward.





Throughout the workshop it was stressed that SGARs are vital for the protection of public health, animal welfare and the environment, and therefore complete compliance with the Stewardship regime across all Sectors is essential.

Rupert also highlighted that the Professional Pest Controller and Local Authority sector group is in a good position, thanks to the existing levels of training and competence across the Sector, and from the Stewardship proposal document the following points were briefly discussed:

**Training & CPD:** It was highlighted that the bench mark for training would be set at the RSPH/BPCA level 2 Award or equivalent for the Sector, and that full engagement in CPD schemes are crucial in illustrating you are continually refreshing your knowledge as to the effective Stewardship of SGARs.

**Proof of Competence:** The main suppliers to the Professional Pest Controller & Local Authority Sector already have proof of competence checks in place, however it was confirmed that this will become more rigid going forward.

**Monitoring:** This is an important factor of the Stewardship Regime and the HSE have commented that monitoring needs to be done by industry, and without it Stewardship can't happen. Three key areas of monitoring have been proposed which include monitoring SGAR residues in barn owls, monitoring the breeding pairs of barn owls and a KAP (knowledge, attitude and practices) survey in relation to SGAR use.

**Best Practice Guidelines:** CRRU have compiled a draft Best Practice guide for rodent control and the safe use of rodenticides by professional users, taking into account all the different literature available within the industry, and this will be applied across all Sector Groups in order to reaffirm best practice by all professional users.

## QUESTIONS

The workshop was an engaging session and plenty of time was allocated to the audience to ask questions. Below are the key questions along with answers from the panel:

### **Q: DOES THE OLD RSH CERTIFICATION NEED TO BE UPDATED?**

**A:** Rupert advised that a CRRU work group will be reviewing content of a wide range of courses to determine which can be considered equivalent to the rodent control section of the RSPH Level 2 Award. Rupert suggested that this qualification may fall under the "equivalent" qualification. Rupert pointed out that this was not a definitive answer as the Stewardship Regime still needed some key details such as this to be confirmed.

### **Q: WHAT IF OTHER SECTORS ARE NOT AS VIGILANT AS US, AND AS A RESULT THEIR ACTION OR INACTION AFFECTS MONITORING AND THIS RESULTS IN SGARs BEING REMOVED FROM THE MARKET, HOW ARE WE GOING TO DO OUR JOB AND PROTECT PUBLIC HEALTH?**

**A:** Sarah explained that the Government Oversight Group is aware of the different stages that the Sector groups are at but some standard measures have to be in place. The HSE would expect compliance from all of the sector groups.

Sarah continued to highlight that the Predatory Bird Monitoring Scheme (PBMS) will also look for changes in patterns and residues and the Government Oversight Group will meet periodically to monitor feedback and results in order to highlight any concerns. It was said that there may not be immediate prohibitions on products, but instead the Government Oversight Group would look at tightening up the Stewardship Regime; in particular who to account for the results and why.

If the HSE was faced with Sectors that weren't adhering to the Regime or demonstrating competence Sarah said that there would be mechanisms put in place to stop and check each Sector along the way and address this issue.

Iain Turner pointed out to the audience, "It is easy to point the finger at other sectors but look at what we do. How many rat boxes are out there...? And how many have got toxic bait in them? And what is eating it? Who put it there? We have to get our act together before we start pointing our fingers at other groups."

### **Q: HOW IS THE STEWARDSHIP REGIME GOING TO MONITOR PEST CONTROL PRODUCTS SOLD ON THE HIGH STREET AND AMATEUR USE?**

**A:** Sarah said that there will be a consultation phase coming up regarding Stewardship of SGARs, and amateur use is to be a part of that, possibly with a view towards restricting SGAR products for amateurs to indoor use only.

Rupert explained that although we don't know exactly the quantities of SGAR products being sold for amateur use, nevertheless it is widely accepted that the quantities are significantly less than those used in other Sectors and that therefore amateur use was not a key reason why non-target wildlife was becoming contaminated.

Paul Butt from Natural England shared this view that there are current limitations regarding pack sizes on sale to members of the public, and that amateur use does not have a significant impact on wildlife contamination. He believed that the larger availability of product in the agricultural stores posed more of a risk, and controlling the supply of product and the training of those who use it could combat this.



**Q: WHAT WOULD HAPPEN IF WE DON'T SEE A REDUCTION IN MONITORING?**

A: Nicola answered by reiterating that all results will be looked at in context, including locations and known resistance. She explained that HSE might not look to ban the products immediately and although she admitted she couldn't give a comprehensive answer right now, HSE would consider the matter with the Government Oversight Group at the appropriate time.

**Q: IS THERE ANY RESEARCH INTO ALTERNATIVES TO SGARs?**

A: Sarah reiterated that the role of the HSE is to review and consider products that companies want to sell and respond to the market. HSE manage the authorisation of products and if more research and development was needed it wouldn't be the role of the HSE to drive or force that.

Rupert drew attention again to the importance of the draft Best Practice document outlined in the Stewardship proposals, and how that within this SGARs should be the final choice of control method, and that they are not the only solution to a problem. For example, Rupert highlighted existing alternatives such as trapping and the use of aluminium phosphide are valuable and important alternatives in certain circumstances, whilst also pointing out that there was not one single solution to every infestation.

**Q: WHO WILL PAY FOR STEWARDSHIP?**

A: Rupert emphasised that the Stewardship regime is voluntary and that Government are reluctant to introduce any red tape. CRRU and its membership is going from strength-to-strength, with almost all suppliers of SGAR products now signed up as members, and so far the CRRU member companies have already invested significant amounts in supporting monitoring, and are committed to continue supporting monitoring as it is a

central part of the Stewardship regime, as explained earlier by Sarah.

**Q: HOW ARE YOU GOING TO CHECK THAT THE PROFESSIONAL PEST CONTROLLERS ARE FOLLOWING THE STEWARDSHIP REGIME?**

A: Simon said this is where the trade associations step in and look to monitor through their regular auditing of members. At the same time he pointed out that if people are aware of a company or individual who are not following the code of best practice they should report them. The main focus is for good training and, recognising that not all companies are members of the main trade associations, David commented that there are plans being looked at to deliver periodical audits for these companies as well.

**Q: WILL THE PRODUCT LABELS CHANGE OVER TIME OR INSTANTLY?**

A: Nicola explained that once Stewardship is introduced they would expect to see new labels in the UK as outlined in the proposal document. Nicola also explained that HSE are considering the possibility of product labels displaying information to highlight the fact that these products should only be sold to or used by professionals who have been trained in compliance with the Stewardship regime.

Rupert added that there will be a small working group within CRRU which will look solely at labels to make recommendations to HSE to try and ensure improved commonality across labels from different manufacturers.

**Q: WHAT ARE THE TIMELINES AND WHEN SHOULD WE EXPECT IT TO BE INTRODUCED? WILL THERE BE ANY LIMITATIONS ON SGARs?**

A: Sarah said that the consultation phase is expected to take place soon and run until Christmas, with a view to authorising the first products under Stewardship in January 2015, subject to the outcome of the consultation.

Sarah & Nicola explained that under the Stewardship Regime all SGARs could be authorised for outdoor use (depending on what the authorisation holder has applied for) and this is one of the main reasons why Stewardship is so essential.

Rupert closed the workshop by thanking Sarah & Nicola for taking the time to support the professional Pest Control sector's commitment to responsible SGAR Stewardship, and Simon, Iain and David for their hard work in developing the proposals for the Sector. Rupert also stated that the engagement at the session spoke volumes as to the commitment of the Professional Pest Controller and Local Authority Sector Group to the implementation of SGAR Stewardship, and that the presence of HSE exemplifies the importance of the Stewardship Regime within Government.

**IF YOU WOULD LIKE TO READ THE PROPOSAL SUBMITTED TO THE HSE THE 104 PAGE DOCUMENT IS AVAILABLE TO DOWNLOAD AT:**

[www.pestcontrolnews.com/uk-second-generation-anticoagulant-rodenticides-sgars-stewardship-regime-proposals/](http://www.pestcontrolnews.com/uk-second-generation-anticoagulant-rodenticides-sgars-stewardship-regime-proposals/)





## NATIONAL PEST ADVISORY PANEL UPDATE

# CIEH National Conference

Chartered  
Institute of  
Environmental  
Health



**The 114th CIEH National Conference was held on the 7th and 8th of October at the East Midlands Conference Centre in Nottingham. NPAP was the gold sponsor of the two day event, which attracts environmental health practitioners and managers from across many sectors.**

The conference covered all aspects of environmental health and featured a Jonathan Peck memorial lecture on the subject of pest control. The memorial lecture will be carried through to future CIEH National Conferences, commemorating Jonathan Peck's commitment to pest control and public health and ensuring that NPAP and pest control are always on the agenda.

The Jonathan Peck memorial lecture was presented by David Oldbury, NPAP Secretary, and Sabra Fearon, NPAP member. The presentation outlined the key aims of the NPAP; to establish channels of communication, improve the standards of pest management, provide expert advice and identify and promote research needs into pest management issues.

One of the main purposes of the presentation was to promote the vast range of NPAP publications and by the end of the two day event the NPAP team had handed out hundreds of documents. The Perfect Storm, a key NPAP document developed in 2011 following the publication of the Marmot Review, was featured in the presentation to reiterate the link between pests and public health.

The presentation concluded with an overview of the National Environmental Health Board (NEHB), which has recently been set up by the CIEH to bring together the senior managers of the environmental health service in local government interfacing with government to provide coordinated programmes both local and national importance to the nation's health & wellbeing. As covered in PCN 100, the NPAP will work directly with the NEHB.



### MOSQUITO WATCH

The threat of invasive mosquitoes is increasing in the UK; there are six invasive mosquito species in Europe, notably the Asian tiger mosquito, and outbreaks of chikungunya

have been recorded in Italy and France. NPAP are working with Public Health England to monitor invasive mosquito activity through Mosquito Watch. This is a database of reported incidences of biting/nuisance mosquitoes occurring throughout the UK. NPAP would like as many contributions as possible, and a Mosquito Watch report form can be downloaded from [www.cieh.org](http://www.cieh.org)

The RSPH Level 3 Certificate in Mosquito Management is available for pest controllers wishing to obtain greater understanding of mosquitoes and their control. For more information please go to [www.rsph.org.uk](http://www.rsph.org.uk)



### NEW CODE OF PRACTICE FOR THE USE OF VERTEBRATE TRAPS

The latest NPAP document is a Code of Practice for the Use of Vertebrate Traps which has been developed with input from Natural England and the Animal Health and Veterinary Laboratories Agency.

The document begins with a brief history of trapping and relevant legislation in the UK. Trapping as methods of bird management and mammal management are included with legal requirements, best practice and types of traps all covered. The document discusses management of trapped species with a focus on humane dispatch or safe release if appropriate. It also addresses public concerns, providing guidance on how to conduct trapping as humanely as possible.

This new document is a valuable guide for any pest management professional who wishes to update or refresh their knowledge in trapping best practice and legislation. The Code of Practice for the Use of Vertebrate Traps is available to download from [www.urbanpestsbook.com](http://www.urbanpestsbook.com)

NPAP documents can be downloaded for **FREE** at [www.urbanpestsbook.com](http://www.urbanpestsbook.com) or contact the panel at [info@npap.co.uk](mailto:info@npap.co.uk)



# TOXIC BAITING IS ABATING



Jon Blake

Ian Parkinson

**ABATE PEST MANAGEMENT, BASED IN EAST ANGLIA, ARE A PEST MANAGEMENT COMPANY THAT HAS EMBRACED THE NON-TOXIC APPROACH IN RODENT MONITORING.**

Pest Control News met up with Jon Blake, Managing Director, and Ian Parkinson, Service Manager, to find out more about this increasingly popular approach to rodent control.

## HOW DID ABATE PEST MANAGEMENT GET STARTED?

**Jon:** I set up the company in 1999 after working for a major pest control company and being in pest control for 27 years. Abate Pest Management now has six technicians and we include surveying in our portfolio. All our staff have the RSPH Level 2 qualification. CPD is key to the business and, as we have grown, we have undertaken a number of accreditations including triple certification to ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007 along with CHAS and Safecontractor. We offer a wide range of pest control services; the more high-profile jobs we have done include bird proofing jobs on big construction sites and a nuclear power station and specialist mosquito work.

**Ian:** I've been with Abate Pest Management for ten years and I am the Service Manager. I was the third person to join the company.

## WHAT PROMPTED YOU TO LOOK INTO NON-TOXIC RODENT CONTROL?

**Jon:** Two years ago, Ian and I spoke about the EU guidelines on non-toxic baits. We decided to trial it and removed toxic baits from inside buildings, alternating with removing toxic baits externally wherever possible.

## CAN YOU TELL US MORE ABOUT YOUR NON-TOXIC APPROACH?

**Jon:** 85% of our sites now have non-toxic use. I'm a stickler for proofing and we have increased the amount of proofing we do.

Monitoring is also really important and we tend to use non-toxic blocks. Although we use toxic baits as a last resort, if the rodent problem is severe we use toxic baits or traps depending on the client's needs. However, we have seen a huge decrease in the use of toxic baits and a big increase in non-toxic methods. We are currently trialling electronic traps at 2 sites.

## HOW HAVE YOUR CLIENTS REACTED TO YOUR NON-TOXIC APPROACH?

**Jon:** It was frowned upon at first and we had to educate our clients about this approach.

**Ian:** We sent out the EU information to everybody and completed an environmental risk assessment which we update regularly; bigger bespoke jobs now insist on this. The fear was that we would lose customers as we weren't seen to be baiting, therefore not doing what they perceived was our job.

## WHAT DOES THE FUTURE HOLD FOR ABATE?

**Jon:** Our future plans are to grow the business slowly and to get more national contracts. Waste management will be the next big project. We're taking on marketing and social media apprentices in the New Year as, via blogs and social media, we donate to five chosen charities each month, usually schools, sports clubs and charities.

## WHAT DO YOU SEE IN THE FUTURE OF PEST CONTROL?

**Jon:** I see pest control becoming more professional. We welcome the RSPH Level 2 qualification becoming standard. Pest control has been undervalued and I think it is too easy to become a pest controller, so I welcome the new legislation to ensure the future security of this industry.

**Ian:** We are trying to change the mind-set of the public to promote the image of pest control, and to not be perceived as just the 'rat man'. We don't think baits will be banned because they are important to public health. Not being able to use baits in inner cities would create a massive public health issue and it might push pest control underground and resort to illegal methods.



**ALTHOUGH A NUMBER OF PEST CONTROL COMPANIES HAVE INCREASED NON-TOXIC RODENT CONTROL, UPCOMING CHANGES IN RODENTICIDE LEGISLATION WILL MEAN THAT MANY MORE WILL HAVE TO DO THIS.**

**FOR FURTHER INFORMATION ON NON-TOXIC BAITING, PLEASE REFER TO THE NPAP RODENT PROCEDURES DOCUMENT.**



# CEFIC EBPF WORKSHOP ON THE SUSTAINABLE USE OF BIOCIDES

17th November 2014



Ministero della Salute, Rome

**According to Article 18 of the Biocidal Product Regulation (528/2012), the European Commission is investigating how the legislation on biocides is contributing to sustainable use of biocidal products and whether additional steps, legislative or otherwise, are warranted and, if so, what form should they take. A report is due by 18 July 2015.**

As a contribution to the debate, and the ongoing activities to collate information about the use phase of biocides, the European Biocidal Products Forum (EBPF - a sector group of Cefic) and Federchimica (the Italian Federation of the chemical industry), in collaboration with the Italian Presidency of the EU, organised a workshop which was held at the Italian Ministry of Health, in Rome, on 17 November 2014.

Attended by over 70 senior representatives from the European Commission, Member State Competent Authorities and industry, the workshop looked at the part that biocides play in providing a healthy and hygienic environment for European citizens, and the role that innovation can play in delivering sustainable use of biocidal products.

Presenting on the behalf of industry, Rodolphe Qu  rou, Vice-chair of EBPF, gave an excellent summary of some of the key challenges faced by the biocides industry as a result of the regulatory environment. As the market for biocides is very small in comparison to the crop protection and

pharmaceutical markets, proportionately the significant costs arising from compliance with regulations are very much higher. A direct link was suggested between this issue and the apparent lack of innovation in 'new' active substances since the implementation of the BPD, now the BPR – indeed across all 22 Product Types of biocides, fewer than 10 'new' active substances have been supported in the past 14 years, whilst many existing ones have disappeared or are heavily restricted.

Continuing with the theme of challenges to innovation, Mr Qu  rou further highlighted the significant timescales and costs associated with the development of new actives, suggesting that it can take over 12 years at a cost which could range from tens of millions of Euros, all the way up to around € 100 million.

To counter these issues, Mr Qu  rou made several practical suggestions of ways to encourage innovation, such as the fast tracking of authorisations for new active-based products, EU funding and – most importantly – regulatory stability.

During panel discussions throughout the workshop, representing the European Commission were Pierre Choraine and Christophe Kusendila. In addition were speakers and key representatives from the regulatory authorities of Austria, Belgium, France, UK, Germany and of course the hosts for the event, the Italian Ministry of Health.

Specific to the Pest Control industry, Dr Alan Buckle presented an excellent case study on the sustainable use of rodenticides, highlighting the significant efforts already being taken by industry to deliver a sustainable use agenda for these vital products. The key messages from Dr Buckle's presentation centred on the fact that finding viable wholesale alternatives to Second Generation Anticoagulant rodenticides is extremely difficult, and that recent regulatory development and their potential impact on

resistance poses one of the most significant long term threats to the sustainable use of anticoagulant rodenticides.



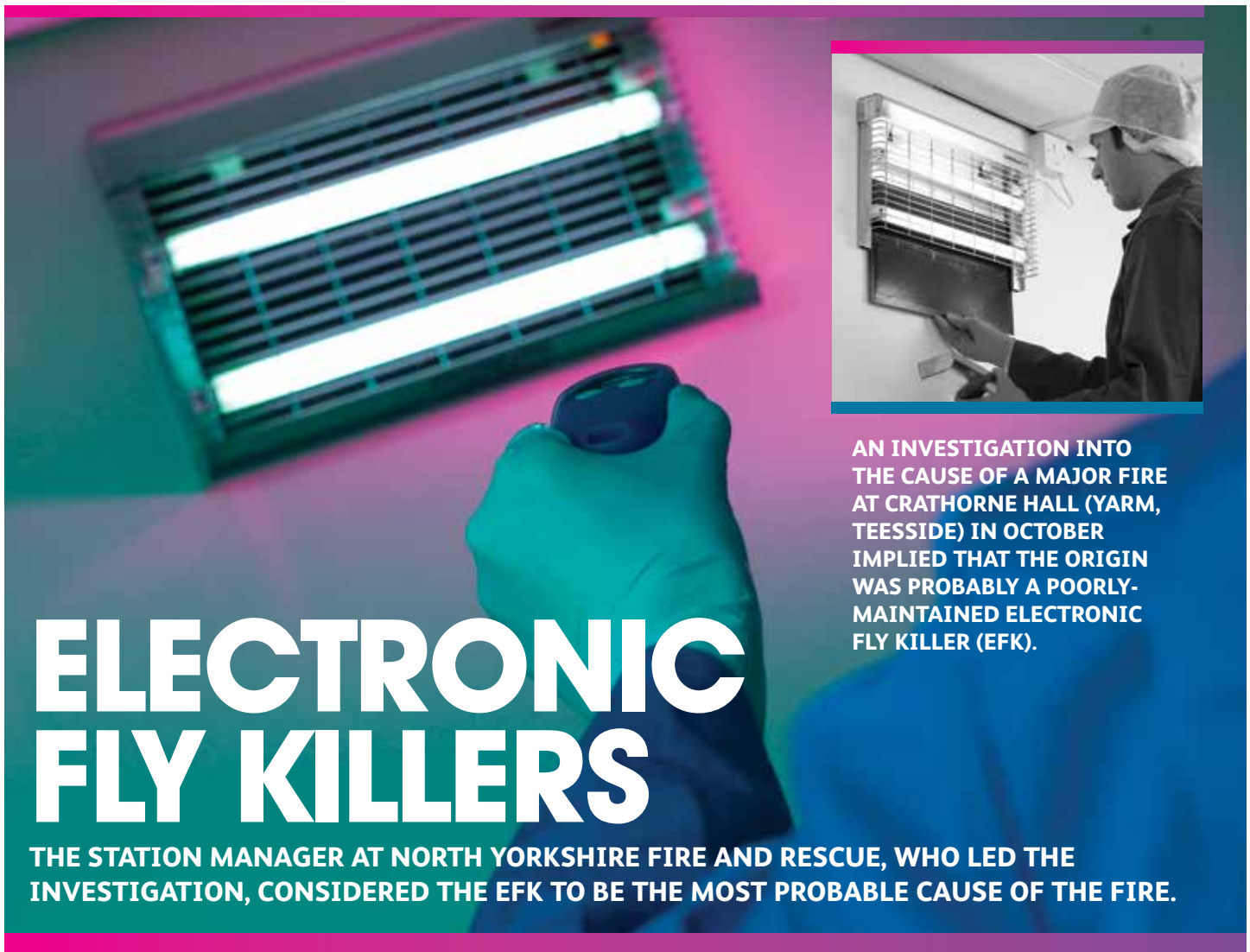
Dr Alan Buckle & Dr Andy Adams

Throughout the day, the importance of all biocides to the protection of human health and the environment was recognised by regulators, the European Commission and industry alike, as was the need for effective and proportionate regulation. It was encouraging that the European Commission is listening and responding to concerns being raised by industry. A key challenge recognised by all at the workshop is that a 'one size fits all' approach for a sustainable use of biocides is not the way forward to address the significantly divergent product types and use areas so typical for biocidal products.

Dr Andy Adams, Chair of EBPF commented: "There is a universal view that one size does not fit all and I encourage adoption and enforcement of existing best practices, codes of conduct and the forthcoming CEN standard on pest control business, presented during the workshop, as building blocks for a sustainable use policy. If we build from what is working today, improve it, share it, learn from it and keep it manageable, then we can deliver real benefits without over-engineering the legislation."







# ELECTRONIC FLY KILLERS

**THE STATION MANAGER AT NORTH YORKSHIRE FIRE AND RESCUE, WHO LED THE INVESTIGATION, CONSIDERED THE EFK TO BE THE MOST PROBABLE CAUSE OF THE FIRE.**

**AN INVESTIGATION INTO THE CAUSE OF A MAJOR FIRE AT CRATHORNE HALL (YARM, TEESIDE) IN OCTOBER IMPLIED THAT THE ORIGIN WAS PROBABLY A POORLY-MAINTAINED ELECTRONIC FLY KILLER (EFK).**

The area where the fire started was being used to store items such as insulation material and timber frames. The EFK was installed to attempt to reduce the amount of cluster flies which were coming into the hotel bedrooms from neighbouring farmland and grassy areas around a nearby river.

The exact circumstances can only be speculated upon but it is possible that the EFK was capturing a great number of cluster flies and was not being cleaned and maintained regularly enough. This could have resulted in a build-up of dead cluster flies on the electrocuting grid, which may have then led to combustion.

This case shows how important it is to choose the right EFK for the job as well as implementing appropriate service contracts to inspect and maintain them regularly.

The focus should not solely be on price. Perhaps more important is to focus on the quality of the units from reputable manufacturers, which have been specifically designed for the particular job they are going to be used for.

## WHAT SHOULD YOU LOOK FOR IN A PROFESSIONAL EFK UNIT?

It is important to select EFK units that have been designed to the highest European standards and are manufactured from quality materials. European models should have been tested and certified for compliance with the safety Standards EN 60335-2-59.

This safety standard is specifically for electrocuting flying insect control equipment. Additionally, EMC conduction and immunity compatibility tests EN 55014-1 and EN 55014-2 also apply. In addition, the EFK manufacturer should be accredited with an ISO 9001 quality management system.

Reputable EFK manufacturers recommend the use of specific EFK units designed for cluster fly control, with emphasis on frequent inspection, cleaning and maintenance of such units to minimise risks.

Cluster fly EFKs can be wall mounted and ceiling-suspended. It is preferable to select a unit which can be adapted to operate as a

cluster fly unit by removing the catch tray. A polythene bag must be attached around the bottom of the unit to collect the dead flies or a non-flammable box should be placed under the unit in which the electrocuted flies can fall into.

The unit should be serviced as frequently as a risk assessment dictates and the frequency of these inspections should be increased during the peak of cluster fly activity.

During these regular inspections the unit should be thoroughly cleaned, paying particular attention to the killing / electrocuting grid. Correct placement of the unit should also be considered in a risk assessment, as units situated in areas that are out of regular sight or near to combustible materials may pose higher risks.

Working with a high quality unit which comes with all the relevant safety certificates ensures that you and your customer are faced with absolutely minimal risks.

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**Glenn Elliott, Contracts Manager, Cannon Pest Control Northern Ireland.**

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**Mark Hobbs, Surveyor, Cleankill (Environmental Services) Ltd, Croydon.**

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**Craig Nickless, Managing Director, ERS Environmental Services, Aylesbury.**

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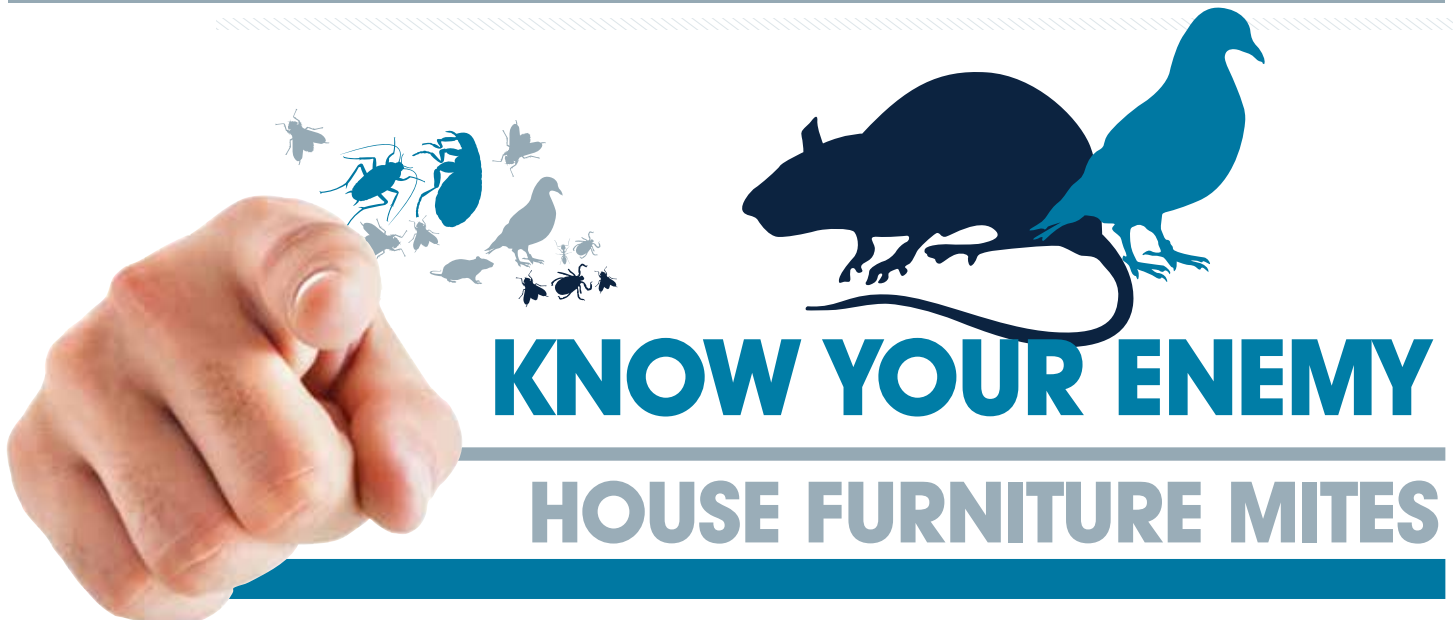


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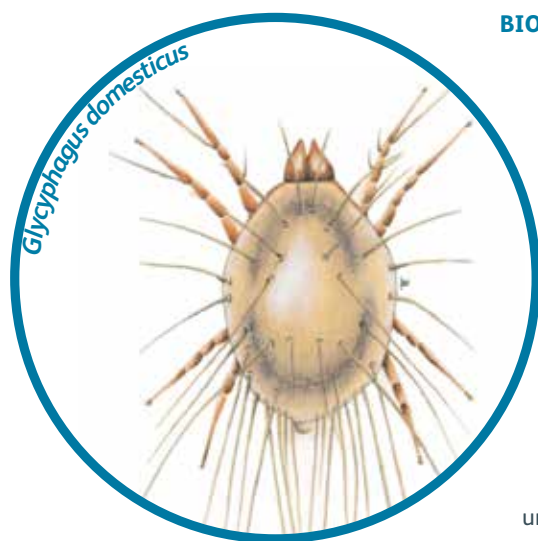




**PEST CONTROL NEWS IS RUNNING A NEW SERIES OF ARTICLES, FOCUSING ON TOPICAL PEST SPECIES, AS IT IS OUR VIEW THAT IT'S ESSENTIAL TO 'KNOW YOUR ENEMY' IN ORDER TO ACHIEVE CONTROL.**

Rather than trawling through the usual suspects we will focus on the lesser-known species that are on the rise or those that are presenting unique challenges to pest controllers. It helps that PCN has a 'hotline' to an industry advisor who can keep us up-to-date with pest species that may otherwise go under the radar.

The first 'know your enemy' will be ... the house furniture mite. The industry advisor has highlighted a sharp rise in the number of enquiries regarding the house furniture mite, or *Glycyphagus domesticus*, to give it its full name. The suspicion is that recent damp weather has been the main driver behind the proliferation of this species, particularly in domestic premises, as these mites thrive in damp and humid conditions.



### IDENTIFICATION

These mites are pear-shaped and between 0.35mm and 0.5 mm in length. Formal identification of mites is notoriously difficult, so look for some of the more basic features (use an insect ID service to be sure!). - The body is not visibly divided into two regions and has lots of bristles, which means that the mites look like they have a rather hairy body.

### BIOLOGY

One of the problems with these mites is their impressive reproductive capability.

The females, after mating, produce around 500 eggs, so you can imagine how quickly numbers can build up in the right conditions. The optimum conditions are 23°C - 25°C, 80-90 % relative humidity, when the life cycle may be completed in three weeks.

Under adverse conditions, these mites can survive for up to six months, due to them entering a resistant stage, the hypopus. This can catch pest controllers out – don't underestimate your foe and make sure you manage the expectations of your customer!

### SIGNIFICANCE

Don't be fooled by their common name - the house furniture mite is not just associated with damp furniture. These mites are found in association with flour, wheat, tobacco, sugar, cheese, beehives and birds' nests.

They are not too fussy; all they really need is a humid environment and to be able to feed on the mould and fungi that grow on damp products. Mites of this genus have been implicated in causing dermatitis, rhinitis,

respiratory tract irritation and intestinal upsets, so they are a problem in terms of public health.

### CONTROL

The use of residual acaricides on the fabric of the building, skirting boards, floorboards, etc is recommended. If soft furnishings are to be treated then care should be taken to select a non-staining formulation. Do be aware however, that while the use of residual acaricides will reduce numbers of mites and provide temporary relief to your customer, the humid and damp conditions need to be addressed in order to gain control. For example, the use of a dehumidifier may prove successful. Simple measures to reduce humidity can be more successful than you might think, such as advising that clothes are put in a drier rather than being dried on radiators, plus opening windows slightly to allow airflow.

If some of you are wondering what 'acaricides' are, fear not... these are insecticides that list mites on the label. I advise use of the following products for mite control (always check the product label): Demand CS, a diatomaceous earth powder and a ULV treatment as a quick knockdown to complement the residual treatments.



# New training provider and locations for Wildlife Aware from CRRU UK

The 2015 programme of Wildlife Aware training courses for pest control professionals has been announced by the Campaign for Responsible Rodenticide Use UK. It includes an additional training provider and three new locations in Scotland, Midlands and south east. The training continues to be accredited independently by BASIS.

The new training provider is Barrettine Environmental Health, a sponsor-member of CRRU. Their involvement makes it possible to stage courses for the first time in Leicester and Brentwood. In Scotland, a course will also be held in Falkirk.

The 2015 programme from all providers offers 13 options to date, with more to be added if demand requires:

Course Location and Date
Bracknell: Wed 6 May, Mon 5 Oct.
Bristol: Wed 14 Jan, Wed 11 Feb, Wed 16 Sep, Wed 28 Oct.
Bury StEdmunds: To be confirmed.
Falkirk: Thu 19 Mar.
Leicester: Mon 11 May, Mon 21 Sep.
Ossett: Thu 5 Feb, Thu 21 May, Thu 17 Sep.
Brentwood: Tue 21 Apr.

The Wildlife Aware course is aligned directly with pest controllers' obligations and responsibilities under the forthcoming SGAR stewardship regime, according to Dr Buckle. "This will involve the concept of 'least severe but effective' when choosing methods

employed to deliver safe rodent control," he says. "It will also promote and require training in how to conduct environmental risk assessments before SGAR applications outside and away from buildings."

Both of these elements are covered by Wildlife Aware training, which Dr Buckle also suggests could offer professional pest controllers a business growth opportunity. "It is quite possible that those with Wildlife Aware accreditation may be best placed to exploit opportunities that may open up when stewardship is introduced," he says.

**"One certainty is that 'business as usual' will not be an option for farmers, gamekeepers or indeed pest controllers themselves."**

The sponsor-members of CRRU are Antec DuPont, BASF Professional and Speciality Solutions, Barrettine Environmental Health, Bayer, Bell Laboratories, Killgerm Chemicals, LiphaTech, Lodi UK, Pelsis (formerly P&L Systems), PelGar International, Rentokil Initial, Syngenta and ZAPI SpA.



# Two new sponsor-members at CRRU UK

The Campaign for Responsible Rodenticide Use UK has been strengthened in the run up to introduction of a national multi-sector stewardship regime for the use of second generation anticoagulant rodenticides by Pelsis (formerly P&L Systems) and Antec DuPont joining as new sponsor-members.

In combination with existing sponsors' long standing commitments, their arrival is timely to support the successful implementation of stewardship, according to CRRU chairman Dr Alan Buckle.

**"Clearly, two more sources of funding are most welcome to cover what will be a major and annually recurring investment in stewardship,"** he says. **"But just as important**

**as the money they bring, both Pelsis and Antec will also provide significant additional expertise and insight to help maximise the regime's impetus, effectiveness and therefore success."**

On the CRRU steering group, the new sponsors are represented by Tom Holmes (Pelsis) and Andy Hughes (Antec DuPont). The other 11 are BASF Professional and Speciality Solutions, Barrettine Environmental Health, Bayer, Bell Laboratories, Killgerm Chemicals, LiphaTech, Lodi UK, PelGar International, Rentokil Initial, Syngenta and ZAPI SpA.

[www.thinkwildlife.org](http://www.thinkwildlife.org)

Further information: Dr Alan Buckle, CRRU UK chairman, [alan@alanbuckleconsulting.com](mailto:alan@alanbuckleconsulting.com), tel: +44 (0)1730 826715 or +44 (0)7881 656564.

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# BIRD LICENCE CHANGES - THE CONSULTATION RESULTS ARE ANNOUNCED

Over recent months Natural England has held a wide-ranging consultation to seek views on potential adjustments to General Licences for protected species.

Consulting on the detail of General Licences is an important way of ensuring that protected species legislation works effectively and responds to changing wildlife management requirements.

**LISTED BELOW ARE THOSE THAT PCN FELT WERE RELEVANT TO PEST MANAGEMENT PROFESSIONALS:**

SECTION	DECISION
General Licences for the purposes of preventing serious agricultural damage or disease, and conserving flora and fauna	Add Egyptian goose, but not greylag goose to the general licence.
Air safety Class Licence	<p>Prior registration a requirement for users of the air safety Class Licence WML-CL12.</p> <p>Requirement to provide nil returns, as part of the reporting requirement for all persons registered to use the air safety Class Licence WML-CL12.</p> <p>Add greylag goose and Egyptian goose to the Class Licence.</p>
Food premises Class Licence	<p>Add the following species to Class Licence WML-CL03 permitting trapping and release of birds from food premises for the purpose of preserving public health and safety:</p> <p>Pied wagtail (<i>Motacilla alba</i>)</p> <p>Blue tit (<i>Cyanistes caeruleus</i>)</p> <p>Great tit (<i>Parus major</i>)</p> <p>Dunnock (<i>Prunella modularis</i>)</p> <p>Song thrush (<i>Turdus philomelos</i>)</p>
Sanction for breaches of General Licences	Any person not permitted to use this General Licence on account of a relevant conviction or who has had their permission to use this licence withdrawn may still apply to Natural England for a specific licence for the purpose(s) and activities covered by this licence. Any such application will be considered on its merits.

Some other decisions were deferred to a later date that has not yet been confirmed by Natural England.

To see the full consultation decision, go to:

[https://www.gov.uk/government/uploads/system/uploads/attachment\\_data/file/357860/gl-board-summary.pdf](https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/357860/gl-board-summary.pdf)

# RACUMIN FOAM BY BAYER

## PRESS RELEASE

Pest Control News was delighted to be invited to the Racumin Foam press release, held at the Bayer offices in Cambridge on the 23rd September. Getting a 'first look' at this exciting new contact rodenticide, prior to the official product launch at PestTech on the 5th November, was an opportunity not to be missed.



On hand to quiz the Bayer team were Matthew Davies from Pest Control News, Adam Hawley of the NPTA and Guardian Pest Control Services, with Frances McKim representing Pest Magazine.

The Bayer team were out in force with Alan Morris (Head of Sales), Neil Pettican (National Account Manager), Paul Lerigo (Head of Marketing) and Ken Black (Rural Hygiene Manager) all being involved in presenting Racumin Foam to the press.

Also present were three experienced pest controllers who had been given the chance to trial Racumin Foam in practical situations. These were Michael Flatters of Fen Tiger Pest Control, Matthew Pitcher from Intelligent Pest Control and Zack Ali of Pesky Critters, all of whom were able to present their thoughts on Racumin Foam. This was a great chance for the press representatives to hear how Racumin Foam fares in real pest control situations.



## INNOVATIVE FORMULATION

Paul Lerigo opened proceedings by describing Bayer's strategy to rejuvenate their product and services portfolio with innovations. This strategy led to Bayer utilising the established active ingredient coumatetralyl in a new formulation - Racumin Foam.

Alan Morris then took over to delve into the details of Racumin Foam. It was reassuring to hear that Racumin Foam has been used successfully by German pest controllers for the last five or six years, so it has a proven track record in practical pest control situations. Another pleasing aspect of Racumin Foam development was that Bayer had identified a need for a product of this nature through contact with customers via the UK Customer Advisory Council. Also noted was a positive side of the Biocidal Products Regulations – mutual recognition. Germany was the EU member state for dossier approval for Racumin Foam. The mutual recognition process was then utilised and this led to approval for the UK, with approval already achieved in Eire.

Alan ran through the features and benefits of Racumin Foam (of which there are many), with just some listed below;

- Approved for rats and mice
- Success is not dependent on palatability
- Consumption of the product is via rodent grooming
- Racumin Foam is presented in a 500ml can

- Foam stability = 7 to 12 days before the foam starts to collapse
- The volume of foam from one can is 12 litres
- Each can provides enough foam for 16 to 17 applications (bait points) for rats
- There are 120 to 130 baiting applications (bait points) for mice
- Racumin Foam has a 2 year shelf life in storage
- Ideal solution for bait-shyness or neophobia
- Can be applied in hard to reach places e.g. cavities
- Quick and easy to apply - shake and squirt!
- Provides an additional level of control to be combined with other control techniques
- Successful rodent control has also been reported with Racumin Foam as the sole product
- Lower risk of secondary poisoning in comparison to SGARs
- Complements existing Rodilon range
- Apply to runways, passages and covered tracks, entrance/exit points or holes
- Can also be applied to cavity walls, wall breakthroughs and suspended ceilings
- Approved for indoor use in agricultural, domestic and commercial settings
- Use Racumin Foam as a component of Integrated Pest Management during normal baiting procedures





### PRACTICAL APPLICATION

Next up was Ken Black from Bayer, who was able to demonstrate the application of Racumin Foam. Ken described how Racumin Foam works best at room temperature and that the first thing the operator needs to do is shake the can. Once you hear the clicking noise produced by the ball inside the can, you know it is well-agitated / mixed and ready to apply. Ken then fixed the application tube (straw) to the end of the can, before removing the safety cap to give access to the trigger. Then spray!



From the demonstration it was clear to see that the foam is easy to apply, maintains shape, keeps the right level of firmness (not like shaving foam) and hangs well from surfaces. In fact, the foam forms a slight crust after a while, which assists in keeping its shape and stability. While spraying, Ken was careful to keep the tip of the nozzle just in the surface of the foam, to ensure even application. This is an important point to remember because if you just spray onto a surface with the straw tip out of contact with the foam it has a tendency to 'splatter'. Ken also reminded observers that you shouldn't fully block holes with the foam because rats prefer to see a clear exit to allow them to make their getaway and thus come into contact with Racumin Foam.

### SAFETY ASPECTS

The assembled press were keen to hear about the safety aspects of Racumin Foam, as some concerns were raised regarding the potential for rodents to spread the foam onto food or food-contact surfaces. Thankfully, this point has been addressed as part of the approval and the users themselves also have an important part to play – think COSHH assessment!

The approval for Racumin Foam states a 2 metre buffer zone for use in food areas. In practice, this means that the product

can only be applied 2 metres or more away from foodstuffs and food contact surfaces. Of course, if you have any doubts, use your professional judgement and refrain from using the product in a particular area. As with other rodenticides, Racumin Foam should be applied in areas inaccessible to children, livestock and non-target species. While on the topic of safety, an important safety feature is the inclusion of the taste aversion agent Bitrex in Racumin Foam.

Something else that came up was the fact that Racumin Foam is a water-based formulation. It goes without saying that the product should not be applied where you wouldn't use water i.e. junction boxes, bare wire etc. The use of Racumin Foam is restricted to indoor use only, which rules out use in burrows. It is important to be aware that staining may occur, so the advice is to conduct a patch test on an inconspicuous area in cases where staining may be undesirable. Users should also be aware of the fact that the aerosol is flammable, although the actual foam is not.

### HOUSE MOUSE CONTROL

Questions were raised from the press about the use of Racumin Foam against house mice, as it is well known that first generation anticoagulants (FGARs) are not considered to be effective for mouse control. In fact, the Rodenticide Resistance Action Group (RRAG) does not recommend the use of FGARs against house mice. This is because the occurrence of resistance to FGARs is likely to render them widely ineffective. Furthermore, in the words of RRAG, use of these substances is likely to increase the severity and spread of resistance in house mice.

Interestingly, Racumin Foam will have shown proven efficacy against mice (albeit susceptible mice) in order to have gained product authorisation. Bayer did also point towards the fact that the concentration of coumatetralyl is at a higher level than standard edible baits and that the route of entry into mice may have a part to play e.g. absorption through the cheek lining. Furthermore, there is evidence in terms of practical anecdotes that mice are killed when Racumin Foam is used.



**Racumin<sup>®</sup>**  
**FOAM** 



## RACUMIN FOAM CASE STUDY, FROM MATTHEW PITCHER OF INTELLIGENT PEST CONTROL.

Pest Control News was privileged to be given the opportunity to interview Matthew Pitcher of Intelligent Pest Control Ltd about his experiences with Racumin Foam. Matthew is the Technical Director of Intelligent Pest Control and Intelligent Hygiene Service, whose business includes pest control and washroom services.

### *What is the background to your case study?*

I used Racumin Foam for rat control at a mixed recycling site in the East Midlands. It deals with mixed plastics and metals and through a system of sorting categorises and bales up the material to go to be turned into something new. Occasional food waste is present within the material brought in and this is probably the main attraction for the rat population.

### *What was the scale of the problem you were dealing with?*

When I say rat control I really mean rat management due to the complexities of the site. As an example, 40 to 50 lorries deposit waste every day. I have been baiting the site continuously for a period of time, with the appropriate justifications and risk assessments of course. The issue is that with such a huge amount of waste, the rats can stay self-contained basically within it.

### *How did you start to deal with the infestation?*

Occasionally, the site clears waste right down and this allows me to come in hard with old fashioned control measures. What it also does is to force the rats to leave the centre of the building due to no longer having harbourage or a food source and move to the inner perimeter of the building where the monitor/baiting points are situated. At these times we see a huge uptake in bait takes and dead rodent bodies. However, this is rare, which makes things pretty challenging. One

of the main harbourage points / runs for the rats on-site is the 'concrete push walling'. This walling has a void in it that provides a runway for the rats. It would be tempting to seal this but it would probably just push these rats out into the waste where they would be far safer. So, I decided to keep the voids in the 'concrete push walling' open in order to allow the use of these runs by the rats.

### *How were you using rodenticide at the site?*

Rodenticide in an edible form was not of interest to the rats, due to the waste acting as competing foodstuffs. Rodenticide which was applied directly to the rat run was just being pushed out the way. It was at this point that I decided to replace edible bait in the runs with Racumin Foam. At least rats pushed out from their harbourages and in the 'concrete push walling' meant that they would come into contact with the Racumin Foam. Also, the rats using the push walling as their regular runs would come into contact with it. So, I applied Racumin Foam into the voids of the push walling. This was done frequently in order to keep the levels of foam topped-up. Racumin Foam needed to be re-applied regularly due to the high levels of rat activity. To give you an idea of what I was dealing with not only were rats able to have a self contained environment within long standing material to live and breed but they were also being brought to the site via the waste lorries as the material was often being stored at transfer stations prior to being brought in and this was backed up by the sight of rats fleeing the backs of the lorries...

### *Did you find Racumin Foam to be useful in your rodent control program?*

Well the site was a good one to test Racumin Foam, due to the high levels of rat activity. I used Racumin Foam for a number of months on the site and I can certainly say that it matched up to Bayer's claims. Rats were

moving through Racumin Foam with ease. Racumin Foam kept its shape well even after being freshly applied and a rat running straight over it. In terms of the amounts used, Racumin Foam went pretty far. I was using about 12 litres of foam per visit to the site which equates to about a can.

I've used contact gel in the past but I prefer Racumin Foam – it's just not as 'tacky' as the gel. Racumin Foam is definitely a product that I will be adding to my product portfolio. From an operators point of view it was easy to apply, required minimal Personal Protective Equipment, was small and easy to transport in my van and very convenient to carry around on the job. (it's another feather in your cap in the war against rodents).

Although I'm yet to try Racumin Foam in other areas (as I could only use it at the waste site because it was registered with HSE as an approved test site), I can see a use for it in inner city areas to combat behavioural resistance in mice.

### *Did you have any problems with Racumin Foam?*

My client had never come across the product before, for obvious reasons, so I just needed to communicate the benefits to him. There were no negative perceptions at all once I'd explained the benefits of Racumin Foam to them. I'm really keen on client education – it shows the level of service and quality of products that I can offer. I suppose the only problem I have with Racumin Foam is that I need to wait for the official launch date to get hold of some more! I'm delighted that Bayer and Colin Mumford gave me the chance to trial this novel product and I hope my experiences will prove valuable to others in the pest control industry who are interested in Racumin Foam.



# ROOM 101

## 'It shouldn't happen to a pest controller'

A fitting feature for issue 101 of Pest Control News, we discuss the horror stories that are folklore in the pest control industry, events which should forever be consigned to 'Room 101'.

We would hope we wouldn't have to say this but for legal reasons 'don't try this at home.'



### PANDORA'S BAIT BOX

An unsuspecting biologist reported his surprise at finding a grass snake in an external rat box. At least he kept his cool. Infamously, one pest controller recoiled so dramatically upon coming face-to-face with a rat he encountered in a bait box, that he took a few too many steps backwards, into the nearby river!

**"GRASS SNAKES ARE THE LARGEST OF THE THREE BRITISH SNAKES AND CAN REACH UP TO FIVE FOOT IN LENGTH"**



### (K)OI CARP! NOOO...

It's a pest controller's worst nightmare and it has happened. Yes, that's right, spilling a brand-leading insecticidal dust for wasp control right into a Koi Carp pond.



### THERE'S NO SMOKE WITHOUT THE FIRE BRIGADE

How many pest controllers have managed to set off fire alarms when using fogging treatments? Too many! You should isolate the smoke alarms or at least put a nitrile glove over the smoke detector. Also, remember that insecticidal smokes can drift out of a 'leaky' roof and the neighbours will be straight onto the Fire Brigade.



### A PAW FOR THOUGHT

This one probably wasn't a professional pest controller but it certainly deserves to go straight into Room 101. Babybel the orphaned kitten sadly lost her leg after becoming trapped in a 'snap trap' while searching for food in a garden. Thankfully she was re-homed, so we have a happy ending.



### NOT WHAT THE DOCTOR ORDERED

Hopefully this is firmly rooted in urban myth, as everyone seems to know a pest controller who dusted a dog's collar to control fleas. Illegal! Need we say more.





## PUTTING YOUR FOOT IN IT

One unlucky pest controller got in a real pickle while spraying in a loft space, managing to drop his sprayer through the ceiling of one bedroom, before losing his footing and putting his foot right through the ceiling on the other side into the second bedroom.



## STUCK IN THE MIDDLE

One overenthusiastic pest controller once managed to get so carried away with spiking-off an area for bird control that he 'spiked' himself into a corner and couldn't get out!



## UP GUANO CREEK WITHOUT A PADDLE

Shovelling bird guano off a roof and into a skip via a chute sounds straightforward enough. That is until you find that someone has moved the chute so that the bird guano has been steadily mounting up in a car park instead of the skip. A case of when the skip hits the van?



## LICE, DAMNED LICE AND STATISTICS

A particular favourite is the true story of a member of the public presenting a rather gruesome insect sample to a young entomologist. Quite bemused, the entomologist pulled himself away from the microscope to tell the gentleman in question that the live sample was that of *Phthirus pubis* aka pubic crabs. The man then shook the entomologist's hand firmly, saying 'thank you young man, you've just confirmed who my wife has been sleeping with.' Presumably the first case of an insect identification being used in divorce proceedings...



## I SPI WITH MY LITTLE EYE

Proudly proclaiming a food site to be 'SPI free', meaning there were no Stored Products Insects at all, was a bold thing to do. An incredible pest control achievement in fact. However, all became clear when it turned out that the proud pest controller thought that SPI stood for spiders...oops!



## A NEW DOCTOR IN THE HOUSE

Dr Matthew Davies, Technical Editor of PCN, has recently obtained his PhD in Medical Entomology from Aston University, sponsored by Killgerm. Dr Davies is also Killgerm’s Technical Advisor and Assistant to the Technical Director. He advises on all aspects of public health pest control, particularly entomology and provides pest control training, product testing, insect identification and pest control audits. He has supervised five undergraduate / placement students during his research at Aston University.

### What prompted you to start your research?

It had always been a long-standing ambition of mine to undertake some original scientific research. Thankfully, my passion for this was shared with Professor Moray Anderson of Killgerm Chemicals. Moray and I decided that we really wanted to get stuck into some research together. Moray then got in touch with Professor Anthony Hilton, a microbiologist at Aston University. From memory, I think this was around 2007, so it all stretches back quite a long way. Anthony was a colleague of Moray’s from their time at the University of Birmingham, so the links were already in place. I distinctly remember the meal that Moray, Anthony and I had in Birmingham in 2008, round the corner from Aston University. We thrashed out the details of the proposed research over the meal and a beer, which is always the best way to do things in my opinion! My first time in the Aston microbiology labs was a cold day in December 2008 and I remember the heady mix of excitement and apprehension.

### What did your research cover?

My research covered the isolation and characterisation of bacteria associated with flying insects in health care facilities with particular emphasis on *Clostridium difficile*. We were aware of the historical research showing that flies are important in transferring bacteria

of public health significance. However, nobody had looked at flies and *C. difficile* before. This was a bit of a surprise because *C. difficile* is the most important cause of hospital-associated diarrhoea worldwide and fly problems do occur in hospitals.

### What were your main findings?

In a laboratory setting, houseflies are able to transfer *C. difficile* for a number of hours following exposure. They are also able to ingest and excrete *C. difficile*. This is only a snapshot of my findings; I went into hospitals and sampled flying insects and identified the bacteria they carry. There is a ‘taster’ of these further findings in PCN 100. Some other aspects of my research have been published in the proceedings of ICUP 2011 and ICUP 2014, available here <http://www.icup.org.uk/>

I’m currently working on further publications for peer-reviewed journals, which is keeping me busy.

### What were the highlights of doing your PhD?

The highlights were experiencing the excitement of discovering new things, working on something that nobody else had ever done before and being fully responsible for my own research. I also enjoyed immersing myself in the lab environment at Aston University. I made some fantastic friends there as a result of that.

### What does the future hold for you?

Undertaking a part-time external PhD over six years while balancing a full-time job and latterly a young family has been a challenging and rewarding experience. This means that my immediate future involves celebrating and living a normal life! After that I don’t know exactly what my future holds but I’ll come to that soon enough. What I can say right now is that I’m ambitious, so it will be interesting to see where that leads me. Looking ahead in terms of my research, there remain some unanswered questions that I’d like to pursue in the future. My next big challenge is to successfully chair the ICUP (International Conference on Urban Pests) 2017 which will be held in the UK. The organising committee is falling into place and I have some really exciting plans for the conference. At the moment it is a case of ‘watch this space!’

### What do you see in the future of pest control?

The pest control industry is vibrant and dynamic and full of good people. It’s always changing and offering new challenges. We’re seeing new products and invasive species which keep things interesting. My prediction is that our greatest challenges will come from invasive species and the impact of emerging insect-borne pathogens.

**CONGRATULATIONS DR DAVIES.**



# INSECTICIDE RESISTANCE MANAGEMENT

There is nearly always a story in the press about giant spiders or killer insects invading our homes and terrorising our families. These “super pests” are often said to have arrived in bunches of bananas or a holiday maker’s suitcase, before being unleashed onto a terrified public. Indeed, there is a real problem with invasive pests spreading around the globe. However, the true “super pests” rarely make the headlines, and we could be breeding them in our own towns and cities right now without knowing it...

We have made huge strides in pest control over the years, from the great public health and sanitation movements of the nineteenth century, through to the discovery and development of synthetic pesticides in the twentieth century, and the plethora of products, tools, techniques and information we now have available to us. And yet, the pests are still here waiting for us to let our guard down so they can proliferate once more, spoiling our food, spreading disease and interrupting our lives.

A good definition of a “super pest” is one that proliferates, despite our best efforts to control it. Whilst the headline writers would want us to think this is due to their size or aggressive nature, it is much more likely that they have developed resistance to our control interventions.

Pest insects develop resistance to insecticides through a process of natural selection, or survival of the fittest. Genetic traits present in a tiny proportion of the pest population may allow the individuals that possess them to survive exposure to a particular insecticide, especially if it is a suboptimal application. The individuals that survive will breed, and their offspring are likely to also carry the genes for the resistance trait. As there are fewer of the “susceptible” insects left, the proportion of the resistant ones will have increased in the next generation. If the same insecticide is used against that population, further selection will take place, and the proportion of resistant individuals will further increase. Continually using the same insecticide may eventually lead to the development of a pest population that is no longer effectively controlled by that insecticide. Without us really knowing it, a super pest has been created.

Why is insecticide resistance a problem? If you treat a pest population at an account, but due to resistance the pests are not controlled, you may have an expensive call back, and potentially more costly, your reputation will be damaged. You may have to use different, potentially more expensive interventions to finally control the pest. You now also have one less tool at your disposal to control this pest population in the future. The home owner, restaurateur, hospital manager, etc., are also not happy, as they now have an ongoing pest problem, when it didn’t need to be so.

The insecticides we use in pest control can be grouped into classes, depending on how they work, their mode of action, and their chemical similarity. So, for example, all pyrethroid insecticides work in a similar

way, and any pest population that is resistant to one pyrethroid insecticide, is highly likely to be resistant to all pyrethroid insecticides. However, it is not always clear which class of insecticide a given product belongs to. The Insecticide Resistance Action Committee (IRAC) is a technical group of the agrochemical industry association CropLife International. As such it represents all member companies with the aim of providing a coordinated industry response to the development of resistance in insect pests. IRAC has produced an insecticide mode of action classification, which groups all insecticides into classes, depending on their mode of action and chemical similarity. This can be found on the IRAC website [www.irc-online.org](http://www.irc-online.org), and is even available as a handy “app” for Apple and Android operating systems. Using this classification, you can identify whether two insecticides have the same mode of action, and therefore, have the potential to select a pest population for the same type of resistance.

So what can be done to prevent, or manage, the development of insecticide resistant super pests? The key of Insecticide Resistance Management (IRM) is to reduce the selection pressure. The first step of IRM is to thoroughly undertake all activities to control the pest population that don’t involve insecticides, before considering their use. Even a super resistant pest can’t survive without food, water or harbourages. So where possible, remove them, minimise the routes of re-entry and use physical measures to remove existing pests.

The chances of an insect pest spontaneously developing resistance to a given insecticide is really very small, the odds are millions to one against, and the chance of them developing resistance to two insecticides, with different modes of action, is many times smaller. So rotate the insecticide products you use, making sure they come from different classes of insecticide. If they are developing resistance to the first insecticide, they will be controlled by the second; if they are losing susceptibility to the second, then the first will control them. If you can include a third in your rotation, even better. However, it is important that they are products containing insecticides from different mode of action classes, not just different products containing insecticides from the same class.

When an insect population is first developing resistance, they may only be able to survive

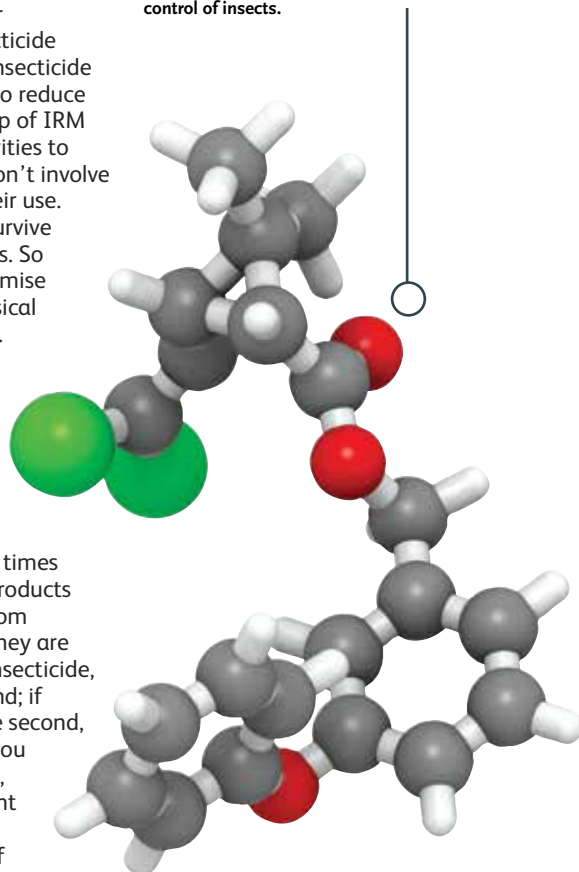
a sub-optimal application or dose of the insecticide. A well made application of a good quality product may fully control them, preventing them passing on the resistance genes to the next generation. So ensure your application equipment is properly serviced and calibrated, the applicators are fully trained and that you follow the product label to ensure the best possible pest control.

Effective insecticidal products are a crucial resource for our industry; by following IRM we can maintain their effectiveness into the future, continuing to protect the public from “super pests”.

For further information on IRM please visit the IRAC website, [www.irc-online.org](http://www.irc-online.org).

**Mark Hoppé: Insecticide Resistance Action Committee**

The chemical structure of Permethrin. Permethrin is a synthetic pyrethroid, commonly used for chemical control of insects.

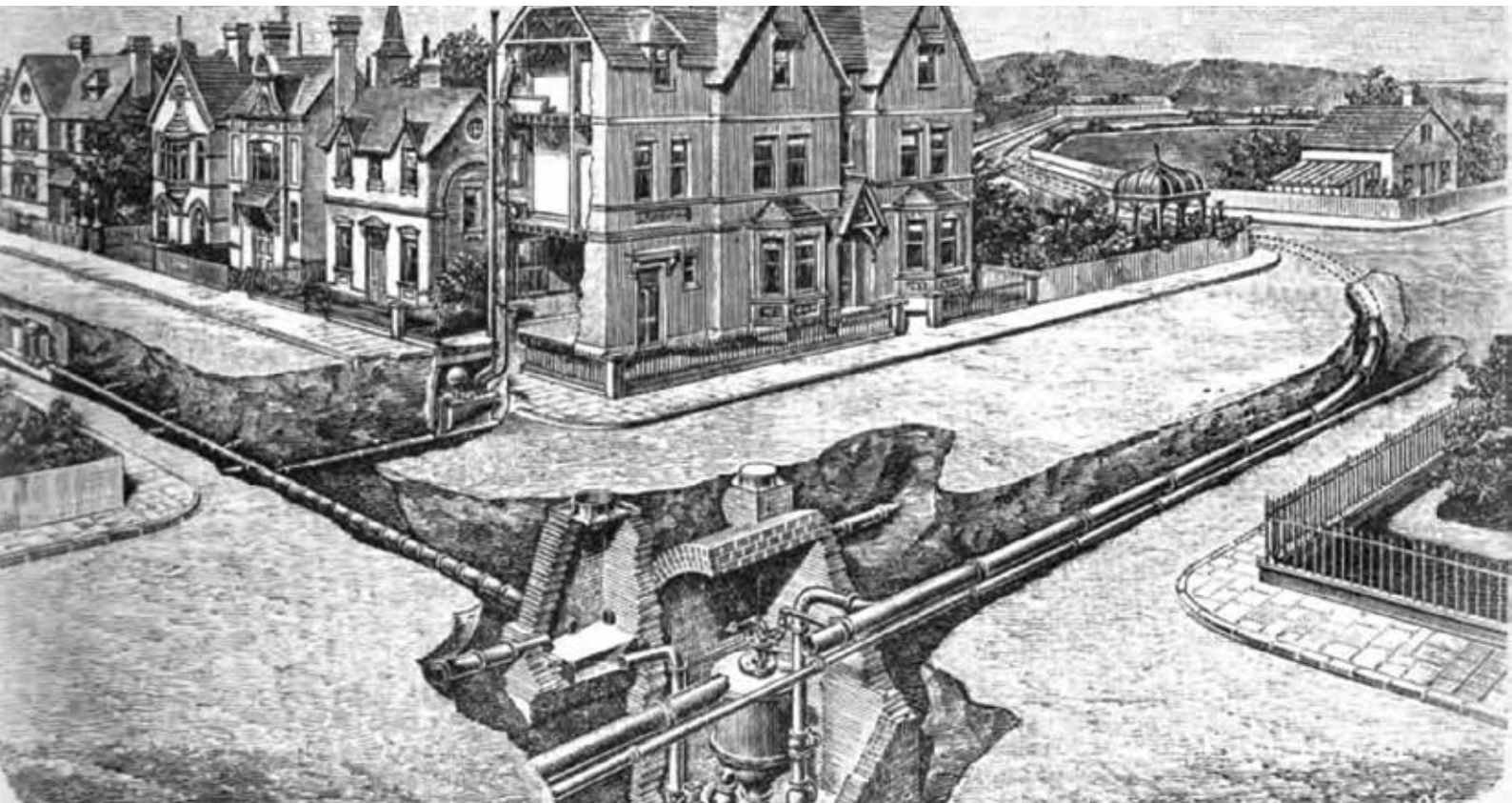




# DRAINAGE AND PEST CONTROL ISSUES

By David Oldbury, CFCIEH, MBPR

Many of the sewers in UK cities were originally built during the Victorian period, their construction ranging from “U” shaped brick flagged topped sewers or egg shaped brick structures, to the more modern spun concrete pipes.



Since their original construction in the late Victorian period the fabric of the sewer invariably deteriorates, sometimes significantly so over time. This factor is often exploited by rats, resulting in rats burrowing out of the sewer via these defects and establishing surface or sub-surface infestations.

Small bore drainage systems serving domestic and commercial premises are frequently the subject of rat infestation. These systems, which may have been originally constructed using vitrified clay pipes with rigid joints, are vulnerable to fracturing as a consequence of differential settlement. These rigid jointed systems have largely been superseded by the more modern clay pipes with flexible couplings, although plastic below ground drainage is becoming increasingly common on newer developments.

The advent of Building Regulations 1965 unfortunately saw the requirement to

fit interceptor traps to outlet chambers discharging into the main sewer system abolished.

These traps had previously disconnected the drainage system from the main sewer, preventing unpleasant gases from escaping



from the sewer and effectively prevented rats from gaining direct access to the domestic system - providing the stopper to the rodding eye of the trap was in place.

Since the regulations came into force most newly constructed drainage systems omitted these traps, piping them directly to the main sewer. This direct connection provides free access for rats to enter domestic systems from the main highway sewers. A rat's strong instinct to gnaw can result in damage to the fabric of the drainage infrastructure. Plastic systems, either below or above ground, are particularly vulnerable to this, especially where defects may have already existed through bad practices during installation.

When carrying out the initial survey for rats the significance of the drainage system serving the premises and the vicinity should not be overlooked.

During the survey it is essential that the role played by the drainage system serving the premises is fully appreciated. A thorough inspection should be carried out to look for evidence of rat activity and also any defects to the system to be identified and rectified. Failure to do so will inevitably compromise

the success of the treatment programme or extend the treatment programme beyond a reasonable time.

If in doubt, test baits can be placed onto the benching of the inspection chamber and checks made for subsequent “takes” on the bait to confirm any rat activity. It is perhaps worth remembering that defects to a drainage system may well have originally contributed to egress of rats from the system. This could be resulting in the current surface infestation under investigation, particularly in an urban environment.

As we are only too aware, rat activity is not just confined to external open areas.

Internal soil vent pipes (usually boxed in as a vertical ducting) can also be a source of infestation. The joint between the earthenware rest bend and the plastic soil vent pipe if badly fitted can allow rats to gnaw their way out of the drain. From here, rats can then infest the roof-space of the building via the soil pipe ducting. Similarly, plastic connectors receiving either sink or bath waste are also vulnerable to gnawing by rats if poorly fitted, allowing rats to escape into the premises. The best way to check the



It is not uncommon for rat activity to be found internally within the premises. Evidence of activity found in the roof-spaces of houses can usually be attributed to defective internal drainage. Drains passing directly through cavity walls can be the culprit. Differential settlement of the building fabric over time can cause the drain to fracture, resulting in the escape of rats into the roof-space via the cavity wall.

The sighting of rats in new commercial developments such as retail centres is becoming an increasingly familiar problem. Surface-water gullies situated along the access roads and car parking areas are probably largely responsible for this rat activity.

Investigations usually reveal the source of the infestation to be the spun concrete “coffee pot” surface-water gullies connected to the drainage system. The problem here is that the plastic stoppers to the rodding eyes are missing, allowing rats to escape directly from the sewer into the retail complex. The remedy is quite simple: whilst the infestation is being brought under control, ensure all rodding eyes to the gullies have appropriate stoppers fitted.

Drainage inspection chambers can themselves contribute to surface rat infestations through disrepair. Tell-tale signs of holes appearing by the side of the chamber cover or in close proximity to it are usually evident. Generally badly fitting or broken chamber covers or defective chamber brickwork is usually responsible.

integrity of a drain or a connection is to carry out drain testing.

Tests range from a simple dye, smoke or candle test to the more comprehensive CCTV survey. All defective conditions found following drain testing such as broken pipes, missing stoppers to interceptors, rodding eyes or surface water gullies or defective fresh air inlets to inspection chambers, etc. must be repaired as soon as possible to prevent future surface re-infestation.

This environmental management aspect of the treatment programme should be viewed as an essential element of the SGAR Stewardship hierarchical requirement for the minimal use of rodenticides as a last resort. Significant control of rats can be achieved through these non-chemical means.

Surface-water drainage discharging into a water course such as a nearby stream or river can allow rats to enter the system through a faulty flap valve. The flap valve is essentially a one-way valve, which opens under pressure from the effluent discharge and then closes shut. Problems can occur when “rusting” hinges seize up and lock the flap in the open position, so it is advisable to check the fitment for proper operation.

Drainage related pest infestations are not just confined to rats. Fly infestations are common to both above ground and below ground systems.

### Typical flies associated with below ground drainage systems are as follows:-

Greenbottles (*Lucilia* spp) are usually indicative of a blocked drain which has resulted in sewage seeping out into the subsoil or internally within the building such as ductings. Whilst the use of insecticides may be undertaken to control the adult flies once the drain blockage has been removed, attention needs to be directed to the site where the seeping of sewage occurred and the area sanitised with a strong disinfectant. This can help prevent further attraction/re-infestation.

Latrine flies (*Fannia* spp). The larvae of these flies can be found living in semi-liquid organic matter such as sewerage, which may have arisen due to a blocked drainage system. Control is as for greenbottles, with attention being paid to sanitising the area found to be contaminated with raw sewage.

Scuttle flies (Family Phoridae). Identified by their characteristic of running across a surface in preference to taking to the wing, these flies are also associated with defective drainage. Drains suffering from cracked inverts or broken channelling within an inspection chamber can allow the accumulation of organic matter from the sewerage to accumulate in the break and providing ideal opportunities for flies to lay eggs and the larvae to subsequently develop. This is aided by the abundant food source in the warm, humid micro-climate present.

The long term remedy in these cases would be to thoroughly cleanse the system by power jetting and repairing/relaying any defective pipework found. It is also advisable to ensure that sufficient head of water is available to maintain a self cleansing velocity of the effluent within the drainage system. This thereby reduces the likelihood of solids falling out of the effluent (if the flow is sluggish) and being left to accumulate within the pipework.

### Flies associated with above ground drainage and fitments:-

Sewage flies (*Psychoda* spp) are characterised by their short hairy bodies and wings held tent-like over their body. These insects are also known as owl midges. They are commonly found at sewage works in sewage beds. However, they can also be found breeding in the overflows to sinks and wash hand basins where organic matter can accumulate.

Fruit flies (*Drosophila* spp). The dark eyed fruit fly (*Drosophila repleta*) is fast becoming a common pest in food preparation and storage areas. They are particularly attracted to pubs and hotels where alcohol and fruit juices are served and are invariably an indicator of poor hygiene practices. Sinks and glass washing basins are susceptible particularly where alcohol and fruit juice may lie in the traps overnight following the swilling down of the serving area.





# SQUIRREL CONTROL – ALTERNATIVES TO WARFARIN FOR TREE PROTECTION

AS READERS OF PCN WILL ALREADY BE AWARE, GREY SQUIRREL BAIT (OUTDOOR USE FOR TREE PROTECTION, MAPP 14807) BASED ON 0.02% WARFARIN IS NO LONGER AVAILABLE FOR SALE. ANY REMAINING STOCKS HELD BY END USERS MUST BE USED BY THE 15TH AUGUST 2015, SO THE PRODUCT CAN AT LEAST BE APPLIED DURING THE NEXT CONTROL ‘SEASON’. AFTER THIS POINT ANY STOCKS REMAINING IN STORAGE MUST BE DISPOSED OF BY 30TH SEPTEMBER 2015.

With the impending loss of grey squirrel bait for tree protection, it is timely to look at alternative methods of control, based on Forestry Commission guidelines.



## SHOOTING

The Forestry Commission see shooting as a technique with some limitations and it is not considered to be effective as a sole method of control. There may be some occasions

where it can be utilised alongside other methods of grey squirrel control, as explained by the Forestry Commission.

Shooting, either on its own or in conjunction with poking out dreys with poles, is generally ineffective at reducing grey squirrel numbers to the level required to prevent summer bark-stripping.

Grey squirrels are more visible in winter when there are no leaves on the trees, but animals killed at this time will usually be replaced before the summer damage period. Drey poking and shooting in late February/early March will have most effect, but is only of use to prevent damage in extensive areas of woodland if followed up with other control techniques.

## SPRING TRAPS

Although not recommended as a main method of control, there is a place for spring traps in grey squirrel management.

Spring traps set in tunnels may be useful for short-term control but are less selective than cage traps and are therefore not recommended as a main control method.

Tunnel trapping, also known as spring trapping, can be effective when used by a skilled operator and can be useful when a rapid kill is required; for instance, when unexpected damage is occurring and the squirrels must be removed immediately. Otherwise it is not recommended as a principal method of control.



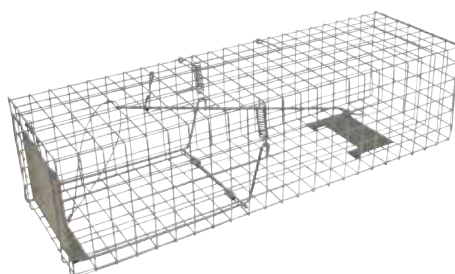
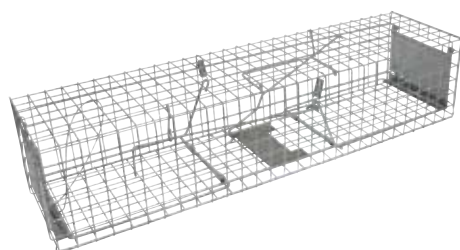


## LIVE TRAPPING

Although labour-intensive, live trapping is proven to give a good measure of success. Removal of up to 90% of grey squirrels is possible with a well-planned trapping programme put into place, according to Forestry Commission research and experience.

A successful trapping session can remove at least 90% of the resident grey squirrels in the wood at the time. It is possible to achieve this by simply setting out the traps and visiting them daily to check the catch, but the aim should be to trap the squirrels in the shortest possible time to minimise labour costs. To achieve this, a period of prebaiting is essential to give the squirrels a chance to find the traps and become used to feeding from within them.

The Forestry Commission have issued extensive guidelines on effective live trapping of grey squirrels for tree protection purposes, available here [http://www.forestry.gov.uk/pdf/fcpn004.pdf/\\$FILE/fcpn004.pdf](http://www.forestry.gov.uk/pdf/fcpn004.pdf/$FILE/fcpn004.pdf)



Some key points listed are;

- Yellow whole maize has proved to be the best all round pre-bait
- Multi-capture traps catch continuously and, depending on their size, can hold up to seven squirrels although one to three is the norm
- Single capture traps are recommended for use if there are also red squirrels in the area (this keeps the two species separate rather than in the same trap)
- Visit traps daily
- Pre-baiting lasts for a minimum of five days after which the traps are set for a period of four to five days

- Single capture traps are spaced 75–125 m apart, but may be placed in pairs
- Multi-capture traps are spaced 150–200m apart
- Black plastic (e.g. a bin liner) is used to cover the trap to make the inside weather proof and dark and therefore attractive to a squirrel

The provisions of the Animal Welfare Act 2006 must be met in that grey squirrels must not be subjected to unnecessary suffering. The humane dispatch of grey squirrels is detailed below, as recommended by the Forestry Commission.

- Squirrels must be dispatched humanely
- Gloves, preferably waterproof, should be worn while handling squirrels to minimise the risk of bites, scratches and exposure to leptospirosis (Weil's disease)
- A medium weight hessian sack is used to extract the squirrels from the trap. If the sack is too thin there is a high risk of being bitten or scratched through the fabric, and if too heavy it will be difficult to control the movement of a squirrel inside
- The squirrel is then moved into the corner of the sack and with the head positioned carefully within the corner, killed rapidly and humanely by a single blow to the back of the head with a blunt instrument

## TROUBLESHOOTING WHEN TRAPPING FOR GREY SQUIRRELS

Of course, trapping doesn't always go to plan. Thankfully, the Forestry Commission have identified reasons why trapping success may be poor and are able to advise on ways to deal with this, based on their experience.

Brand new traps should be left outside for a few weeks before use to weather off the shine and manufacturing smells, otherwise squirrels will avoid them. Traps that have been visited by a stoat or a weasel, both of which leave a strong musky smell, will need to be lifted and left aside for a few days.

Very occasionally, and for no apparent reason, a trap site will not be visited. In these circumstances just moving the trap to a new site 10–20 m away is often sufficient and the trap should then catch.



# PEST TECH 2014

By David Oldbury, CFCIEH, MBPR

PestTech is viewed as possibly the largest one day pest control event in Europe, and welcomed approximately 1,350 people through the doors at the Birmingham Motorcycle Museum, on remember, remember the 5th of November.



Organised by the National Pest Technicians Association (NPTA) this annual event attracted more attendees than last year and with over 50 exhibitors there was plenty to see.

As always there were practical demonstrations taking place outside with Simon Whitehead demonstrating the art of ferreting and visitors had the opportunity to try their hand with a range of air rifles on the gun range.

The list of seminars was of particular interest this year and below is a review of the talks on the day.

## Bespoke Qualifications and CPD

Oliver Madge gave a talk which highlighted the importance of training and holding certificates as a professional. Oliver spoke of branching out from the norm to obtain more diverse and specialist qualifications such as dispatching deer.

Oliver continued to explain the significant benefits of CPD and how this can be reflected to the customer when completing a job or trying to pitch for a particular contract; she pushed listeners to embrace the opportunity to prove themselves better than competitors.

There was a detailed outline given of the courses on offer by Lantra and the ability to manage your own development and organised certificates via a web-based system.

## Waste

Matt Womersley gave a presentation on waste, a subject that is still proving tricky to grasp for some and the crowd of attendees proved this point when questions had to be called to a halt to ensure the timetable did not run over.

Matt gave a definition of waste and re-use (that the product had to be fit for re-use and to be used for its original purpose) before continuing to explain the different codes

that can be used to determine specific types of waste, in particular those relevant to pest control.

Attendees were directed to the website for further information on registering as a waste carrier and the legal requirements. For more information go to: <https://www.gov.uk/register-waste-carrier>

The importance of completing consignment notes was stressed as being critical; this doesn't need to be done if waste has arisen from at a domestic property.

Consignee returns need to be sent to the Environment Agency as hazardous waste needs to be traceable and for each movement the cost has been consolidated to £10 to make it more manageable for pest controllers.

## SGAR Stewardship

This was a heavily attended session, as you can probably imagine, with all seats being taken and some having to stand.

## CEPA CEN Standard

Rob Fryatt provided a brief outline of the new European Standard for Pest Management Services also now known as the CEPA CEN Standard, which we understand to be in its final stages. It was predicted that the UK standards body, the British Standards Institute (BSI), would publish the CEPA CEN Standard in 2015; which may carry a fee to obtain it.

Dr Chris Suter finished the presentation with a discussion on the possible auditing constraints the CEPA CEN Standard may carry. The details of the possible auditing process were yet to be finalised, however it was suggested that the CEPA certification process will be valid for three years, with surveillance audits every 18 months.

## Aluminium Phosphide; an Update on RAMPS

David Cross and Kevin Brown gave this presentation, with the core of the talk reminding people that come 26th November 2015 unless you hold a recognised certificate of competence you will be unable to use aluminium phosphide. Putting a positive spin on the situation David and Kevin focused on the positive business opportunities that this can bring; some operators who have already been using the relevant products may choose not to obtain the required training for one reason or another. This may open up an opportunity to pick up on their lost business for those who haven't previously used the product who are willing to become trained.

For more information go to: [www.ramps-uk.org](http://www.ramps-uk.org)

## Urban Deer Control

Mike Allison and Tony Moore from Jelen Deer Services outlined the changes in deer habitats that they have noticed, in particular with the hybrid urban landscape that exists between town and country.

Mike and Tony showed some fascinating photographs of deer that are close to roads and towns and highlighted the dangers that this can cause, not only in possible road traffic accidents but also because of the ticks that they carry.

This opportunity for pest controllers to deal with deer arising in urban areas, with an attempt at also changing the public's view on deer, has led to NPTA and Jelen Deer developing a new training course on urban deer management. The first course was held at NPTA's head office on 27 November.

Other seminars included an update on the 'dos and don'ts' of the general licence for birds by Nigel Shelton from Natural England and the opportunities to use bedbug detector dogs presented by Peter Rigby of Trust K9.





The final talk of the day was from Adam Hawley of Guardian Pest Control Services and Sabra Fearon of Killgerm Group, both representing the NPTA. Adam and Sabra described how the NPTA have big plans to further improve on their services to members. The NPTA trade periodical 'Today's Technician' will be given a facelift and there will also be a new NPTA website. They are also looking into hiring a full-time auditor in response to the requirements of the SGAR stewardship scheme.

The NPTA are also looking across the water and plan to launch an NPTA Ireland branch. Another exciting development is the introduction of an NPTA Apprentice Scheme to encourage young people to enter the pest

control industry. In fact, there is already one member signed up to this scheme. Thinking carefully about the costs to their members, a direct debit payment scheme will help to spread the cost of membership over the course of a year.

The NPTA board will be extended and new members are being encouraged to join, to give a new dynamic direction. The closing message was that exciting times are ahead for the NPTA and 'you need your association and we need to know what you want from your association – let us know!'

To add a fabulous end to a fabulous day there was the Pest Control News Dinner in the evening. The event sold out and there wasn't a spare seat in the room. To start the evening there was an open bar sponsored by Bayer followed by a 3-course meal with wine on the tables sponsored by BASF.

I don't think anyone will forget the Willy Wonka inspired raffle any time, the chocolate bars sold out in record time, with people generously throwing their bars back in for re-sale to generate more money for the Water for Kids charity. On the night we managed to raise over £2,600, which Pest Control News matched. Thanks to our sponsors we had some fabulous prizes on offer.

To end the night there was entertainment from Michael Bublé, Michael Jackson and Rod Stewart tribute acts, music taking you through the ages in celebration of our 100th edition of PCN.



Well done to the winner of the PCN competition, Jason Cholerton of CSS Pest Services, who attended the evening with a friend and had complimentary rooms at the Windmill Village.

PCN would like to thank all the sponsors for making such a fabulous evening happen.

## AROUND THE WORLD IN 80 DAYS



### FROM MALAYSIA TO THE NETHERLANDS, FROM THE US TO FRANCE, EXHIBITIONS HAVE TAKEN THE PEST CONTROL INDUSTRY AROUND THE WORLD IN 80 DAYS.

Pest Summit was held in Kuala Lumpur, Malaysia, from 3rd - 5th September, coming full circle after first being held in Malaysia ten years ago. The focus of the event was sustainable pest management in a borderless globalized world and it attracted over 700 attendees. The conference featured speakers from across the globe and the exhibition hall also had an international feel, with Bell, Bayer, BASF, Brandenburg and PestWest amongst the exhibitors. For many, the highlight of this event was the Elvis Presley impersonator who accompanied the event banquet!



On the 24th September, **Benelux Pest** was held in **Voorthuizen in the Netherlands**. Now in its sixth year, the one-day event attracts nearly 300 attendees. New for 2014 were interactive workshops focusing on practical issues with a diverse range of themes. This included a panel discussion on how outsiders view the pest control profession and how pest controllers can sell themselves and communicate with customers. The event concluded with a "Happy Hour" followed by live music and an evening meal at Pest Control News Dinner.

**Orlando** played host to **PestWorld** this year, with the event held in the Swan and Dolphin Resort in Disney World from 21st - 24th October. Rhythm Extreme, a group discovered on America's Got Talent kicked off the event with a bang. The exhibition hall was a hub of activity with 165 exhibitors spread across two rooms and 3300 attendees. Forshaw, an American pest control product distributor,

caused a stir on the first day with a fantastic fundraising initiative for breast cancer. For every person that sported some pink shoe covers, they donated \$5 to charity, and the exhibition hall quickly filled up with pink feet. The PWIPM 5k charity fun run was also a success with over 100 participants and \$5000 raised for the Avon Foundation for Women. The general sessions did not disappoint with featured speakers including a former Navy SEAL lieutenant commander and a sports agent whose biographical story has been made into a film.

Wrapping up the events season, **Parasitec** was held on 19th - 21st November in **Paris**. The conference programme, with simultaneous translation available in French and English, covered a range of subjects including alternative methods of pest control, mole control, certification for professional use of biocides and termites. As per previous years, Lodi had a big presence in the exhibition

hall and kept attendees happy with a steady supply of wine! Slightly more unusual were the fried insect snacks given to exhibitors by the exhibition organisers.

New for 2015: Global Summit of Pest Management Services for Public Health and Food Safety

The National Pest Management Association (NPMA) and the Confederation of European Pest Management Associations (CEPA) will host a Global Summit of **Pest Management Services for Public Health and Food Safety** in the **French Riviera**. This event will be held on 3rd - 5th June 2015 at the Juan-les-Pins Conference Centre in Antibes Juan-les-Pins. It will be a biannual event, alternating between Europe and the US, covering pest management services in terms of the needs of the food, food service, retail, hospitality and other service business sectors.



## KIT MAINTENANCE

# Is your van up to scratch for transporting pesticides?

As far as important bits of kit go, your van is probably the most crucial. How else would you get from A to B? While we aren't about to give advice on passing the MOT, it is worth thinking about facilities for storing pesticides in your vehicle. Thankfully, HSE have issued guidance on this very topic and we have extracted the relevant bits, below, as well as adding some further information. The full document is here <http://www.hse.gov.uk/pubns/ais16.pdf> and should be consulted alongside this article.

### MOBILE STORAGE

This guidance applies to storage, normally for less than 24-hour periods, in vehicles, bowsters and sprayers stocked from a fixed store.

You should ensure all pesticides are safely transported to the application site and remain safely stored at the site.

Never carry pesticides in the cabs of tractors, self-propelled sprayers or other vehicles, and consider the following key points before you carry concentrated pesticides to an application site:

- Use a vehicle with a floor-to-ceiling bulkhead between the driver/passenger compartment and the load compartment.
- Where the vehicle has no bulkhead, fit secure chemical containers or provide a secure cabinet mounted on the exterior of the vehicle or on a trailer.
- Check that the load-carrying area is free of projections which might damage containers.
- Mark the load-carrying area with the general danger warning sign.
- When away from your fixed store, pesticides should always be secure against unauthorised access:
- Park your mobile store away from any location where water pollution could occur.

- Try to work within sight of your mobile store – especially in areas where the public may have access.
- Lock the cabinet or vehicle when it is unattended.

### AT THE END OF THE JOB:

- check that lids/caps on any part-used products are secure before the journey back to the fixed store;
- make sure you take all empty containers, packaging and other equipment back to your empties store;
- return unused pesticides to your fixed store.

**MAKE SURE THE OUTSIDE OF YOUR VAN (IDEALLY THE BACK DOOR) IS LABELLED UP WITH A GENERAL DANGER WARNING SIGN.**

Your vehicle should be equipped with:

- appropriate warning signs, typically a black exclamation mark in a yellow triangle
- a suitable fire extinguisher

- a first aid kit and eye wash
- a record of stock carried
- safety information sheets for products carried
- a spill kit for emergencies

### FINALLY, DRIVE SAFELY!



**PestControl**news

Available online! [www.pestcontrolnews.com](http://www.pestcontrolnews.com)

SIGN UP FOR PCN NEWS DESK FOR UP-TO-DATE INDUSTRY NEWS VIA EMAIL. **NEVER MISS A STORY!**



# YOUR VAN: TO BRAND OR NOT TO BRAND?

**YOUR VAN IS VITAL TO YOUR BUSINESS AND IN MOST CASES IT IS ONE OF YOUR FIRST BIG PURCHASES WHEN STARTING A PEST CONTROL COMPANY. BRANDING YOUR VAN WITH YOUR COMPANY LOGO AND CONTACT DETAILS IS ESSENTIALLY FREE ADVERTISING, SO WHY DO ANY DIFFERENT?**

Some customers may be uncomfortable having a pest control van parked outside their home or business. The root cause of this is concern over what neighbours, customers or the public might think. Although everyone in the pest control industry has a role to play in promoting the public image of pest control, you will still feel obliged to meet your customers' needs if they express concerns about having your van parked outside their property.

You could get your logo and contact details printed onto a magnetic sign, or you could get a plain magnetic sign to cover up the logo on your van. Whilst offering flexibility, there is a risk that the printed areas could get scratched and damaged. If you have a fleet of vehicles, you could also consider having one unbranded van.

If you are considering having an unbranded van, be aware that on the other end of the spectrum, customers who would expect you to turn up in a branded van may be concerned that you do not look like a professional pest controller. Once again, in the case the branded van has a role to play in promoting the public image of pest control.

## WHAT'S IN A NAME?

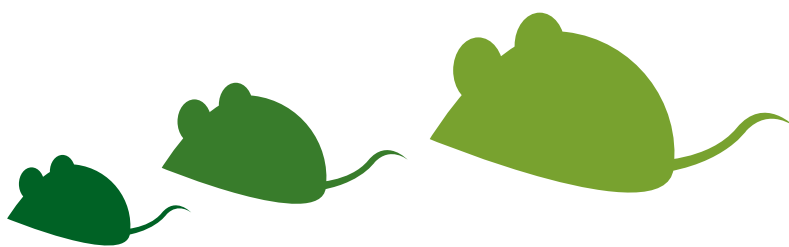
As a happy medium, consider the name of your pest control company; a neutral name and logo can be displayed at all times to promote your business and is less conspicuous for your customers.

## CASE STUDY: GREEN CARE, OLDHAM

Green Care is a pest control company offering commercial and domestic pest control. On the name of the business, Managing Director, Deb Smythe, comments,



**Green Care**  
For a Pest Free Environment



Deb says that Green Care do have customers that request unbranded vehicles but not a large amount. Regarding concerns over what people may think about having a rodent problem, Deb has suggested that her customers say they have ants or a wasps nest. She has gained some contracts from her branded vans when they have been spotted at a job or on the road. At Green Care, they would not consider having unbranded vehicles.



GREENCARE'S, FLEET OF BRANDED VANS

*"I think the neutral name has been beneficial, as people don't automatically associate us with pest control, in fact we have in the past been asked if we are florists. I think people are put off by names that include the word Kill or Rat or anything of this type. As for choosing the name Green Care I can only remember considering many options, over quite a long period and eventually coming up with Green Care UK, which we used until we became Limited in 1997. At that time people were becoming more environmentally aware and the name seemed to be quite relevant. We also wanted to be different from other pest control companies."*

# THE LADYBIRD BUSTER



The Ladybird Buster System is a new powder trap which aids the control of harlequin ladybirds, *Harmonia axyridis* and other problem ladybirds, without harming any other organism or the environment. This extremely effective, clean and environmentally-sound trap uses low density powder made from eggshells to engulf the ladybirds. The QuickSand™ powder sticks to their 'feet' and hairs preventing them from climbing or flying out. The Ladybird Buster can hold over 2000 ladybirds and lasts up to 2 years or more in the average home.

[www.killgerm.com](http://www.killgerm.com)



## KILL-@LERT REMOTE NOTIFICATION SYSTEM

Kill-@lert is a highly efficient rodent control system which uses radio frequency to send data from electronic rodent traps to your computer, tablet or mobile device. It uses an online control centre to send notifications, display kill history and enable you to download system data. The system can be monitored and traps checked from anywhere in the world. Kill-@lert is humane and discreet with a high voltage shock that kills rodents quickly and "no-see, no-touch" rodent disposal. There is no need to check traps daily - Kill-@lert will send you a text or email when the trap needs to be checked.

[www.victorkillalert.com](http://www.victorkillalert.com)

# RACUMIN FOAM

Contains 0.4% coumatetralyl



Racumin Foam is a ready to use, non-bait rodenticide which is ingested through grooming. It can be placed in locations such as cavity walls where traditional baiting methods are not possible, also offering a solution where bait shyness and neophobia are an issue.

Quickly and easily applied, the disturbed foam can also provide a good visual guide to the level of rodent activity. Racumin Foam provides an additional level of control that cannot be achieved with current baiting techniques and is the perfect complementary control measure which can be used as part of an IPM programme.

[www.pestcontrol-expert.com](http://www.pestcontrol-expert.com)

# RTN BRACKETS



Designed with the professional bird contractor in mind, this range of 50 different securing brackets aids the fixing of nets to the most challenging roof installations.

Available in various sizes, RTN brackets are strong and durable, manufactured from hot dipped galvanised steel. A range of fixings to secure the brackets is also available.

[www.killgerm.com](http://www.killgerm.com)



# JEWELS OF LODI



Lodi's comprehensive range of rodent control products include Ruby, with an active of difenacoum and Jade, with an active of bromadiolone. Both are available as grain, block or paste bait in various pack sizes.

For further information about Lodi's full range of rodenticides please go to:

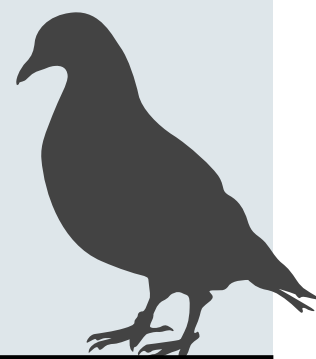
[www.lodi-uk.com](http://www.lodi-uk.com)

## WANT YOUR PRODUCT TO FEATURE IN THE NEXT ISSUE OF PCN?

Send us the details at:  
[editor@pestcontrolnews.com](mailto:editor@pestcontrolnews.com)

[www.pestcontrolnews.co.uk](http://www.pestcontrolnews.co.uk)

# AGRILASER AUTONOMIC



The Agrilaser Autonomic is a fully automatic and autonomous system using laser bird repellent technology to repel birds and other animals 24/7 from an area of 12 square kilometres. Birds perceive the laser beam as an imminent physical danger to which they do not get accustomed.

The system has been tested by an independent consultancy and the results show that laser beams are an effective method to scare away birds from orchards. A trajectory is programmed via a laptop or tablet, resulting in random sweeps in the designated area.

The robot can be configured to the dimensions of multiple areas and the desired operating periods throughout the day.

[www.birdcontrolgroup.com](http://www.birdcontrolgroup.com)





## Helping people to get safe drinking water for the first time

Water for Kids, a small charity based in the U.K, provides safe water, sanitation and health education to developing countries worldwide.

We work with local environmental health officers and other professionals to provide sustainable resources that help to reduce the spread of disease.

Please help us continue to do this important work by making a donation or becoming a member.

### How Can I Help?

You could make a donation or become a member of Water for Kids and support our important work worldwide. Membership is £26 a year – that is only 50 pence a week!

Upon joining you will receive an enamel badge and we will send you our annual newsletter and eNewsplash updates every 2-3 months telling you about our work.

For more information about memberships, go to [www.waterforkids.org.uk](http://www.waterforkids.org.uk)

Registered Charity No. 1059901  
[www.waterforkids.org.uk](http://www.waterforkids.org.uk)



# AREA SALES MANAGER

## FIELD BASED COVERING EAST MIDLANDS AND EAST ANGLIA COMPETITIVE SALARY WITH COMPANY CAR AND BENEFITS

We currently have an opportunity for a hardworking and focused individual to join our company as an Area Sales Manager. Reporting to the Senior Sales Manager, the main purpose of this position is to develop, manage and to profitably grow the sales of the company in the East Midlands and East Anglia territory calling on local authorities, private pest control businesses and agricultural merchants. The ideal candidate will have a proven track record of selling and be self-motivated with a positive outlook on targets.

You will ideally have knowledge of the pest control industry, be an excellent communicator, good at dealing with customers and able to close the sale with ease. You will proactively manage your territory so must be able to work under your own initiative and as an effective member of the sales team.

**A FULL DRIVING LICENCE IS ESSENTIAL.**

Please email your CV to [helen.lewis@killgerm.com](mailto:helen.lewis@killgerm.com)

Or post to Helen Lewis, Group HR Manager, Killgerm Group Ltd, Wakefield Road, Ossett, West Yorkshire, WF5 9AJ

**CLOSING DATE: 9<sup>TH</sup> JANUARY 2015**



# HOLIDAY BLUES – RECENT CHANGES TO THE LAW



## INTRODUCTION

Just when you thought that employment legislation was under control, your handbook/contracts were up to date – sadly you need to think again. On 4 November 2014 the Employment Appeal Tribunal (EAT) handed down its Judgment regarding the case of *Bear Scotland v Fulton* (and conjoined cases). The law in relation to overtime before this ruling was that voluntary overtime was not typically included when calculating an employer's rate of holiday pay.

## WHAT HAS THE EMPLOYMENT APPEAL TRIBUNAL SAID?

Justice Langstaff of the EAT came to the decision that workers are now entitled to be paid a sum of money to reflect not only normal working hours within the minimum four-week holiday entitlement (it does not apply to the 1.6 weeks of additional annual leave under the UK Working Time Regulations), but also overtime as part of their annual leave payment. The key points of the Judgment are as follows:-

- Employees should have voluntary and compulsory overtime taken into account when they are being paid annual leave.
- Any employee making a claim must have had an underpayment for holiday pay that has occurred within three months of lodging an Employment Tribunal claim.
- If a claim involves a series of underpayments, any claims for the earlier underpayments will fail if there has been a break of more than three months between such underpayments.

The Court of Justice of the European Union (CJEU) has stated that the purpose of the

requirement of payment for leave, under Article 7 of the Working Time Regulations 1998, is to put the worker during such leave, in a position which is comparable to the period of time worked.

A distinction was made between employees with 'normal working hours' and those with 'no normal working hours'. Employment Judge Camp in his Judgment held that a week's pay for those with normal working hours is what they were paid for working those hours for one week; a week's pay for those with no normal working hours is their average actual weekly remuneration. This could be calculated over a 12 week period, or it would be calculated over the entire working year.

## HOW DOES THIS AFFECT YOUR BUSINESS?

The position prior to this Judgment has led to a series of underpayments in holiday pay. Issues which may now arise from the Judgment are:-

- Accidental gain or shortfall for the worker;
- Unpredictable expenses for the employer.

The approach the courts take in minimising these potential issues it yet to be seen and will no doubt develop through forthcoming case law and legislation.

The worrying consequence of this which has the potential to affect businesses of all sizes and capital, is the scope for backdated holiday pay claims under domestic law. As established in the House of Lords case *Revenue and Customs Commissioners v Stringer* 2009, if an employer has made an unlawful deduction to a workers, wages, contrary to S. 13 ERA, that worker can bring a claim against their employer for such deduction. Limitations have

been placed on retrospective claims and under S. 23 to the effect that any claims where there has been a break of over three months from the last deduction will be out of time.


Please note though that the EAT has given permission for the Judgment to be appealed by the Court of Appeal, so a final decision could be some time away.

## WHAT ARE WE DOING?

Business Secretary Vince Cable is in the process of setting up of a taskforce to assess the possible impact of the EAT ruling on holiday pay. Once this is made available we will be able to review company policies, procedures and contracts of employment to minimise any risk to your company which may result from this recent Judgment.

Employers do have the option of calculating holiday pay going forward to include overtime and other payments directly linked to an employee's work in order to protect themselves against any potential future claims.

If you have any queries in relation to this or any other employment issue please feel free to give Giles Ward or Jodie Hill a call on 0113 245 0852 or contact them at either [giles.ward@milnerslaw.com](mailto:giles.ward@milnerslaw.com) or [Jodie.hill@milnerslaw.com](mailto:Jodie.hill@milnerslaw.com) or <http://uk.linkedin.com/pub/giles-ward/31/187/6b3> or <https://twitter.com/MilnersGiles> on a no charge and confidential basis.

 0113 245 0845

 [giles.ward@milnerslaw.com](mailto:giles.ward@milnerslaw.com) or

 [uk.linkedin.com/pub/giles-ward/31/187/6b3](http://uk.linkedin.com/pub/giles-ward/31/187/6b3)

 [MilnersGiles](https://twitter.com/MilnersGiles)





National Pest Technicians Association

# Another Great Day Out!

## ANOTHER GREAT PEST TECH, LIVING UP TO ONE WELL-TRAVELLED INTERNATIONAL VISITOR'S OBSERVATION THAT ... "PEST TECH IS THE BEST ONE DAY PEST CONTROL EVENT IN THE WORLD" ....

With over 1,200 visitors, the exhibition halls were busy all day and at some of the presentations downstairs it was 'standing room only' with well over 100 inside. Especially well attended was the talk given by the Environment Agency on the new requirements for the disposal of pest control waste. The speaker had to continue the Q & A session at the end outside as he had so many questions to answer.

The 'keynote' seminar was the PCN Workshop on the latest update of the SGAR Stewardship Scheme. It was confirmed by the senior civil servant from the HSE present that the Scheme was to go ahead, starting early in the New Year, once the public consultation process had been concluded. This will result in significant changes in how these products are used – for all professional users, including farmers and gamekeepers. The Scheme may have its weaknesses, but it will be better than having all SGARs restricted to indoor use only, which was the alternative we were faced with.

The fine details of this Scheme have yet to be publicly disclosed, but we will be advising our Members of these as soon as they become available.

The one sour note of the day was that there was a temporary closure of the car park, which meant that some had to park off site and walk

to the venue. This was entirely the fault of the Motorcycle Museum management who had, unknown to us, booked in a large party of visitors to the Museum – and had not made arrangements for the extra parking that was then required. As soon as the NPTA found out this was a problem, we rectified the situation, but our apologies go out to all those that were inconvenienced. Needless to say, we are in serious 'discussions' with the Motorcycle Museum over this unfortunate lapse in their usually faultless hospitality.

Finally, may I direct everyone to our new-look website [www.npta.org.uk](http://www.npta.org.uk). It has taken us a lot of time and effort to get to this point, but we are very pleased with the result – though there are a few 'tweaks' still required. At last we have the facility for potential clients to find NPTA Members in their vicinity and for Members to describe their services to such enquirers.

2015 is going to become a key year for the Association, with more than one significant change to the industry impacting our Members. We will have our work cut out to keep everyone up to speed, but it is a challenge to which we look forward.



RSPH is pleased with the outcome of the Stewardship negotiations relating to the continued use of SGARs that has been coordinated by Dr Alan Buckle of the Campaign for Responsible Rodenticide Use (CRRU), particularly as the HSE recognised the RSPH/BPCA Level 2 Pest Management qualifications as the benchmark for the industry and the qualification to which the other sectors should aspire.

However, we realise that not everyone in the industry will want to take the complete qualification, and that companies will require their new staff to be able to make an effective contribution to the company before they have completed their RSPH Level 2 Award or Certificate which may not be possible if they are unable to use SGARs until they are fully qualified.

For this reason RSPH intends to develop a specific qualification in rodent control which will enable successful candidates to use SGARs after completion of a short course. Development of this will be followed by another qualification which, together with the new rodent control qualification, will be accepted by . as equivalent to unit 1 of the current L2 qualifications and allow successful candidates to complete the L2 Award and Certificate if required. (This is now mandatory for BPCA membership.)

The new rodent control qualification will have to be approved by CCRU for it to be accepted as part of the Stewardship Regime and will also need to be recognised for Associate Membership of BASIS PROMPT, since membership of a CPD scheme is also part of the stewardship requirements.

RSPH welcomes any comments from readers on this development ([e.mail\\_rburton@rsph.org.uk](mailto:e.mail_rburton@rsph.org.uk))

In previous issues RSPH announced that the review date for our current pest management qualifications is fast approaching (30th June 2015). RSPH can simply extend the review date for these qualifications or develop new, updated versions. This is again something that we will appreciate your views on.

The latest addition to the RSPH pest management group of qualifications, the L2 Award in Using Aluminium Phosphide

Safely for the Management of Vertebrate Pests, is increasing in popularity with both centres and candidates. Users of aluminium phosphide have just under a year to obtain this qualification in order to continue to use the product, so don't leave it too late before enrolling on a course as demand for courses will increase as the deadline approaches.

Lastly, RSPH received a very good response from pest controllers to our adverts for new examiners. Potential examiners were recently sent an actual candidate script to mark (this has already been marked by our current examiners). The results of this exercise will help us to appoint the new examiners by the New Year so we will have a new examiner team in place quite soon and will be able to run some training events to make sure that they all apply the same standards when marking candidate scripts.

# BPCA PESTEX 2015 SET TO BE THE BIGGEST EVER UK PEST CONTROL EXHIBITION!

Due to a high demand for exhibition space at PestEx 2015, organisers the British Pest Control Association (BPCA) have had to work with the ExCel Exhibition Centre to incorporate extra stands to meet demand for the much anticipated show taking place on the 25 and 26 March 2015.

Set to be the biggest ever UK exhibition, BPCA has now added an extra 112m of exhibition space to keep pace with the demand from companies around the world. BPCA Chief Executive Simon Forrester commented; "We had already increased PestEx 2015 by 134m on our 2013 event, so we've been slightly caught out by this extra demand for exhibition space." Simon added; "Manufacturers from across the globe clearly see PestEx as the place to be to promote and sell products, whilst company owners, managers and technicians know PestEx is the place to pick up details on all the key innovations, research and best practice."

BPCA are anticipating the increase in exhibition space will lead to an increase in visitors from the UK and across the world. BPCA Marketing and Communications Officer, Laurence Barnard explains; "With the explosion of visitor bookings we've already received, and the much anticipated technical and business seminar programmes due to be announced in the coming weeks, PestEx 2015 will well and truly be the largest ever UK exhibition ever!"

Don't forget - when you attend PestEx, you can earn up to 8 CPD points per day with BASIS PROMPT.

Thinking of visiting PestEx?

Find out more and book your free place at [www.pestex.org](http://www.pestex.org)

## SPECIAL OFFER - FREE MEMBERSHIP OF PROMPT

As many in the industry will be aware, BPCA membership criteria requires technicians to be qualified to a minimum of the Level 2 Award in Pest Management (or equivalent) and also be registered on a recognised Continuing Professional Development (CPD) scheme by the end of 2014.

The BASIS PROMPT Professional Register is an industry initiative providing independent proof that a pest controller has received proper professional training and has continued to update their expertise through Continuing Professional Development (CPD). In support of the BPCA membership criteria deadline BASIS PROMPT have recently announced they have set a free of charge membership fee for the remainder of 2014.

BPCA Field Officer Natalie Bungay explains; "Those joining the scheme so late into the membership year, and in direct response to the upcoming deadline, BASIS have decided it will only be right to have those within this situation, and joining within the remainder of the membership year, charged no fee for 2014."

BASIS Managing Director, Rob Simpson, commented; "Anyone that takes up this offer, will have joined the BASIS PROMPT Professional Register in 2014, but will have no obligation to make payment or attain BASIS points until the 2015 Membership year (which will be invoiced to you in early December). Your membership pack will be sent on receipt of the 2015 payment."

If you'd like to join the BASIS PROMPT Professional Register, then please download

a membership application form at [www.basispestcontrol.co.uk](http://www.basispestcontrol.co.uk)

BPCA break member referral record for the second year running!

Referrals is just one of the key ways BPCA delivers value for money for its members. Over the last few years BPCA have given out tens of thousands of consumer referrals, each being provided with the contact details of their closest BPCA members.

Recent reports (from 1 January 2014 to 10 November 2014) are showing that consumer referrals are up 20+ % at 50,701, which is already 7,000+ more than the whole of 2014. BPCA Marketing Officer, Laurence Barnard explains; "we still have over a month and a half to go, so we anticipate reaching around the 55,000 mark by the end of 2014."

Laurence added; "Back in 2012 we estimated we gave out approximately 10,000 referrals due to the lack of reporting within the system. However this was trumped back in 2013 with the launch of the new BPCA website and search facility, which led to a total of 43,590. With another year of breaking referral records, BPCA are looking forward to announcing its results in 2015.

## NOT A BPCA MEMBER AND THEREFORE RECEIVING ANY REFERRALS?

Find out about this and many other membership benefits at [www.bPCA.org.uk/join](http://www.bPCA.org.uk/join)



## TRAINING COURSES 2015

Courses	Dates	Venue	Member cost (exc-vat)	Non-member (exc-vat)
Modular Pest Control Course	14 Jan - 12 Feb 4 June - 3 July	Croydon, Venue - TBC BPCA Offices, Derby	£699	£899
General Pest Control Course (Residential)	15-20 March 10-15 May	University of Warwick, Coventry Crowwood Hotel, Glasgow	£920	£1095
Bed Bug Control	2 April	BPCA Offices, Derby	£165	£195
Urban Bird Control and Management	16 April	BPCA Offices, Derby	£185	£215
Pest Control Awareness	3 March	BPCA Offices, Derby	£165	£195
5 Day Fumigation	18 May - 22 May	BPCA Offices, Derby	£900	£1150
Starting Out in Pest Control	19 January 2 March	BPCA Offices, Derby	£165	£195
How to Sell in the Pest Control Industry	9-10 April	BPCA Offices, Derby	£300	£365

# KILLGERM® TRAINING DATES

NORTHERN

DATE	VENUE	COST EXCLUDING VAT
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Insect Control</b>		
13th Jan 2015	Ossett	* £20 to existing customers
14th April 2015	Ossett	* £20 to existing customers
<b>Safe Use of Pesticides</b>		
14th Jan 2015	Ossett	* £20 to existing customers
15th April 2015	Ossett	* £20 to existing customers
<b>Rodent Control</b>		
15th Jan 2015	Ossett	* £20 to existing customers
16th April 2015	Ossett	* £20 to existing customers
<b>REFRESHER COURSES</b>		
<b>Insect Control</b>		
19th May 2015	Ossett	* £20 to existing customers
<b>Rodent Control</b>		
20th May 2015	Ossett	* £20 to existing customers
<b>SPECIALIST COURSES</b>		
<b>Advanced Entomology - Insects and Disease</b>		
21st April 2015	Ossett	£150 Inc lunch
<b>Insect Identification</b>		
14th May 2015	Ossett	£155 Inc lunch
<b>Air Weapons</b>		
12th March 2015	North	£160 Inc lunch
21st May 2015	North	£160 Inc lunch
<b>Principles Involved in Controlling Pests in Drainage systems</b>		
19th Feb 2015	Ossett	£130 Inc lunch
<b>Pest Control Procedures in Food Premises</b>		
12th Feb 2015	Ossett	£120 Inc lunch
<b>Wildlife Aware</b>		
5th Feb 2015	Ossett	£185 Inc lunch

SOUTHERN

DATE	VENUE	COST EXCLUDING VAT
<b>SURREY</b>		
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Insect Control</b>		
21st Jan 2015	Reigate	* £20 to existing customers
<b>Safe Use of Pesticides</b>		
22nd Jan 2015	Reigate	* £20 to existing customers
<b>Rodent Control</b>		
28th Jan 2015	Reigate	* £20 to existing customers
<b>SPECIALIST COURSES</b>		
<b>Air Weapons</b>		
2nd April 2015	Bisley	£160 Inc lunch
<b>Bird Control</b>		
Theory - 6th May 2015	Bisley	£120 Inc lunch
Practical - 7th May 2015	Bisley	£120 Inc lunch
<b>Selling &amp; Marketing for Bird Control</b>		
19th May 2015	Reigate	£120 Inc lunch
<b>Working Safely in Pest Control (IOSH)</b>		
28th May 2015	Reigate	£210 Inc lunch
<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 1 - Bedbugs &amp; Fleas</b>		
12th March 2015	Reigate	£120 Inc lunch
<b>Insect Workshop 2 - Ants, Bees &amp; Wasps</b>		
7th April 2015	Reigate	£120 Inc lunch

DATE	VENUE	COST EXCLUDING VAT
21st May 2015	Ossett	£185 Inc lunch
<b>PRACTICAL COURSES</b>		
<b>Safe Use of Aluminium Phosphide for Vertebrate Control</b>		
27th Jan 2015	Bretton	£120 Inc lunch
10th March 2015	Bretton	£120 Inc lunch
28th April 2015	Bretton	£120 Inc lunch
<b>Practical Mole Trapping</b>		
28th Jan 2015	Pickering	£135 Not Inc lunch
25th Feb 2015	Pickering	£135 Not Inc lunch
25th March 2015	Pickering	£135 Not Inc lunch
29th April 2015	Pickering	£135 Not Inc lunch
27th May 2015	Pickering	£135 Not Inc lunch
<b>Practical Rabbit Control</b>		
Available 3rd Wednesday of every month (numbers pending)	Pickering	£135 Not inc lunch
<b>Practical Rodent Control on Farms</b>		
Available 2nd Wednesday of every month (numbers pending)	Pickering	£135 Not inc lunch
<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 2 - Ants, Bees &amp; Wasps</b>		
12th May 2015	Ossett	£120 Inc lunch
<b>Fly Control on Waste Management Sites</b>		
11th March 2015	Ossett	£120 Inc lunch

**COURSE CHARGES**

\* Existing Killgerm customers who have reached a set minimum annual spend limit - Nominal charge of £20.00 + VAT which covers admin, venue, lunch & refreshment costs. (This will be invoiced to customer's account – please provide order number where appropriate)  
 Non-customers - £120.00 + VAT

DATE	VENUE	COST EXCLUDING VAT
<b>Fly Control on Waste Management Sites</b>		
17th March 2015	Reigate	£120 Inc lunch

DATE	VENUE	COST EXCLUDING VAT
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**BRISTOL AND SALISBURY**

<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Insect Control</b>		
8th July 2015	Bristol	* £20 to existing customers
18th Nov 2015	Bristol	* £20 to existing customers

<b>Safe Use of Pesticides</b>		
9th July 2015	Bristol	* £20 to existing customers
19th Nov 2015	Bristol	* £20 to existing customers

<b>Rodent Control</b>		
15th July 2015	Bristol	* £20 to existing customers
25th Nov 2015	Bristol	* £20 to existing customers

<b>PRACTICAL COURSES</b>		
<b>Safe Use of Aluminium Phosphide for Vertebrate Control</b>		
11th March 2015	Salisbury	£110 Not inc lunch

<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 1 - Bedbugs &amp; Fleas</b>		
16th April 2015	Bristol	£120 Inc lunch
<b>Insect Workshop 2 - Ants, Bees &amp; Wasps</b>		
15th April 2015	Bristol	£120 Inc lunch



**SOUTHERN**

DATE	VENUE	COST EXCLUDING VAT
<b>NORTHAMPTON</b>		
<b>PRACTICAL COURSES</b>		
<b>Control of Rural Pests - Practical Trapping Techniques</b>		
9th April 2015	Northampton	£145 Inc lunch
<b>Long Netting &amp; Ferreting</b>		
Available upon request	Northampton	£120 Not Inc lunch

**EAST ANGLIA**

<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Insect Control</b>		
24th March 2015	Norwich	* £20 to existing customers
<b>Safe Use of Pesticides</b>		
25th March 2015	Norwich	* £20 to existing customers
<b>Rodent Control</b>		
26th March 2015	Norwich	* £20 to existing customers

<b>SPECIALIST COURSES</b>		
<b>Air Weapons</b>		
23rd April 2015	Chelmsford	£160 Inc lunch
<b>Bird Control</b>		
Theory - 27th May 2015	Nr Newmarket	£120 Inc lunch
Practical - 28th May 2015	Nr Newmarket	£120 Inc lunch

<b>PRACTICAL COURSES</b>		
<b>Safe use of Aluminium Phosphide for Vertebrate Control</b>		
21st May 2015	Nr Newmarket	£120 Inc lunch
<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 2 - Ants, Bees &amp; Wasps</b>		
30th April 2015	Nr Newmarket	£120 Inc lunch

DATE	VENUE	COST EXCLUDING VAT
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**MIDLANDS**

<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Insect Control</b>		
8th April 2015	Coventry	* £20 to existing customers
<b>Safe Use of Pesticides</b>		
9th April 2015	Coventry	* £20 to existing customers
<b>Rodent Control</b>		
14th April 2015	Coventry	* £20 to existing customers



For further information on any of these training courses or to book your place, call Killgerm Training on 01924 268445. Alternatively email [training@killgerm.com](mailto:training@killgerm.com) or book online at [www.killgerm.com](http://www.killgerm.com).

**CONFERENCES AND EVENTS 2015**

Date	Event	Venue	Organiser	Contact
1st - 4th September	FAOPMA	Malaysia	Pest Control Organisation of Malaysia	<a href="http://www.faopma.com">www.faopma.com</a>
20th - 23rd October	PestWorld 2015	Nashville	NPMA	<a href="http://www.npmapestworld.org">www.npmapestworld.org</a>
TBA	Parasitec	Istanbul	Parasitec	<a href="http://www.parasitec.org">www.parasitec.org</a>

**SCOTTISH**

DATE	VENUE	COST EXCLUDING VAT
<b>SPECIALIST COURSES</b>		
<b>Air Weapons</b>		
9th April 2015	BASC Scotland, Tayside	£160 Inc lunch
<b>Principles Involved in Controlling Pests in Drainage systems</b>		
14th May 2015	Huntingtower Hotel, Perth	£130 Inc lunch
<b>Pest Control Procedures in Food Premises</b>		
12th May 2015	Huntingtower Hotel, Perth	£120 Inc lunch
<b>Wildlife Aware</b>		
19th March 2015	Airth Castle, Falkirk	£185 Inc lunch
<b>PRACTICAL COURSES</b>		
<b>Safe use of Aluminium Phosphide for Vertebrate Control</b>		
5th March 2015	Cluny Clays Leisure Centre	£120 Inc lunch
<b>INSECT WORKSHOPS</b>		
<b>Fly Control on Waste Management Sites</b>		
1st April 2015	Huntingtower Hotel, Perth	£120 Inc lunch

**COURSE CHARGES**

\* Existing Killgerm customers who have reached a set minimum annual spend limit - Nominal charge of £20.00 + VAT which covers admin, venue, lunch & refreshment costs.  
(This will be invoiced to customer's account – please provide order number where appropriate)  
Non-customers - £120.00 + VAT

<b>ROYAL SOCIETY FOR PUBLIC HEALTH AND BRITISH PEST CONTROL ASSOCIATION - LEVEL 2 CERTIFICATE IN PEST MANAGEMENT</b>	
FEE - £800 + VAT per person (includes RSPH Exam, bacon sandwich on arrival, lunch & refreshments)	
Venue: Ossett	
Module 1 & 2	Monday 9th & Tuesday 10th February 2015
Module 3 & 4	Monday 16th & Tuesday 17th February 2015
Module 5 & 6	Monday 23rd & Tuesday 24th February 2015
Module 7 & 8	Monday 2nd & Tuesday 3rd March 2015
Examination	Friday 6th March 2015
<b>ROYAL SOCIETY FOR PUBLIC HEALTH AND BRITISH PEST CONTROL ASSOCIATION: LEVEL 2 CERTIFICATE IN PEST MANAGEMENT</b>	
FEE - £800 + VAT per person (includes RSPH Exam, lunch & refreshments)	
Venue - Ruislip	
Module 1 & 2	Monday 23rd & Tuesday 24th February 2015
Module 3 & 4	Monday 2nd & Tuesday 3rd March 2015
Module 5 & 6	Monday 9th & Tuesday 10th March 2015
Module 7 & 8	Monday 16th & Tuesday 17th March 2015
Examination	Friday 20th March 2015
Venue - Bristol	
Modules 1 - 8	Tuesday 26th May - Thursday 4th June 2015
Examination	Friday 5th June 2015
<b>ROYAL SOCIETY FOR PUBLIC HEALTH: LEVEL 3 IN MOSQUITO MANAGEMENT</b>	
Venue: To be arranged	
Training and information day	To be announced

# 2015

## NEW YEAR, NEW PRODUCTS FROM KILLGERM

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visit our website. [www.killgerm.com](http://www.killgerm.com)

**Working together for a prosperous 2015**

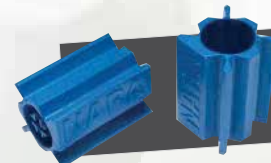
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*RTN Brackets*



*Nara Blocks  
Nara Lure*



*Kill-@lert Remote  
Notification  
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