



Photo provided by: CDC / James Gathany; William Nicholson

BROWN DOG TICK

An imported species in domestic premises and the implications for public health pest control.

- Rodenticide Stewardship: complex timelines clarified
- Cluster flies
- Trial by Rat; FGARs vs SGARs
- Top 10 deadliest animals on the planet
- PestTech 2015 programme

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In order faithfully to reflect opinion within the Pest Control Industry PCN relies on information and correspondence.

News, articles, letters and editorial are always welcome!

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In this issue...



18 - Top 10 Deadliest Animals on the Planet

14 - I've Started so I'll finish - Ted Byrne



Industry News

4. New online platform has a string of benefits for pest control industry and beyond
6. Rodenticide Stewardship: complex timelines clarified
8. National Pest Advisory Panel Update (NPAP)
10. Mole Trapping
12. Future secured for broad spectrum insecticide in the face of industry changes
14. I've started so I'll finish – Ted Byrne in the hot seat

Technical

16. Know your enemy: Cluster Flies
17. Know your friend: Barn Owl
18. Top 10 Deadliest Animals on the Planet
21. Brown Dog Tick
22. Trial by Rat
24. Singer Avril Lavigne raises awareness of Lyme disease

Events

26. PestTech 2015 Programme

Practical Advice

28. Get linked up with LinkedIn
29. Beaver Pest Control celebrates 25 years in the industry!

Products

30. New products
31. Kit Maintenance

Legal

32. Big Legal Mistakes by Start Ups/SMEs

Association News

33. RSPH
33. BPCA

Training

34. Training Dates
35. Training Dates

PestControl^{news}

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NEW ONLINE PLATFORM HAS STRING OF BENEFITS FOR PEST CONTROL INDUSTRY AND BEYOND



PEST controllers can now join an industry-leading professional register at the touch of a button.

The new-look BASIS PROMPT website features a facility for technicians to sign up online.

And managing director Rob Simpson is confident the move will go down well within the industry.

He said, "We've made the process of joining BASIS PROMPT much easier at a stroke, both for companies within the industry and individuals.

"Rather than filling in forms, qualified technicians can now simply log on to our website and get the application process moving much more quickly.

"They can also pay online and upload a photograph for their membership card.

"It's something people have been asking for, so we're delighted to be able to provide the service as part of our new website. We think it will be of huge benefit."

The user-friendly platform, which went live for the first time earlier this month, will create a string of other benefits both for the pest control industry and members of the public.

Mr Simpson added, "The new site looks a lot better and cleaner than the old one, but it's also more intuitive, more interactive and easier to navigate.

"Members are now able to keep track of their CPD activity, both for the year and throughout their career. And they can print off the details or email a report.

"We're also looking into the potential addition of a digital ID card, which could be scanned at events such as PestEx or PestTech to register CPD points automatically.



"Members can edit their personal details and upload new photos."

A new 'Find a Professional' facility will have tangible benefits both for pest technicians and members of the public.

Homeowners and businesses suffering pest issues can click an area on a map to bring up a list of members in their locality.

Mr Simpson added, "Because those listed are members of the register, people who use the site can be sure the job will be done properly.

"We have strict criteria which ensure each of our members has received proper training and has continued to update their expertise through Continuing Professional Development.

"So by contacting a controller through our new website, people will be assured of a safe, effective and legal treatment.

"Hopefully, that will help to bring in more business for our members, but we do need more people to sign the data protection form – otherwise their name won't appear on the map."

The website is good news for organisers of pest control events too, with functionality which will soon include an app with the ability to scan barcodes.

The list of attendees will then be sent direct to email or uploaded into a central database – creating quick and accurate information which will cut down on paperwork and reduce time spent on administration.

The new website also contains details about the BASIS PROMPT register and features a resource library along with links to key trade associations.

Go to: www.basis-reg.co.uk/Schemes/PROMPT

C O N G R A T U L A T I O N S

CONGRATULATIONS to the winners of the PCN crossword competition, who all received the LED P4 Lensor Torch.

The winners David Robinson of Allied Bakeries, John McCann of Lancashire Environmental Services and Graham Limer of Pest Solution Limited all successfully completed the crossword and submitted their answer; which for those who didn't get it was **RODENTICIDE**.

Keep an eye out for future competitions that PCN has to offer to continually test your knowledge of pest control.



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Rodenticide Stewardship: complex timelines clarified

Complex overlapping timelines in the UK Rodenticide Stewardship Regime have been published in graphical format by the Campaign for Responsible Rodenticide Use (CRRU).

UK RODENTICIDE STEWARDSHIP TIMELINES																										
	Stewardship applied for?	2015					2016												2017							
		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr				
Currently available products with prestewardship labels i.e. 'remaining stocks'	No	Proof of competence NOT required																								
	Yes	Proof of competence NOT required																								
Authorised products with stewardship labels i.e. 'new stocks'	Granted										Proof of competence IS required															
							Products on sale																			
							Use by period																			
							Products unavailable																			

This follows a meeting on 5 August of regulators from CRRU UK companies and their HSE counterparts to agree timelines for the regime's introduction and products covered.

Complexity is unavoidable because transition from pre-stewardship product labels and new stewardship authorisations involves different processes that are not synchronous, explains CRRU chairman Dr Alan Buckle.

"One of these is a staged phasing out of products being withdrawn from the market," he says. "Overlapping with this is the application for, and subsequent granting of, new authorisations."

The crucial dates and details are:

- Products that manufacturers have not submitted for professional outdoor use stewardship authorisation:**
 Remaining stocks can be sold until 1 December 2015 and must be used within six months of that date, i.e. before 1 June 2016 (this date was given in earlier HSE announcements). A certificate of professional competence will not be required to buy and use these products.
- Products that manufacturers have submitted for professional outdoor use stewardship authorisation:**
 Remaining stocks with pre-stewardship labels can be sold until 30 September 2016 and must be used within six months of that date, i.e. by 31 March 2017. A certificate of professional competence will not be required to buy and use these products.
- New 'stewardship' authorisations of products for professional outdoor use will be granted on 31 March 2016.**
 New stocks of products carrying stewardship labels will become available as their manufacturers introduce them to the supply chain. A certificate of professional competence will be required to buy and use these products.

REF 1: CRRU Training and Certification Work Group approved certification, acceptable at the point of sale for purchase of professional use rodenticides under the terms of the UK rodenticide stewardship regime

'Grandfather' certification	Current certification	New certification
RSPH/BPCA Level 2 Certificate in Pest Control (2004 – 2010)	RSPH/BPCA Level 2 Award in Pest Management (2010 onwards)	Rat Control for Gamekeepers (through BASIS)
RSPH Level 2 Certificate in Pest Control (2000 – 2004)	RSPH/BPCA Level 2 Certificate in Pest Management (2010 onwards)	RSPH Level 2 Award in the safe use of rodenticides
RSH Certificate in Pest Control (pre-2000)	RSPH Level 3 Diploma in Pest Management (2010 onwards)	Update certification
BPCA Diploma in Pest Control Part 1 (1998 – 2004)	City & Guilds NPTC Level 2 Award in the Safe Use of Pesticides for Vertebrate Pest Control for Rats and Mice (QCF) (PA-R&M) (2013 onwards)	CRRU Wildlife Aware (accredited by BASIS) N.B. Approved in conjunction with current Wildlife Aware accreditation, as an update into approved status, for those holding approved but time-expired 'Grandfather' and current certification (i.e. issued before the dates shown in brackets) listed in the first two columns of this table.
NPTC Level 2 Certificate of Competence in Vertebrate Pest Control (2004 – 2014)	LANTRA: Responsible and Effective Control of Commensal Rodents (2015 onwards)	
LANTRA: Rodent Control (2009-2015)	LANTRA: Rodent Control on Farms (2015 onwards)	
LANTRA: Rodent Control on Livestock Units (2013-2015)	Killgerm Principles of Rodent Control (2004 onwards & through BASIS in future)	

Professional pest controllers, farmers and gamekeepers purchasing stewardship label products will require proof of competence at point of sale. This can be either a certificate from an approved training course on rodent control [Ref 1] or, until December 2017 for farmers, up-to-date proof of membership of an assurance scheme whose audited standards include a requirement for safe and effective rodent control.

There will be a period from 31 March 2016 to 30 September 2016 when stewardship and pre-stewardship labelled products may be sold, explains Killgerm's Rupert Broome, who leads the CRRU UK Point-of-Sale Work Group.

"Manufacturers and suppliers will explain to purchasers when sell-out and use-up periods expire for their different products," he says. "Once a purchase is made, it becomes the sole responsibility of users to ensure that products are used before their use-up dates, including disposal according to label instructions on expired product.

"CRRU is working with the UK supply chain to ensure the new rules for professional use rodenticides are understood and applied across all user sectors. Those who distribute these products, which are so important in public health, food safety and animal hygiene, will have checks in place from March next year to ensure that only competent professionals can buy products under the stewardship regime."

First batch of farm assurance schemes approved for UK Rodenticide Stewardship compliance

From April 2016 onwards, rodenticide products with new 'stewardship conditions' labels for use outside by professionals, including farmers, will be introduced carrying the following statement: "For supply to and use only by professional users holding certification demonstrating compliance with UK rodenticide stewardship regime requirements".

Farmers who have completed an approved training course and obtained a certificate will be permitted to buy and use these products. As an interim measure, membership of an approved farm assurance scheme will also permit purchase and use of these products until the end of December 2017.

A preliminary list of farm assurance schemes approved for compliance with the UK Rodenticide Stewardship Regime has been released by the Campaign for Responsible Rodenticide Use (CRRU). They are:

- Red Tractor Farm Assurance - Cattle & Sheep, Dairy, Crops, Fresh Produce, Pigs, Poultry
- Quality Meat Scotland - Cattle & Sheep, Pigs

- Farm Assured Welsh Livestock - Beef & Lamb
- Scottish Quality Crops
- Northern Ireland Farm Quality Assurance Scheme - Cattle & Sheep, Cereals

More schemes are being reviewed for stewardship compliance, which depends on inclusion of a standard requiring systematic rodent pest management.

CRRU will also hold discussions with all such assurance schemes with the objective, before the end of December 2017, to bring their standards into alignment with the CRRU Code of Best Practice (CoBP).

CoBP-aligned schemes will continue to provide proof of competence for purchase of professional rodenticide products beyond December 2017. Members of schemes that have not come into alignment will not be able to use their membership for purchase beyond the end of December 2017.

DOWNLOAD THE LATEST CRRU UK CODE OF PRACTICE

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National Pest Advisory Panel (NPAP) UPDATE



Chartered
Institute of
Environmental
Health

Controlling Invasive Mosquitoes - Contingency Planning

At a recent NPAP meeting held at CIEH London detailed discussions with Public Health England (PHE) took place on developing and implementing measures to control invasive mosquitoes in the UK such as the Asian tiger mosquito *Aedes albopictus*.

Asian tiger mosquitoes are known vectors of a number of diseases including dengue, West Nile virus and chikungunya. These mosquitoes have been steadily moving west throughout Europe, being previously reported in Holland and more recently in Paris for the second year this summer.

With local authority austerity cuts significantly impacting pest control budgets there is growing concern as to which agencies would be responsible for implementing control programmes should the somewhat inevitable happen and the mosquitoes finally enter the UK.

Ticks Awareness

The collaborative document written jointly by PHE and NPAP detailing the increased disease threat posed by ticks, in particular the invasive brown dog tick (*Rhipicephalus sanguineus*), is aimed at raising awareness with environmental health practitioners, pest control technicians and medics and includes best practice control procedures necessary for their control.

The document has now been finalised and will be launched at the Chartered Institute for Environmental Health Annual Conference at the East Midlands Conference Centre 20th -21st October 2015. Hard copies can be obtained by emailing NPAP at npap@cieh.org or can be downloaded in .pdf format from urbanpestsbook.com.

Given the increase prevalence of ticks and the increased incidence of Lyme Disease cases plus the newly emerging threat from the brown dog tick which has been found infesting a number of UK homes with control measures involving the use of residual pesticides currently only available to professional pest control technicians, NPAP feel it is now an appropriate time for this pest to be included on pest control training course syllabuses

CIEH Environmental Health Workforce Survey 2014/15

The CIEH recently conducted a survey of local authority environmental health services with worrying results for their pest control services. A summary of the survey in relation to pest management is as follows:-

- The survey reveals that after taking account of inflation, the average budget for environmental health services has fallen in real terms by 6.8% between 2013-14 and 2014-15.
- Those authorities that were able to estimate their budget for 2015-16 expected a further fall in real terms of 30%.

- London boroughs have experienced the largest cuts – an average of 20% over the past two years.
- The most common service to be stopped in response to budget cuts over the past three years was pest control (71.9%)
- Pest control was also frequently cited as the service most likely to be stopped over the next three years.

Copies of the complete survey entitled “Environmental Health Workforce Survey 2014/15 Phase 1 and 2 Summary report of findings” can be downloaded from the CIEH website at <http://www.cieh.org/Environmental-Health-Workforce-Survey-2014-15/>

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After the last edition of Pest Control News was released we shortly received the following letter from one of our readers

Dear Sirs,

I read with interest your article in Pest Control News (June 2015) on mole traps and trapping. Being a professional mole trapper of nearly four decades, I wish to share my thoughts on this topic; especially with regard to trap design and mole welfare.

I firmly believe that mole trapping is not given the full attention it deserves, being an underground and out of sight operation. I do feel the winds of change are beginning to stir in the mole-catching world; and I warmly welcome any research into mole trapping if it succeeds in improving mole welfare when designing or setting traps. However, the research was carried out in 2008/9 with results only being published this year. There are better mole traps being marketed now than nearly a decade ago.

There are many different methods of mole control, many different traps and many different types of trapper. Some only trap in domestic gardens, others in gardens and recreation areas, and others that do all the above plus large-scale agricultural mole trapping. I fall into the last category. Everyone who traps using lethal traps should be attempting a clean kill when trapping, but with poor traps and poor (in the main; amateur) trappers, the odds of achieving a clean kill are significantly diminished. I think it is also fair to say that as mole traps are set out of sight underground, there is less chance of seeing an animal suffering as may be the case above ground. I use all types of traps, depending on location, soil conditions and many other varying factors and can generally say that if I have not caught within twelve hours something is badly wrong. I should also like to add I have never gassed a mole yet and never will. Each to their own, but for me the welfare concerns are even greater using gas!

In addition there are so called humane traps, often sold in garden centres, whereby the mole enters an enclosed tunnel by means of a hinged door and waits to be released elsewhere by well meaning members of the public.

As with other so called humane traps the real issue is that people simply forget to check these traps and the victim suffers a cruel death either from starvation or hypothermia. This is even more of an issue for moles as they need to eat a third of their body weight a day and will very quickly starve in a cold damp chamber if not attended to. I know of no mole catchers who would even consider resorting to such a cruel method.



Mole activity

My views on achieving clean kills with traps are as follows:

Traps

There are many traps for sale today, some very good, some absolutely hopeless and most made by people who know how to work metal but have no idea on mole trap efficiency, following slavishly to old outdated designs; and yet these inferior style of traps are still mass produced and sold legally to novice mole trappers who may just have had some success if using a better trap. Often I call to premises where some inadequate or rusty bygone trap has been pushed into a mole hill with a prayer offered up by the desperate householder who then calls in a professional when their prayers go unanswered.

By far and away the best traps, and those used by professional trappers, are those made of stainless steel. These are relatively new traps, with far more powerful springs than earlier inferior models. Try crushing a cheap Duffus trap made in the Far East and see how easily it flexes and folds. Cheaper traps will often distort and misfire even before they have been laid. Now try that same exercise with a British stainless steel design and see the result; it is very difficult to distort by hand. In addition it is difficult to see why spot-welded scissor traps with stunted claws sell so well when they are so poorly made.

Duffus traps

The great advantage of a Duffus is that it can be set with little clue to its presence on public areas and can also potentially catch two moles at one setting. In my opinion if there is a design fault with the Duffus it is that the mumble pin is too far from the catch bar and therefore the mole is often trapped around the midriff and left suspended in mid-air, very much alive, but unable to extricate himself from the trap. He dies a miserable slow death. The mumble pin can be adjusted by those who know where and how to adjust the strike area, but if the trap design allowed for the mole to be struck in the chest without course to trap tweaking, how much more humane would this trap be?



The benefits of using a Duffus, a fairly uncommon but by no means rare feat, 2 moles in one trap within 12 hours

Scissor traps

A well-made and serviced scissor trap will achieve a swift clean kill if set correctly. Many trappers frown on scissor traps, being out of vogue; but I believe a well made, well maintained and well set scissor trap is a deadly instrument. I always do a false pass in the tunnel when setting scissors as this will cut a groove and additionally will remove those small stones and pieces of soil that could otherwise impede the trap at a critical point of closing, either jamming before it hits the mole or even worse only squeezing him gently so he has no chance of escape, but is very much alive. Once the false pass has been enacted the trap can be set in the ground and will spring very quickly when the mole next triggers the trap and is hit in the chest area so hard the trap jaws are nearly touching, resulting in an instant kill. I also keep the trap joint oiled to ensure the trap closes as quickly as possible. Remember all these traps are set in damp soil, and without maintenance traps will work, but to keep them at their optimum performance a small amount of servicing will achieve a faster cleaner kill. The downside to scissors is that the top bars protrude well above ground and are easily seen and are apt to go missing very quickly in public areas!



Talpex traps

This is a very useful trap for use on those moles that have become wary. It has good powerful springs and wide jaws to allow ease of access for the mole. It is a useful style of trap to have in your working collection.

If your trap of any design is not regularly striking the mole in the chest or neck area then something is wrong, either with your trap design, or setting techniques, or both and you need to investigate the reasons for the problem. If you do continue to regularly strike the mole anywhere below the chest area, the chances are he will be dead upon being discovered, but do not assume the kill was instant, as in all probability it was a slow death due to being struck in the innards.

On large-scale farm trapping work, of which I carry out for many clients I often find traps tripping in my presence very soon after being set. I have always worked very quietly and alone, save for my Labrador. Whether working very quietly has any great bearing on my rapid success rate I am not sure, but I am always reassured when I pull the sprung trap up to inspect and find a mole is dead in the trap. Due to the very short timescale involved it proves the mole did not suffer and gives me great confidence that my work is being carried out humanely. However even after all these years of trapping this is not always the case. It would be wrong to assume all traps kill cleanly all of the time. It is a maxim we must strive for, but however experienced one is you will occasional catch moles by the paw, just as a deer stalker or rabbit controller (which are also part of my work) cannot achieve a clean rifle shot every single time.

I also believe that where you set your trap will also have a great impact upon the effectiveness of the trap. A mole using his run going out toward his feeding ground is moving faster than one feeding in the feeding runs: set a trap here, ergo a cleaner, faster kill. The great skill of the trapper is being able to read the ground and see in your mind's eye just where these runs are and subsequently trapping these areas. Always ensure you can revisit your trapping sites at least once within every 24 hours, or at the very least have someone on site that can check to see if traps have been sprung. If inclement or, worse, snowy weather is forecast ensure you take account of this.

What we must ensure as professional operators is that we aim to be as humane as we can possibly be when performing any pest control operation. I have enormous respect for moles and always strive to do the best job I can when controlling them. I hope you feel likewise.

Dave Archer
DKA Pest Control.



Future secured for broad spectrum insecticide in the face of industry changes



Right now, the pest control industry is going through vast regulatory shifts. Formulations are being lost to the market at a startling rate, and pest controllers are having to get their heads around legislation and stewardship changes which mean products in their armoury are no longer available.

By 1st September 2015, a significant number of insecticides containing the active alpha cypermethrin are going to be lost to the UK market. This is in accordance with the new legislation stipulating that active ingredients within treatments must be supplied by manufacturers on the ECHA's 'Article 95 list'.

There are currently 16 broad spectrum insecticides on the market that control insects such as fleas, bed bugs and ants, but when these changes come into place on 1st September 2015, 15 of them will be discontinued. This will mean that they will no longer be distributed, but pest controllers will be able to use them up until 28th February 2016. **(Note from the editor:** this use by date is now 30th June 2017 for certain products)

Fortunately, the broad spectrum insecticide K-Othrine® WG250 from Bayer will continue to stay on the market, despite a number of other products being discontinued.

"Customers should have confidence in the fact that this product is staying, it's on the article 95 list, and won't disappear," says Bayer technical manager Richard Moseley.

K-Othrine® WG250 is a water dispersible broad spectrum insecticide with up to 12 weeks residual activity. "It has a wide label permittance and can control a vast number of public hygiene insect pests, including black ants, bed bugs, fleas, earwigs, cockroaches, flies and mosquitoes," says Richard.

"The real beauty of the product is that it's the only granular formulation on the market. The active is in a granular carrier, so unlike other products, where the active is in a liquid form, it won't absorb into the skin if you spill it, and it's easy to manage and control," he says.

The granules are mixed with water using a specific applicator called an Ezidoser, which measures exactly the right amount of K-Othrine® WG250 granules (0.5g) to mix with 1 litre of water. This will treat 20m².

"If you mix an insecticide today and use it in three weeks' time, its efficacy will be drastically reduced. This is not good practice, or recommended." Says Richard. "Mixing the correct amount is very important as it also means that you effectively save on waste, because hazardous liquid waste is some of the most expensive waste to get rid of.

"The packaging is small, not taking up much room, so it's easy to transport. And this is equally important when thinking about waste, because the disposal cost is low due to the 40g bottle size," says Richard.

Because of the formulation technology from Bayer, K-Othrine® WG250 is approved for use in many areas, including domestic premises, public buildings, food handling, storage, food preparation, and even on aircraft and ships. K-Othrine® WG250, along with Ficam® W from Bayer, are two of the few products approved for use on mattresses.



Pioneering the use of K-Othrine® WG250 insecticide is Airline Services, a Manchester based company providing professional disinsection services to aircraft in the UK. Aircraft disinsection is the word used to cover insect and disease control on domestic and international flights.

According to Andy Cruise, sales director at Airline Services, the company has always used K-Othrine® WG250. It's been part of their aircraft disinsection programme for numerous domestic and international carriers for many years. The product has improved the company's appeal, and helped them to win new business.

The control of pests on aircraft is an extremely specialised service, carried out entirely separately to aircraft cleaning. "Airline Services is one of the very few companies in the UK with the expertise to provide aircraft disinsection. K-Othrine® WG250 is our insecticide of choice for this," says Andy.

"Our experience has shown the product to be extremely effective. It's helped us to provide a consistently high quality service to clients," he says.

K-Othrine® WG250 has been approved for use in aircraft by product testing company 'Scientific Material International', based in Miami. And, because of its granular formulation, it can easily be taken into airport security sensitive areas.

The fact that the product is packaged as a granule formulation makes the process of moving around the airport much easier from a security point of view. It can be moved through customs with no problems. And, due to the small pack size, it requires little storage space.

Richard Moseley says Bayer is pleased to be working with a local company such as Airline Services. "Teaming up with them is a great example of how Bayer has worked with a local company to support and enhance their profile. They're one of the few companies in the UK to provide aircraft disinsection, and using our product really sets them apart."

Bayer endeavours to support and advise their customers where they can. If you have any questions on products or industry changes, get in touch with the Bayer team on 00800 1214 9451 or pestcontrolexpert@bayercropscience.com.

K-Othrine® WG250 contains Deltamethrin 25.0% w/w (HSE 8092, PCS 94096). USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. PAY ATTENTION TO THE RISK INDICATIONS AND FOLLOW THE SAFETY PRECAUTIONS ON THE LABEL. TRIPLE RINSE CONTAINERS AT THE TIME OF USE, PUNCTURE AND INVERT TO DRY



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K-Othrine® WG250 is a deltamethrin granular formulation from Bayer. When used in conjunction with an Ezidose applicator, this water dispersible, broad spectrum insecticide offers the following benefits:

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- ✓ **Smaller bottle size.** Easier to carry and reduces storage in vehicles and store.
- ✓ **Less risk of contamination** due to the granular formulation.
- ✓ **Less wastage.** Only mix what you need with the Ezidoser.

I've started

Mr Ted Byrne, Welcome
What is your chosen subject?

Pest Control, the past and the future

Name the year you first became involved in Pest Control

I started working exclusively in public health in 1991, but began in the agrochemical industry in 1973 as a university student during my summer holidays.

How many countries has your role taken you to?

More than I can count. If I include my years working in agrochemicals, I have been to nearly all the countries in North, South and Central America and the Caribbean, most in West Europe and a few in East Europe, the Middle East and Africa. Unfortunately, I have never made it to the Far East, Australasia or Antarctica.

What are the four companies you have worked for within the Pest Control Industry?

Just two in fact: ICI/Zeneca in various divisions and subsidiaries for 20 years (ICI Zeltia, ICI Plant Protection/Agrochemicals, ICI Venezolana, ICI/Zeneca Public Health) and in Killgerm Spain for another 20 years.

What are the three main differences between today's Pest Control Industry and when you first joined?

1. *It has become more regulated, more professional and more sophisticated, it is turning more and more into a knowledge based industry rather than product led one.*
2. *There are more and better tools available to do the job.*
3. *And a difference that has affected me personally is that Jonathan Peck is no longer with us.*

Name the challenges that face the Pest Control Industry from Ted Byrne's perspective

The industry needs to keep its eye on the ball through the fog of regulation, on the need to protect people and their environment from pests and the diseases they cause.

It also needs to keep on working ever more closely with regulators and public health authorities to break down the "us and them" atmosphere that to a greater or lesser degree exists in some countries.

Give three reasons why you would join the Pest Control Industry

1. *Because of the people who are involved in it. I have had the opportunity of meeting many good, interesting, knowledgeable and friendly people in my years in the industry.*
2. *Because it is fun! Nearly every situation one encounters is different and there is never a dull day.*
3. *Because it has a bright future.*

How has legislation changed the industry and how PCOs carry out their role during your career?

It has taught us to be patient! I first saw a draft of the BPD in about 1992, and (in the form of its successor the BPR) it is still being developed. PCOs have had to become more inventive and have had to acquire a lot more knowledge to their job properly and effectively as the range and usage patterns of biocides have become more restricted. They have to take into account the possible effects of their activities on people, the environment and non-target organisms to a much greater extent. Unfortunately it has also meant that a lot more paperwork is required.

What is needed to improve the industry from Ted Byrne's perspective?

That is a big, big question. For the sake of brevity I will mention just one aspect that I think needs improvement, and that is that the pest control industry needs to become more proactive to prevent just having to react to external pressure. It needs to invest in a large crystal ball and look at where it might have to be heading in 25 years' time. That is not as far ahead as it seems, the first draft of the BPD came out nearly 25 years ago! It needs actively to shape its own future and not wait for events to overtake it. You asked a big waffling question so I hope my short waffling answer is suitable.

What are the three things Ted Byrne's is looking forward to in retirement?

1. *Reading a lot of books that I haven't had time to read.*
2. *Travelling. Getting to know Britain, I've only lived there for about 10 years of my adult life. Also coming back to Spain and visiting other countries, ones I may or may not have been to, for leisure rather than work.*
3. *Being able to watch rugby and cricket on the television; it is not shown in Spain.*

What age will Ted Byrne be when he retires?

Pass

Mr Ted Byrne your score is 9 out of 10. You passed on one question – What age will Ted Byrne be when he retires? The correct answer is 65.

That puts you in first place after the first round.

Congratulations and Thank You.

so I'll finish!



Banana plantation, Venezuela, 1990



Visiting the Sorex factory, circa 1997



Spanish Workshops, 2011



Barcelona office, 2015





KNOW YOUR ENEMY

CLUSTER FLIES

It is creeping towards that time of year again - yes autumn is on the way once more. With autumn comes a set of insects that are all too familiar to many in the pest control industry. These are the ever reliable cluster flies. Although our technical editor vowed to steer clear of writing an article on cluster flies in autumn, after 10 years of working on PCN he has finally conceded that it needs to be done. In terms of knowing your enemy, identification is key (get it? Oh, perhaps that's one for entomologists only...). Rather than writing an article that is a re-tread of standard cluster fly biology and control, we have twisted our technical editor's arm into covering the basic field identification of two of the more commonly encountered cluster fly species.

Pollenia rudis, the common cluster fly



Figure 1. *Pollenia rudis* wing venation

The first clue that *Pollenia rudis* is at play is the time of year they are active. Their location also gives the game away. In short, if you have a call about thousands of flies entering a property and accumulating in a roof space in autumn, then leaving in spring, you would expect cluster flies. Wing venation is very important when identifying flies. In figure 1 you can see the sharply bent 4th wing vein, typical of many flies in the family Calliphoridae, to which *Pollenia rudis* belongs. You can see this feature with a x10 hand lens in the field, which is a good practical tip.

Another easily recognisable feature (figure 2) is the abundance of golden pubescent hairs on the thorax of *Pollenia rudis*. Yes, that's right, pubescent...!



Figure 2. Golden pubescent hairs on the thorax of *Pollenia rudis*.

Thaumatomyia notata, small yellow swarming fly

Another common cluster fly has the rather obvious and literal name of the 'small yellow swarming fly'. Yes, it's small, yellow and it's a fly that clusters in large numbers. They too can be recognised by their behaviour and timings, as per *Pollenia rudis*. Small yellow swarming flies are often confused with fruit flies *Drosophila* sp due to their similarity in appearance. They are also known as *Thaumatomyia notata* to give them their full name. Here they are and take note of the typical thorax pattern of black markings on a yellow background.

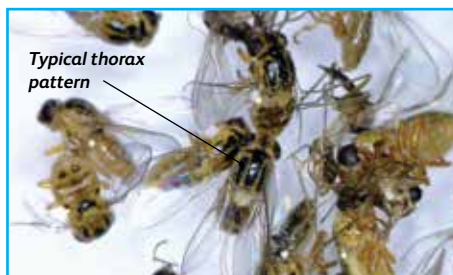


Figure 3. Typical thorax patterning of *Thaumatomyia notata*, showing black markings against a yellow background.

This typical thorax pattern is not always consistent and some variation does occur, as shown in figure 4, with more extensive darker markings apparent.

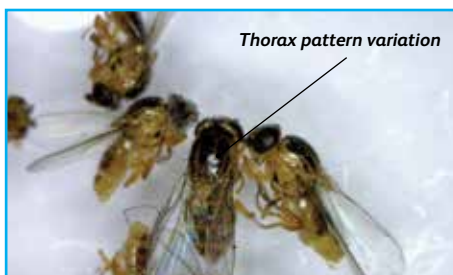


Figure 4. Variation in thorax pattern of *Thaumatomyia notata*.

Other key features when identifying *T. notata* include the ocellar triangle where the three 'simple eyes' or ocelli are situated (figure 5) and the brightly coloured halteres used as a balancing / gyroscopic organ in flight (figure 6).



Figure 5. Ocellar triangle of *Thaumatomyia notata*.

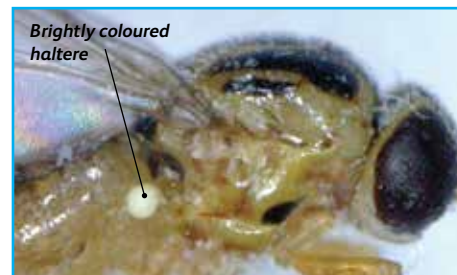


Figure 6. Brightly coloured haltere of *Thaumatomyia notata*.

Thaumatomyia notata facts

- The small yellow swarming fly can reach incredible numbers in properties
- There are some estimates of *T. notata* numbers in properties, with 14.4 million estimated in one case, 17.9 million in another and the highest recorded number was 30 million!
- Their larvae feed on root aphids in soil, so they are a natural pest controller

KNOW YOUR FRIEND

BARN OWL



The progress of the UK rodenticide stewardship regime is being monitored via assessing levels of second generation anticoagulant residues in the barn owl, with the aim of reducing the overall concentration. A second way of monitoring the success of the regime is a project examining the breeding success of barn owls, undertaken by the Barn Owl Conservation Network (BOCN) with guidance from the Campaign for Responsible Rodenticide Use (CRRU). With so much going on 'behind the scenes' that will impact greatly on the public health pest control industry, we really should know the basics about such a crucial and iconic non-target species, the barn owl *Tyto alba*, around 90% of which are contaminated with anticoagulant rodenticides.

Habitat, diet and activity

Barn owls can be present in open countryside, at field margins, along riverbanks and roadsides. Of course, there is overlap in these areas with pest control activities, so anyone working in such areas should consider the possibility of barn owls being active and take the necessary precautions following an environmental risk assessment. So we know where to find them but what do they eat? Barn owls are birds of prey and they take wood mice, bank voles, field voles, shrews and occasionally rats and house mice. It is thought that the main route of contamination of barn owls with rodenticide is via consumption of poisoned non-target rodents such as wood mice and bank voles that will have accessed rodenticide baits in external bait stations.

Barn owls can be active at any time of the year and can be seen during the day, although they are most active at dusk and dawn which is the best time to spot them. What this means is that although you may not have seen a barn owl during a daytime inspection it does not necessarily mean that they are not present locally.

Signs of barn owl activity

As with any inspection or assessment that involves determining the presence of pests and non-target species, it is the signs left behind that are often the most important indicator of activity rather than seeing the animal itself.

“A wild Barn Owl usually eats about 4 small mammals every night, that's 1,460 per year!”

Presence of barn owl pellets on a site is a key indicator of activity, suggesting a nearby nesting or roosting area. Note that pellets are not droppings, they are the regurgitated food that owls cannot digest, typically comprised of fur and bone. If you see black rather than grey pellets you will know they are fresh. Compacted layers of pellets suggest nest debris, whereas loosely deposited pellets may indicate a roosting area above. Moving on to barn owl droppings, these are white and watery, visible as splashes on beams, floor surfaces or machinery. Feathers are also a sign of barn owl activity, as are the remains of small rodents such as wood mice.

Be aware that the classic owl sound of 'twit twoo' is actually the tawny owl and not the barn owl. Barn owls produce a shriek / hiss sound but are rarely heard as they are a quiet bird. Reports of strange 'snoring' noises are down to food begging calls of owlets.

Barn owl facts

The Barn Owl Trust has a list of interesting facts regarding barn owls and three of the best follow:

The soft feathers of barn owls assist them in hunting silently but they are not very waterproof and the owls get soaking wet in rain

Barn owl ears are lop-sided. One ear is higher than the other, which helps them to pinpoint exactly where tiny sounds are coming from

A wild Barn Owl usually eats about 4 small mammals every night, that's 1,460 per year!

Where to learn more

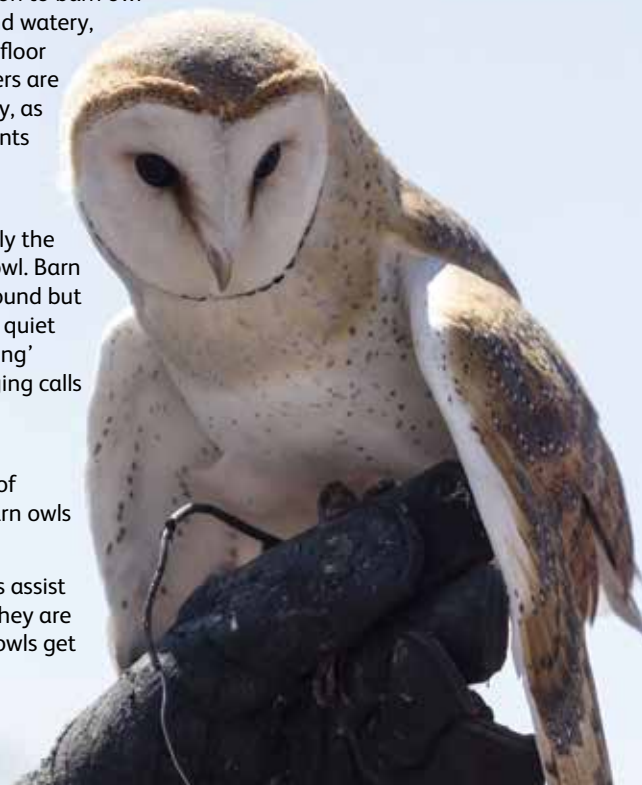
Guidance on controlling rodents and minimising risk to non-target species such as Barn Owls can be found on the Campaign for Responsible Rodenticide Use website www.thinkwildlife.org where users can download copies of the "CRRU UK Code of Best Practice: Best Practice and Guidance for Rodent Control and the Safe Use of Rodenticides" and the "Environmental Assessment When Using Anticoagulant Rodenticides".

Information regarding barn owls is available from

<http://www.bocn.org/>

<http://www.barnowltrust.org.uk/>

<http://www.rspb.org.uk/>



TOP 10 DEADLIEST ANIMALS ON THE PLANET

Depending on which source you look at the list of the 10 deadliest animals on the planet varies, however the number one culprit, based on danger imposed to humans, seems to be the same at every source; the mosquito. The other nine animals are deadly in their own unique and captivating way. Based on research, figures and animal behaviour we chose nine we thought you would find fascinating.

10



POISON DART FROG

Native to the rainforests of South Africa their venom is enough to kill 10 men. It emanates from the frogs skin and natives run darts against the skin to use in hunting.

7



ELEPHANT

These magnificent animals are arguably the king of the jungle, weighing in around 16 tonnes. They are responsible for approximately 600 deaths per year mainly from stamping and goring.

9



POLAR BEAR

This animal is the largest meat eater living on land; they are extremely protective of their cubs and attack viciously when they perceive a threat. They can cut off a human head with a swipe of its paw.

8



HIPPO

The hippopotamus can weigh up to 3.5 tonnes with slicing teeth and their mode of attack is to maul their victims to death. They are the cause of approximately 500 deaths per year and when roused can charge up to 20 mph.



6



BOX JELLYFISH

This is the most venomous sea creature known to man; each tentacle has enough toxins to kill 60 people. At least 5,567 deaths have been attributed to this animal since 1884.

4



TSETSE FLY

After mosquitoes, the housefly is probably the most deadly fly as it spreads diarrhoea-causing bacteria which results in millions of deaths each year, typically in infants. However, reliable figures are hard to come by, so the bloodsucking Tsetse fly comes in as the second most deadliest species of fly, spreading 'sleeping sickness' which results in 30,000 of deaths worldwide per year.

3



RAT

As well as being involved in the spread of the plague, rats carry a host of microorganisms, such as *Leptospira* spp that cause leptospirosis; also known as Weil's disease. Worldwide cases of leptospirosis are thought to reach 10 million per year, with a death-rate of up to 25%, so that's potentially 2.5 million deaths annually. That's not even taking other rodent-borne diseases into account, such as hantavirus!

5



ASIAN COBRA

Although this is not the most venomous snake, 50,000 people die each year from an Asian Cobra snake bite. Snake bites in general are the cause of approximately 100,000 deaths per year.

2



FLEA

Fleas transmit the plague between animals (mainly rodents) and humans via their infected bite, also known as the Black Death caused by the bacteria *Yersinia pestis*. The Black Death was one of the most devastating pandemics in human history. According to the World Health Organisation, plague has a case-fatality ratio, if left untreated, of 30-60%. Estimated deaths vary greatly between sources from anything between 50 million and 200 million deaths during the 14th century.

MOSQUITO

Mosquitoes are small, midge-like flies which compose the family Culicidae. Females of most species are ectoparasites, whose tube-like mouthparts (called a proboscis) pierce the hosts' skin to consume blood. Thousands of species feed on the blood of various kinds of hosts, mainly vertebrates, including mammals, birds, reptiles, amphibians, and even some kinds of fish. Much more serious are the roles of many species of mosquitoes as vectors of diseases. In passing from host to host, some transmit extremely harmful infections such as malaria, yellow fever, west nile virus, dengue fever, filariasis, and other arboviruses, rendering it the deadliest animal in the world. In 2013 there were about 198 million malaria cases (with an uncertainty range of 124 million to 283 million) and an estimated 584,000 malaria deaths (with an uncertainty range of 367 000 to 755 000). People living in the poorest countries are the most vulnerable to malaria.

1



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BROWN DOG TICK,

Rhipicephalus sanguineus.

AN IMPORTED SPECIES IN DOMESTIC PREMISES AND THE IMPLICATIONS FOR PUBLIC HEALTH PEST CONTROL.

Recent reports in the UK regarding non-native ticks imported on dogs have been on the increase. Of particular public health importance is the fact that these cases have led to tick infestation of dog owners' houses. The tick species responsible is the brown dog tick, *Rhipicephalus sanguineus*. Where this tick differs to those commonly found in the UK is that it can survive indoors for an extended period of time. This indoor survival can lead to brown dog tick activity in dwellings if cases are left untreated. The brown dog tick is more than just a nuisance. Brown dog ticks present a potential public health risk to humans as well as to animal health, due to the ability of this tick species to transmit disease-causing pathogens.

WHAT SHOULD PET OWNERS DO?

Current advice is that pet owners need to exercise vigilance and check their animal(s) frequently for tick activity. This is particularly important for dogs that have been overseas recently or been imported. Typical areas of the dog that are prone to tick bites are the ears and where the hind leg meets the body and the paws. However, pet owners should not just focus on these areas. It is important that a thorough inspection of the whole dog is undertaken to make sure that all feeding ticks are discovered. Ticks need to be taken off the animal with a special tick removal tool or suitable tweezers as soon as they are found. If ticks are found, the dog should be treated with an appropriate approved control product. Veterinarians are able to advise pet owners regarding appropriate treatments. Pest controllers should not undertake this kind of treatment – this is down to the owner of the animal or a veterinary surgeon.

HOW DO I KNOW IF IT IS THE BROWN DOG TICK?

If ticks are found in dog bedding they could be common UK species. Something to look out for is the presence of ticks in furniture, on curtains, or climbing walls. This behaviour could indicate non-native species, which should trigger further investigation and application of control measures where necessary.

Although extensive tick activity in a domestic dwelling is likely to be the brown dog tick, the only way to identify the culprit is to seek out identification from an expert. Of course, accurate identification will lead to selection of the most appropriate control measures. Public Health England is receiving specimens to the PHE Tick Recording Scheme, in order to enhance their understanding of tick importation risk.

WHAT ARE THE OPTIONS FOR CONTROL?

Control of ticks should be left to professional pest control operators (PCOs) in most cases. Although there is little experience of tick treatment in domestic premises in the UK, it is expected that treatment would mainly involve the application of residual insecticides ('acaricides' when we are talking about ticks) approved for tick control both indoors and around buildings. Application of residual products could be made directly to ticks or to surfaces which they are active on. Other suitable products for tick control include desiccant powders and Ultra Low Volume (ULV) cold fog products / techniques. Treatment of wall-floor-junctions, and cracks & crevices where ticks may be harbouring is expected to be a successful technique. Depending on product approvals, a perimeter treatment around the outside of the house would be permitted, if justified.



Photo provided by: CDC / James Gathany; William Nicholson

Furniture and soft furnishings may also need to be treated so care should be taken in selecting non-staining products with approval for application to soft furnishings.

Amateur use products from supermarkets and DIY stores etc. are unlikely to provide prolonged control, so a professional should always be consulted in cases of brown dog tick activity in domestic properties.

LIFE CYCLE AND HABITATS OF THE BROWN DOG TICK, RELEVANT TO CONTROL

The brown dog tick can be active in great numbers. For example, the female can produce up to 4,000 eggs and can survive without access to host blood for as long as 18 months. This is why successive treatments are recommended and may often be needed. The extended indoor survival and impressive egg production capabilities of this species certainly present challenges. Don't just think about tick activity indoors, as the brown dog tick could potentially survive on the walls outside the infested property, including associated outbuildings. The risk of tick activity in outbuildings is increased if dogs spend time these areas, which is why such areas require inspection and treatment if ticks are found to be present. As is the case with Integrated Pest Management (IPM) of any pest species, control measures should not be applied in isolation. It is essential that dogs in the property receive relevant tick treatments. Also, tick checking/removal should be undertaken on a daily basis, to make sure that fully fed females cannot lay eggs in the property and start the infestation process again. Interruption of the life cycle using this multipronged approach will give the greatest chance of success in terms of controlling brown dog ticks in dwellings.

WHERE CAN I GO FOR FURTHER INFORMATION?

An advisory note regarding control and prevention of the brown dog tick in domestic premises has been finalised by the NPAP-CIEH in conjunction with PHE and Killgerm Chemicals. When launched, this note will be available from:

Email npap@cieh.org Web www.cieh.org/policy/npap

For tick identification, contact Public Health England on Tick@phe.gov.uk or visit www.gov.uk/tick-recording-scheme

Trial by Rat



Pete Newbrook of Wirral Council writes to Pest Control News to describe his experience of rodent control in gardens, with an interesting report on his successes with first generation anticoagulant rodenticides

FGARS, SGARS and rats in gardens by Pete Newbrook

Rats in gardens. For any local authority which has a free service for treating rats or even at a cost service this is going to be a big part of our work. It is important therefore to understand our target and the non-target species also present in gardens which we don't mean or want to harm. The risk of harm to these creatures is in the form of primary poisoning and secondary poisoning and is caused, of course, by the rodenticides we apply.

It has never been more important than it is now for us to act with skill and responsibility when we attend to control rats in gardens but that is because of the higher profile of the risks of external rodenticide baiting and the undesirable consequences of getting it wrong. The good pest controller will always have been aware of the risks of irresponsible rodent baiting, even when less attention was paid to it and will have been practising responsible and skilful pest control for a very long time.

What do I mean by that statement? The answer lies at the very core of what is now expected of every pest control officer in view of the SGARS scheme (official title 'UK Rodenticide Stewardship regime' – PCN Technical Editor) and all that it brings to our table. The fact that my council pest control service has had a zero harm non-target species policy in place and under development for nearly eight years perhaps gives me the opportunity to share my experiences with you.

“The realisation that by NOT working smarter you will be causing harm further down the food chain and to the environment.”

When I started out in this industry, aged 19 in the summer of 1977, we were using warfarin to control the common rat. It worked well enough, though the methods of application would look a little crude compared to the choice of plastic and metal bait containers we see today. We had sufficient staff and resources to visit our ongoing jobs every week and we were mostly successful. What a strange coincidence therefore to look back and realise that the coming of difenacoum as a much more efficient rodenticide happened at the same time as the first serious cuts to our staffing and resources which took place in the late 1970s and into the 1980s.

The necessary course of action was to swap to what are 'double dose' rodenticides, in my experience, as opposed to the multiple dose first generation baits and solve the issue by greater efficiency of external rat control; requiring fewer visits and therefore achievable with fewer staff. Wow, we must have thought it was the answer to all our problems. Now though some three decades on we find that baiting universally with these more efficient products has brought its own issues, and ones to which most people in the industry were blind, including us - until about eight years ago.

What happened back then to change our philosophy? Many things:

- The realisation that by using difenacoum and then bromadiolone outdoors we were risking harm to non-target species.
- The realisation that unless you have resistance in the common rat to first generation baits then you can still use them with significantly lower risks to non-targets and the environment.
- The realisation that you don't have to have a large workforce to implement an efficient and responsible regime to control rats in gardens, you just need to have more intelligent methods and work smarter.
- The realisation that by not working smarter you will be causing harm further down the food chain and to the environment.
- The realisation that awareness of these issues is rightly much higher profile than it ever was.
- The realisation that you will be in difficulty if you don't think about what you are doing and adjust your procedures accordingly.

Surely the answers to all these issues lie with a philosophy and a procedure and a method.

So, therefore, to summarise the issues:

- 1) For rats in gardens start by understanding the likely levels of infestation. Mostly low numbers. Fewer than 5 in most cases. Therefore not huge quantities of rodenticide needed.
- 2) Then known resistance to first generation baits. For us on my patch none, so a huge advantage.
- 3) Next, likely non-target species liable to be harmed by primary or secondary poisoning because of their presence.

- 4) Followed by a programme of minimal baiting for the shortest possible time. Including a programmed timely revisit (to comply with product label requirements) appointed at the same instance that the service request is accepted.
- 5) Lastly a procedure for trying to gain access for the revisit in the case of subsequent non co-operation from the customer.

And the remedies:

- 1) A survey of the premises to ascertain the presence of rats and their food sources, water sources and harbourage – the three things rats need.
- 2) Research the possibility of resistance to first generation baits. Know your patch.
- 3) A risk assessment of what harm may be caused by applying a rodenticide. Think big – think primary and secondary poisoning – think small body mass creatures that are vulnerable to rodenticides. Think location – rural areas, un-kept open land / meadow / woodland / farm land / golf courses nearby. Think motorway / railway cuttings and embankments. Think large mature gardens. Think of what is immediately around you and beyond.
- 4) Be aware of how little rodenticide is actually needed to be successful. Yes, under-baiting is a cardinal sin, but so too is over-baiting. Use and develop your skill to place just the right quantity of bait in the right place in the correct way.
- 5) Go back for a revisit and check the baits in a timely fashion. Make at least two further attempts to contact the occupier by phone / email in the event of that revisit being a “no-access”, followed by (if phone calls / email produce no response) a letter being sent giving an appointment specific to a few hours some days in advance with provision for the customer to re-appoint if the date given is not convenient.

It is this last criterion which is vitally important and what you do when you do go back to check and gain access. Whether you are forced to use difenacoum or bromadiolone, or as a last resort brodifacoum or flocoumafen with the stewardship regime in mind, or just warfarin or another first generation bait (dictated by your risk assessment) aim to clear the job and remove remaining baits on visit two, ideally some 10 days or so after visit one. Remove on full or part take unless there is compelling evidence of ongoing rat activity – there mostly will not be if you have done the initial treatment correctly.

If you find wood mouse evidence / droppings in your bait tube or container then you have left the bait down too long. It is my experience that mice will take the territory once the rats are killed. With anything other than first generation baits the damage is done. The wood mice will probably be killed and the risk then transfers to the birds of prey that take and eat the corpse. Small body mass animals are all at risk.

But here is the upside. With first generation baits you may not even kill the wood mouse, and even if you do it is then much lower risk to the bird of prey just catching and eating a live wood mouse, as the warfarin is far less harmful to the bird and the environment through its relative lack of toxicity and short half-life.

Don't ever be fooled into thinking that the control of mice outdoors is a desirable part of pest control. It isn't. Mice outdoors are wildlife, cannot be eliminated with rodenticides and are a valuable source of food for our birds of prey – so long as they are not full of a second generation rodenticide.

Done all of this? – I then had a CIGAR to celebrate our responsible, high quality pest control.

Pete Newbrook (Wirral Council Pest Control Manager)
July 2015

P.S. A plea to the industry: Please consider the manufacture of coumatetralyl on whole grain. First generation rodenticide, better than warfarin, but just as innocuous to the food chain and environment. On the Wirral I'd stop using difenacoum outdoors if I had this product.



Pete Newbrook is Wirral Council's Pest Control Manager. He has 38 years' experience of the industry including 26 years as a district pest control officer. He sits on the Merseyside and Cheshire Public Health Pest Control Sub Group and is the current Chairperson of the group.

Singer Avril Lavigne raises awareness of Lyme disease

The female rock-pop vocalist Avril Lavigne, most notable for the songs 'Sk8ter boi', 'Complicated' and her marriage to Nickelback frontman Chad Kroeger, has raised awareness of tick-borne Lyme disease in recent media interviews. Her personal struggle with Lyme disease has flagged the dangers of this tick-borne infection to a worldwide audience.



Her symptoms included fatigue, shortness of breath, night sweats and feeling like she had the flu. From October 2014 she was bedridden for approximately five months. Avril also reported periods of being unable to move or even talk. She is now showing signs of recovery and has performed in public recently, while continuing to raise awareness regarding Lyme disease and ticks.

In light of this recent news, PCN has collated a series of key points regarding ticks and Lyme disease in the UK, sourced from Public Health England, the National Health Service and Lyme Disease Action. These points are particularly relevant to pest controllers working outdoors where ticks may be present and will also help them deal with any tick-related enquiries from the public.

Lyme disease

- Lyme disease is transmitted by the bite of an infected tick
- Lyme disease is an infectious disease caused by the bacterium *Borrelia burgdorferi*
- It most commonly appears as a rash around the bite area (erythema migrans)
- Erythema migrans refers to a roughly circular red rash, without itching or pain that slowly spreads outwards. It may clear in the middle and is often called a bull's eye rash
- A lack of the erythema migrans rash does not mean that you haven't been infected - in the UK, about a third of cases do not have a rash
- Patients may present with fever, headache or neurological symptoms
- It's estimated there are 2,000 to 3,000 new cases of Lyme disease in England and Wales each year and about 15% of cases occur while people are abroad

Ticks

- The tick most likely to bite humans in Britain is the sheep tick, *Ixodes ricinus*. Despite its name, the sheep tick will feed from a wide variety of mammals and birds
- Bites from other ticks are possible, including from the hedgehog tick, *Ixodes hexagonus*, and the Fox or Badger tick, *Ixodes canisuga*
- Ticks can survive in many places, but prefer moist areas with dense vegetation or long grass
- They are usually found in woodlands, grassland, moorland, heathland and some urban parks and gardens
- Ticks don't jump or fly, but wait until an animal or person brushes past to climb on. They then bite to attach to the skin and start to feed on blood

How to protect yourself

Make it a habit to carry out a tick check - an easy way to make sure you haven't picked up a tick when outdoors. Just look over your clothes and body for any ticks to brush off

- Stick to clearly defined paths and avoid dense vegetation
- Wear light-coloured clothing so ticks are easier to spot and brush off
- Use insect repellents such as DEET
- If you have been bitten:
 - Remove the tick as soon as possible with fine-tipped tweezers, or a tick removal tool
 - Grasp the tick as close to the skin as possible and pull upwards slowly and firmly, as mouthparts left in the skin can cause a local infection
 - Once removed, apply antiseptic to the bite area, or wash with soap and water and keep an eye on it for several weeks for any changes
 - Contact your GP if you begin to feel unwell

Please note that the content of this article does not constitute professional medical advice and the organisations listed below should be contacted for expert advice.

For further information

Public Health England

<https://www.gov.uk/government/news/phe-publishes-new-tick-leaflets-to-remind-people-to-be-tick-aware>

National Health Service

<http://www.nhs.uk/conditions/Lyme-disease/Pages/Introduction.aspx>

Lyme Disease Action

<http://www.lymediseaseaction.org.uk/>

Advice on tick control

Guidance on ticks will soon be published by NPAP CIEH

http://www.cieh.org/policy/npap_publications.html

TWO NEW bait formulations



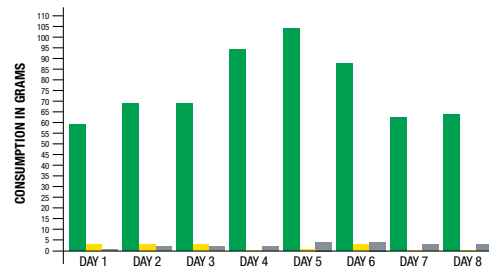
UNIQUE Jade Cluster Grain Formulation



Jade Cluster Grain contains: 0.005% bromadiolone

- ✓ Packed with sesame, millet and much much more!
- ✓ Extremely palatable, irresistible formulation
- ✓ Easy to eat shaped bars
- ✓ Ideal for dry and damp conditions

This graph indicates Rodent consumption of Jade Cluster Grain (in grams) compared to Paste and Block baits on a daily basis over an 8 day period.



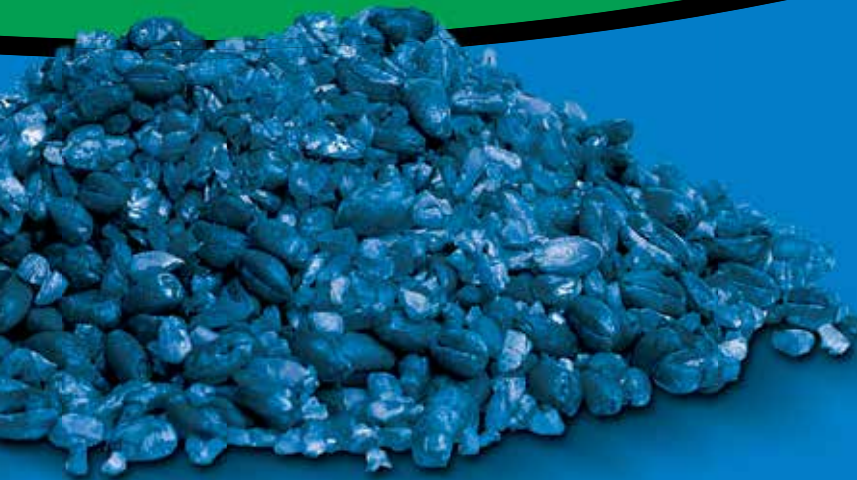
Cluster Grain
Paste
Block

The test took place over 8 days.

Each bait station contained a cluster grain bar / paste sachet and block bait.

The bait stations were checked every day and results noted.

SAPPHIRE Grain



Sapphire grain contains: 0.005% brodifacoum

A unique formulation of cut wheat & whole wheat for both rats and mice

Brodifacoum based bait approved for in and around building use

Please contact Lodi UK on 01384 404242 or email sales@lodi-uk.com
www.lodi-uk.com



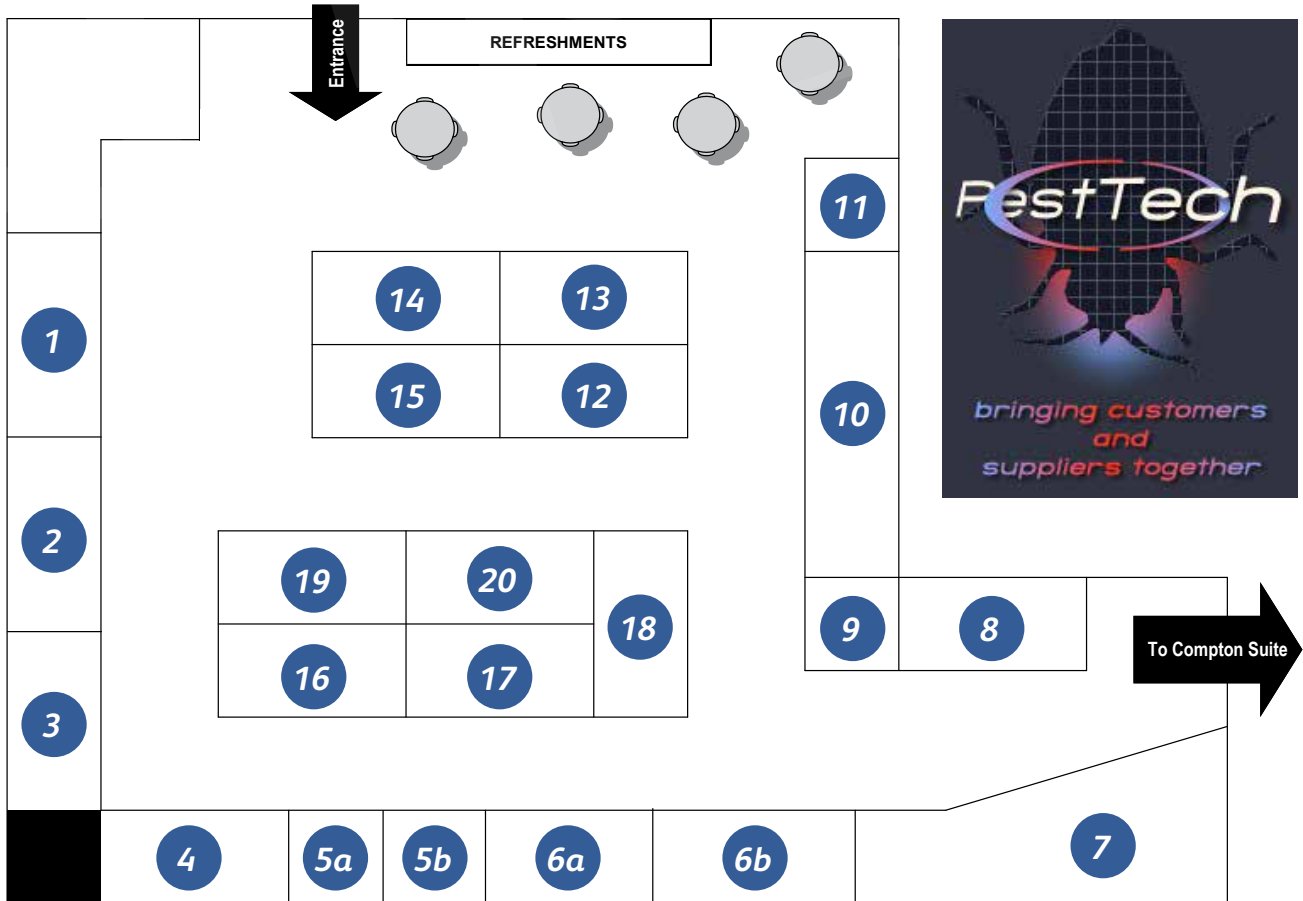
LodiUK

PESTTECH2015

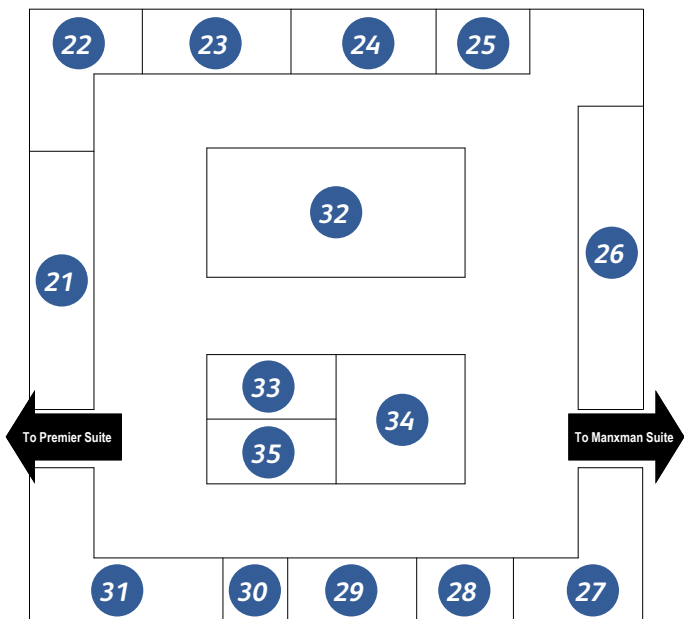


National Pest Technicians Association

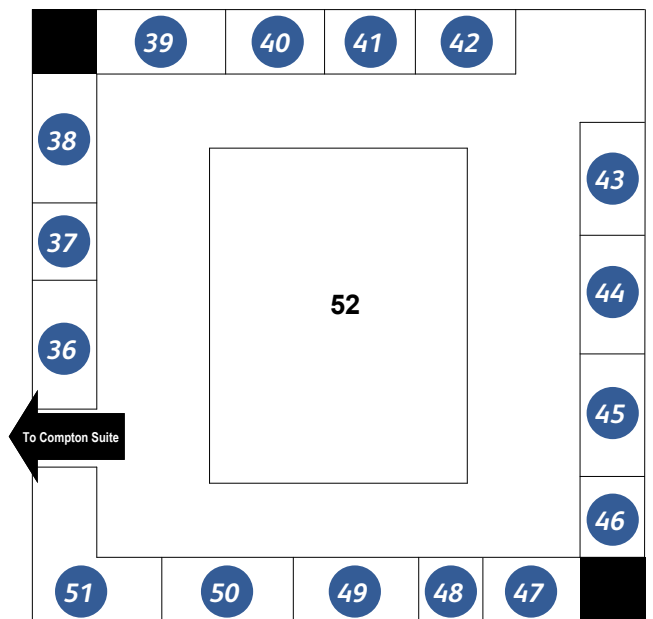
PREMIER SUITE



COMPTON SUITE



MANXMAN SUITE



PESTTECH2015



National Pest Technicians Association

EXHIBITORS

STAND NUMBER	COMPANY
1	AGROPHARM
2	PELGAR
3	BOWER PRODUCTS LTD
4	
5a	
5b	RSPH
6a	
6b	1ENV SOLUTIONS LTD
7	RUSSELL ENVIRONMENTAL PRODUCTS
8	WASPBANE
9	ROYTHORNE SOLICITORS
10	NPTA
11	W. F. FOUNTAIN
12	AIRGUN TRAINING & EDUCATION
13	LODI UK
14	UNICHEM
15	BSA GUNS UK
16	VECTORFOG
17	
18	PEST FIX
19	FRIENDLY DATA SOLUTIONS
20	LANTRA
21	SX ENVIRONMENTAL SUPPLIES
22	PELSIS
23	PELSIS
24	iPEST
25	PARK HILL TRAINING
26	BAYER ENVIRONMENTAL SCIENCE
27	SUTERRA
28	BAT CONSERVATION TRUST
29	COUNTY WORKWEAR
30	PEST MAGAZINE
31	BELL INTERNATIONAL
32	BASF
33	BRADSHAW BENNETT
34	BARRETTINE ENVIRONMENTAL HEALTH
35	WOODSTREAM EUROPE LTD
36	SYNGENTA
37	CRRU
38	PESTWEST
39	
40	SERVICE PRO
41	JRCS FALCONRY
42	JRCS FALCONRY
43	TRUST K9
44	SENTOMOL LTD
45	INTERNATIONAL PEST CONTROL
46	INTERNATIONAL HERPETOLOGICAL SOCIETY
47	BLATTODEA CULTURE GROUP
48	BPCA
49	BRANDENBURG
50	BRANDENBURG
51	RENTOKIL
52	KILLGERM GROUP

FOR REGULAR UPDATES GO TO:
WWW.PESTCONTROLNEWS.COM/EVENTS

SEMINARS AT PESTTECH 2015

THE TALKS:-

I'VE GOT A BADGER - WHAT CAN I DO?

Legislation and Practical Solutions to
Badger Problems

TRICHINELLA IN WILDLIFE

NO HARM DONE

Is no-kill pest control the future?

BACK TO TRAP

A tour of approved spring traps

Times to be confirmed

OUTDOOR DEMONSTRATIONS:-

**BSA / ATEO AIRGUN RANGE
TRY BEFORE YOU BUY!**

**MORE OUTSIDE DEMONSTRATIONS
TO BE CONFIRMED.**

**CPD
POINTS**
are available for all
talks, demonstrations
and for attending
the exhibition!

PestControl news®

WORKSHOPS

Join us in the Ballacrairie Suite at
10.30am where a short
presentation on the recent
developments and clarifications
of the Rodenticide Stewardship
Regime will be given.

**NOT
TO BE
MISSED**

This will be YOUR opportunity to ask any
questions that have been eating away at you
and receive answers from a panel of specially
selected professionals that have been leading
the way.



Create a company page, attract connections, and post your business updates to drive engagement with existing and potential customers.

For any business it is important to have connections within your network. LinkedIn is a fantastic platform to help you connect with other businesses and prospective customers.

Create a company page

To get started you need to create your company page. This simply requires your company name and email address. Add your company logo, description and overview making sure you include what makes your business unique and its specialities, what makes you stand out from the crowd!

Involve your team

Engaging your employees is probably the best place to start adding followers. Encourage employees to add your company to their personal profiles to raise awareness. By doing this they can share your company updates and reach out to their connections. The ultimate goal is for people to start connecting and talking about your company.

Post updates

Posting updates is the most effective way to start a conversation and directly engage with your audience. Share your company's achievements, include images and keep things fresh. Also ensure that you include a link to your website to further drive traffic.

Reach new customers

LinkedIn also allows you to reach out to potential customers through their sponsored update marketing solution. If you're running a special promotion or campaign and want to acquire new customers, you can use this advertising tool to increase brand awareness by targeting specific demographics.

There are costs involved with this, however it's a great way to build new relationships, increase awareness and drive sales.

Adding links

You can promote your company page by adding links to your other marketing channels, such as your emails, blogs and website. Adding a 'follow' button to your website will make it easy for your visitors to start following you.

Utilise your personal profile

There are many ways that you can promote your business further through your personal profile. You can endorse your connection which means that you approve of, or acknowledge their skills or abilities. Endorsing your colleagues and business connections is a good way to show people that you are interested in them and appreciate what they do. You can seek endorsements from people who know your work.

You can also write recommendations for your connections. This is a great way for you to showcase your business and it is also a very powerful sales tool as well as a convincing tool for both B2B (business to business) and B2C (business to consumer) businesses. The best recommendations come from people who already have a long established relationship with you. People searching for someone with your expertise will look at someone who comes recommended.

Now that your company page is complete, you are ready to use it to position your business as an expert in your field!

Beaver Pest Control Celebrates 25 years in the industry!

This year sees the 25th celebration of the birth of the internet, the breaking through of the Channel Tunnel and the launch of the Hubble Telescope. However it also marks 25 years of Beaver Pest Control being in business. To commemorate this momentous achievement Pest Control News (PCN) sat down with Beaver Pest Control's Health and Safety Service Partner, David Lodge, to discuss the companies past, present and exciting future.



Where it all began

"It all started back in 1990 when Graham Lodge (the founder of Beaver Pest Control) left his job at a major pest control company in the London area to set up on his own. The first year of trading saw the company go from strength to strength following a good wasp season.

"I later joined the team in 1992 after a long discussion over a pint at the pub. My brother Graham has a head for finance and in the years previous to me joining had already created a strong business. He identified that the business needed someone with man management skills. During this time I was working in social services with little knowledge of the pest control industry. After some lengthy talks I decided to join the company and help support Graham with the management side of the business.

"Graham initially trained me; his wealth of knowledge was incredible. He devised a bespoke six week training programme that saw me learning on the job, homework and weekly exams. It's fair to say I hit the ground running. Then in 1993 it was my turn to train our next recruit, Colin Sexton, who's still with us today.

"Throughout the 1990's Beaver Pest Control continued to grow. In 1995 David Pullinger joined the company and is now Head of Service. David and Colin were key to the business at this time as it allowed Graham and me to develop the company. Our main customers were shops and nursing homes based in South London, however we had our eyes set on expanding and winning bigger contracts. In the early days a lot of our business came from word of mouth and directory pages; we were pleased to see year on year growth of 40%, but knew that we needed to change strategy to maintain good growth."

Our ethics are key

"From day one we've prided ourselves on our exceptional high standard of work and service. Even to this day we continue to run quality assurance checks eight times a year on our technicians with high pass rates. We also feel that another factor to our success is the strong relationships we've built with our customers; many have been with us since 1990. We're extremely proud to say that we have a customer retention rate of around 90% and the office team also play a big part in this"

Our greatest challenges to date

"In more recent times our greatest challenge was 'How do we get in front of larger customers?'. As the business expanded we knew that to keep moving forward we needed to get in front of larger customers such as health organisations and construction companies. Getting in front of these customers has been difficult but after hard work and determination we've started reaping the rewards. Rafal Brymer, Partner in charge of the bird division, drove us forward with excellent work and has been key in getting us noticed by Blue Chip companies.

Our newest partner, Head of Sales, Julia Kulinski, has helped Beaver Pest Control market ourselves to sit amongst the larger pest control companies who are also competing for this work. "

Our brand

"We're incredibly proud of our brand and the industry, from our vans to our brand new website we love to shout about it. We don't understand why so many people in the industry don't want to shout from the rooftops about the fantastic work that we do? That's why I appreciate pest controllers from the USA; they're so passionate and proud.

"We would not be in our present position without our branded vehicles. Our vans have helped us get our name out there and win work. In fact on one occasion this was the starting point for a contract worth £55,000 per annum.

"Earlier this year we saw the launch of our new website. The main objective for the new site was to better position ourselves amongst the larger pest control companies. Our old website really didn't reflect where we wanted to be and through Graham, and later Julia's corporate marketing skills, our new website really does mark the next chapter for Beaver Pest Control."

Keeping it Local

"As a business we're passionate about giving back and supporting projects in our local area and abroad. We've supported fun days for Great Ormond Street Hospital, raised £1,500 for Movember, I work one day a week at a local Oxfam shop and more recently we re-painted a church hall which is used to support vulnerable men and women."

Looking ahead

"We've come so far in the past 25 years. I know that we wouldn't be here today without the fantastic support and dedication of all of our amazing staff. As for the next 10 years we hope to continue to build on gaining larger contract work and nurturing strong relationships. We'll always keep our ethos of high quality service and innovation and continue to deliver this to our loyal and new customers. We'd also want to continue to spearhead change and drive the industry forward."

Thoughts about the industry

"I'm immensely proud to work in the pest control industry. My advice for anyone considering joining the industry is to take every day as it comes as each day is different. Within the industry there is great sense of comradery which is unparalleled anywhere else.

"The pest control industry over the last 25 years has changed so much, we're no longer the rat catchers, and we are now stewards for new regulations. The public service that we offer is essential; it's such a professional career to be part of."

AN ADDITION TO THE WEDGE

The new base unit from Traptec allows the technician to know which wedge on the system has been triggered by displaying the number allocated to the wedge on the screen.



www.traptec.eu

SPARROW "TRAP DOOR" TRAP



Representing over three years of testing and development, there is finally a humane bird trap specifically for birds trapped inside structures. This trap has been designed to provide a discreet and cost-effective solution to getting small birds out of buildings.

To increase the effectiveness of this trap an audio system can also be purchased. The audio unit call operates on an intermittent basis so birds don't get used to it.

www.killgerm.com

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

Send us the details at:
editor@pestcontrolnews.com

www.pestcontrolnews.co.uk

PROTECTA® SHIELD

The Protecta® Shield is an economical tamper-resistant bait station from Bell. The SHIELD has a low-profile design constructed from impact-resistant, injection-moulded plastic. The single-locking mechanism and side-opening lid allow for fast and convenient servicing.

Its compact design makes it ideal for tight baiting situations, ideal for use around the perimeter of buildings and along rodent runways. The easy-to-use station features a single locking mechanism designed to open sideways for quick and convenient servicing. It includes locking rods that secure bait and prevents fall out during cleaning. Rounded interior corners allow for easy cleaning and a built-in card slot holds service cards.

www.belllabs.com



KIT MAINTENANCE



GREEN SUPREME HEPA FILTER VACUUM

Why use a vacuum cleaner in pest control?



The use of vacuum cleaners in pest control is probably under-rated and they should be considered as part of a service. In fact, some pest controllers are already starting to include the use of vacuums as part of their service or as an add-on post-treatment.

Removal of dead insects, dead mites, allergens, rodent hairs, rodent droppings and other pest-related contaminants can be just as important as controlling them in the first place. Removal of such contaminants removes potential allergens from premises, which may be important in terms of triggering allergic asthma. In fact, cockroaches, rodents and dust mites are all well-known in terms of their role in sensitisation of genetically pre-disposed individuals, with continued exposure leading to allergic asthma and exacerbation of symptoms. So, it is certainly part of a good service to remove these allergens from the environment, following control treatments.

Some studies show that the allergens left behind by cockroaches can remain in the domestic environment for an extended period of time, where they remain as a threat to those suffering from allergic asthma. This can also be the case with rodent allergens and one study shows that 18% of children with asthma are sensitive to the mouse allergen Mus m 1.

Furthermore, vacuuming can remove sources of bacterial or viral contamination, such as rodent droppings – think salmonella, *E. coli* and Hantavirus! Of course, an appropriate disinfectant should be used first, to minimise risk.

Flea control can be aided by the use of a vacuum and one study showed that 90% of flea eggs, 50% of larvae and 90% of adults can be removed from a property by using a vacuum with a HEPA filter.

Crucially, any vacuuming programme should involve the use of a product with HEPA filter, so that contaminants are not released into the air during use – allergenic and pathogenic contaminants will be safely filtered out. One example of a suitable professional vacuum cleaner is the green supreme HEPA filter vacuum with 99.97% filtering efficiency at 0.3 microns and here we discuss its maintenance.

Maintenance

As usual with any piece of pest control kit, it pays to regularly maintain it in order to get the best results.

Thankfully, the green supreme HEPA filter vacuum is relatively simple to maintain.

One of the main things to do as far as maintenance goes is to keep the vacuum openings free of dust, lint, hair and anything else that may reduce airflow. So, a simple visual inspection is all that is needed, following by picking off the blockages. Easy!

Apart from this simple bit of maintenance, the only other thing to worry about is changing the filter.

With its self-contained HEPA filter, hose plugs and filter plugs, the green supreme makes filter changes, transporting and storing safe.

FILTER CHANGE-OUT INSTRUCTIONS

1. Release the two front latches and open the lid.
2. Insert the orange plug into the filter cartridge.
3. Lift the filter cartridge out by placing fingertips under lifting tabs located on the ends of the cartridge and lift up.
4. Push orange plug all the way in.
5. Dispose of the filter cartridge in an appropriate manner compliant with waste disposal requirements.
6. Insert new filter cartridge.
7. Close lid and latch securely.

BIG LEGAL MISTAKES BY START UPS/SMEs



When money is tight, the last thing budding entrepreneurs want to focus on is legal details which come at a cost. As such a lot of basic foundations in setting up a company correctly can be overlooked, as can other simple legal issues that will put the company in good stead going forwards.

Here is a list of commonly overlooked issues that if you are reading this article and it all seems worryingly familiar, perhaps this is the right time to address them:

- 1 Incorporation** – businesses can trade as partnerships, sole traders, or as limited companies. A limited company is by far the best option for anybody, since the company is protected by Limited liability status – in layman’s terms that means that if you are sued, any liability can only be paid out to the extent that the company has assets and is good for the money. This is unlike a partnership or a sole trader, whereby the successful litigant can come looking at your assets personally.
- 2 Get the structure right** – how is the company going to be governed? Are the shares going to be held on a majority basis? If not, and matters are simply left on a “good faith” basis, the business can come into a deadlock in the event of a failure to agree on matters. When problems arise it is often the case that the lack of legal documents can really cause a huge headache. Directors should have director’s service contracts, and shareholders should have shareholder agreements. These documents can be complicated, or kept reasonably simple so as a minimum outline duties, obligations, scope of work, and who owns what.

- 3 Contracts** – this covers a multitude of sins from directors/shareholders as above, through to employees, and general terms and conditions of business with people who you are going to trade with. Most of work in litigation is primarily based around contracts, in one form or another, be it unreasonable terms and conditions, businesses trading with no contractual terms agreed, or general breaches of contract. The devil really is in the detail here, any employees who do not have contracts, or if you are trading without decent terms and conditions, then the chances are you are going to be spending money with your solicitor sooner rather than later.

- 4 Documentation** – everything should be documented from interviewing prospective employees, negotiating deals with partners, employing staff, through to how you finance the business. The person who can readily turn to documentation supporting their position often wins the arguments which can arise quite innocently during the course of business. To have a good discipline writing things down, confirming matters in correspondence, contracting on your terms, etc. will make a difference.

- 5 Intellectual Property** – you need to protect your intellectual property – this is overlooked and more often than not, is reasonably inexpensive to sort out. Consider your trademarks, patents and copyright.

- 6 Social Media** – this is a necessary evil of modern life and a good robust policy should be in place with employees, which will need to be readily available in the employee handbook. For those reading this who have not got an employee handbook – beware !! Again something often overlooked, and is simply pennywise, pound foolish.

The above represents a broad spectrum of issues that are commonly seen by us in business. Whilst they will involve instructing your solicitor, the cost of sorting matters out correctly from the outset are a lot cheaper than trying to untangle things when they have gone wrong.

Should you have any queries, concerning the above or any other legal issues, please do not hesitate to contact Giles Ward at Milners Solicitors – giles.ward@milnerslaw.com or **0113 3801 850/07789 401411**.

-  0113 245 0845
-  giles.ward@milnerslaw.com or
-  uk.linkedin.com/pub/giles-ward/31/187/6b3
-  MilnersGiles

Author: Dr Richard Burton

As a pest controller you are used to giving advice on pest control matters to your clients and the people that you encounter when you visit houses, shops, restaurants etc. during the course of your pest control work. But are you ever asked for advice on issues outside of pest control? Or perhaps feel the need to comment if you see something unconnected to pest control that might be hazardous or have an affect on someone's health?

It might be hazardous to your health if you suggested to someone after hearing them coughing for several minutes that they should give up smoking or, having noticed a large number of empty wine bottles in their bin that perhaps they were drinking too much. But what if, having finished their coughing fit the person says to you *'I really must give up smoking'*, or, noticing that you'd seen the number of empty bottles *'I should try to drink a bit less'*. Would you be able to offer them advice?

You may have heard on the news recently about the 'wider public health workforce', or read articles about the possibility of hairdressers giving advice about health. Pest controllers are obviously at the frontline of public health, however, are you qualified to advise someone about giving up smoking, cutting down their alcohol consumption, losing weight or exercising more? The answer is 'probably not', but a nudge in the right direction could help someone decide to do something about their health.

For example, responses such as *'I've been hearing a lot about E-cigarettes, have you thought about those?'* or *'It won't do any harm to cut down a bit, and think of the money that you'll save'* will help someone to think a bit more about stopping smoking or reducing their alcohol intake.

If you know enough about the help that is available to people in your local area you could also 'signpost' them to this.

So how much do you know about health improvement facilities in your area? Are smoking cessation classes advertised in the local library, health centre or sports centre so that you could sign-post people to them? Do you know where there is an 'outdoor gym', or just somewhere that is nice for people to take a walk in the fresh air?

You might think that the odd word of advice or signposting to services won't make much difference to public health. A programme carried out by West Midlands Fire Service has shown just how effective this can be. You would expect that when firefighters carry out home safety checks that they will give advice on stopping smoking, as this is an obvious fire risk. But they also identify and advise householders on how to seek help from agencies dealing with alcohol or substance misuse, how to increase participation in sport and other leisure activities and discuss issues such as diet and nutrition.

Your work as a pest controller can have an immediate impact on the health of your customers. Being able to give people a nudge towards improving their health or signposting them to local health improvement services can also have a long term beneficial effect. It needn't require any specialist training (although training and qualifications are available) just a basic understanding of some of the lifestyle factors that affect health and an awareness of what is available in your area.

And just in case you think that I've forgotten that I am writing for Pest Control News, a reminder that the new rules for users of aluminium phosphide come into force in November, so if you are going to be affected by this make sure that you obtain your aluminium phosphide qualification as soon as possible.

Trade body in link-up with Trusted Traders scheme



PEST controllers are being urged to sign up to a scheme designed to help them stand out from the crowd.

The British Pest Control Association (BPCA) has joined forces with Which? Trusted Traders – an endorsement service that aims to help consumers recognise and connect with reputable tradespeople in their area.

The BPCA believes the move toward joint endorsement will have far-reaching benefits for its fast-increasing number of members and is urging them to take advantage of a special introductory offer.

Simon Forrester, chief executive of the BPCA, said, "Which? is the largest consumer body in the UK and their Trusted Traders scheme provides a vital service.

"When people want a tradesman they can have confidence in, they can simply go on to the website and look through the database to find one in their area.

"Which? Trusted Traders has a rigorous assessment process so, by taking part in the scheme, our members will receive an independent endorsement of their professional credentials.

"It will give them an edge in what is a competitive industry and help them stand out from the crowd."

Mr Forrester says BPCA's collaboration with the Which? Trusted Traders scheme will help increase confidence in the pest control industry.

He says it will also provide members with access to specialist advice and legislative guidance.

He added, "We're delighted to have created this exclusive relationship with such a reputable brand.

"Our members are quality businesses keen to provide the most professional service possible and I'm convinced working with Which? Trusted Traders will help them to achieve that."

Stephen McCluskey, managing director of Which? Trusted Traders, said, "Consumers lack confidence when it comes to choosing a trader and that's why we're pleased to be working with the BPCA.

"The partnership will help reassure consumers and encourage even the very best pest control businesses to improve their service."

The BPCA has promised to provide further information on the scheme to its members later this month, including the benefits and the overall vision for the collaboration.

BPCA members who wish to join Which? Trusted Traders can call (01179) 812921, quoting the code TTBBPCA or visit the website at which.trustedtraders.co.uk



Your guide to the pest control 2015 training dates

Killgerm Training run courses nationwide offering different types of courses for different levels of experience and knowledge. Details of all course dates and locations are available online at www.killgerm.com/pest-control-training-calendar; there is also a full list in the Killgerm catalogue on pages 227-229. For further information or to book your place on a course call 01924 268445 or email training@killgerm.com.



To book visit www.killgerm.com

Salisbury

Bretton

Nr Newmarket

23 Sep 2015

14 Oct 2015

12 Nov 2015

SAFE USE OF ALUMINIUM PHOSPHIDE FOR VERTEBRATE CONTROL

A classroom and field-based training course in preparation for separate assessment by City & Guilds or other awarding body.

COURSE CONTENT:

- > Legislation and safety
- > Practical control methods

WHO SHOULD ATTEND?
Anyone looking to obtain the Level 2 Safe Use of Aluminium Phosphide for Vertebrate Control Qualification.

Award: Killgerm® Certificate
CPD Points: Awarded as appropriate

Please note you will need to contact an appropriate assessment centre to arrange your assessment.



OSSETT

29th Sept 2015

FLY CONTROL ON WASTE MANAGEMENT SITES

We generate about 177 million tonnes of waste every year in England alone. With the move towards a 'zero waste economy' waste management sites are springing up all over the UK.

Lack of knowledge and experience amongst the operators and pest controllers has led to some alarming fly infestations.

Course content:

- > The need to monitor
- > Distribution of flies
- > Treatment methods

Who should attend?
Pest control operators who would like to know more about managing fly monitoring and control on waste management sites.

Award: Killgerm® Certificate
CPD Points: Awarded as appropriate



full list in the Killgerm catalogue on pages **227-229**

Ossett

Birmingham

Bristol

20-21 Oct 2015

29-30 Sept 2015

7-8 Oct 2015

BIRD CONTROL

THEORY

Course content:
Reasons for control
Legislation
Proofing systems
Scaring & Control
Working at heights

Who should attend?
Aimed at people with little or no experience of bird control.

Award: Killgerm® Certificate

CPD Points: Awarded as appropriate

PRACTICAL

Course content:
Principles of surveying / costing
Practical installations of all bird control systems.

Who should attend?
Aimed at people with little or no experience of bird control.

Award: Killgerm® Certificate

CPD Points: Awarded as appropriate

OSSETT

10 Nov 2015

SELLING AND MARKETING BIRD CONTROL

COURSE CONTENT:

- > Reasons for control
- > The survey
- > Practical survey
- > Costing & pricing
- > Proposals
- > Quotation & objectives
- > Delivery of service

WHO SHOULD ATTEND?
Anyone selling bird control.

AWARD: Killgerm® Certificate
CPD POINTS: Awarded as appropriate



PESTRRAIN 2015 TRAINING DATES



Bespoke courses can be arranged and group booking for small number events can be delivered email oliver@pesttrain.co.uk

Qualification	
RSPH 5 Day*~ Exam included	14 th -18 th September & 9 th -13 th November
RSPH 3 Day*~ Exam included	7 th -9 th October
Safe Use Aluminium Phosphide*~	9 th September & 1 st October
Effective Rodent SGARS*~	10 th & 30 th September, 20 th October, 19 th November & 7 th December
Wasps	TBA
Seasonal Insects	TBA
Multi Occupancy Insects	TBA
Managing and preventing Feral Birds	13 th October

To book visit www.pesttrain.co.uk

NPTA 2015 TRAINING DATES



To book visit www.npta.org.uk

Courses	2015 Dates
Eastern Training Day	Wednesday 30th September 2015
PestTech Exhibition	Wednesday 4th November 2015



Thursday 24th September	RSPH level 2 Award in the safe use of Rodenticides
Friday 25th September	RSPH Level 2 Award in Pest Management exam RSPH Level 2 Certificate in Pest Management Assessment
Thursday 1st October	The Application of Aluminium Phosphide -Phostoxin or Talunex for Vertebrate Control
Friday 2nd October	Aluminium phosphide City and Guilds NPTC assessment
Thursday 15th October	RSPH level 2 Award in the safe use of Rodenticides
Thursday 5th November	Wildlife Aware
Day 1 12th November Day 2 13th November Day 3 19th November Day 4 20th November Day 5 26th November Day 6 27th November Day 7 3rd December	RSPH Level 2 Award in Pest Management RSPH Level 2 Certificate in Pest Management
Friday 4th December	RSPH Level 2 Award in Pest Management exam RSPH Level 2 Certificate in Pest Management Assessment
Thursday 10th December	The Application of Aluminium Phosphide -Phostoxin or Talunex for Vertebrate Control
Friday 11th December	Aluminium phosphide City and Guilds NPTC assessment
Thursday 17th December 2015	RSPH level 2 Award in the safe use of Rodenticides

To book visit www.pestcontroltraining.co.uk or call **0800 611 8140**



To book visit www.bPCA.org.uk

Courses	2015 Dates	Venue	Member cost (exc-vat)	Non-member (exc-vat)
Modular Pest Control Course	4 June - 3 July 24 September - 23 October	BPCA Offices, Derby North, Venue - TBC	£725	£925
General Pest Control Course (Residential)	13-18 September 13-18 December	University of Warwick, Coventry Crowwood Hotel, Glasgow, Scotland South, Venue - TBC University of Warwick, Coventry	£920	£1095
Bed Bug Control	29 September	BPCA Offices, Derby	£165	£195
Urban Bird Control and Management	16 November	BPCA Offices, Derby	£185	£215
Starting Out in Pest Control	4 September	BPCA Offices, Derby	£165	£195
How to Sell in the Pest Control Industry	13-14 November	BPCA Offices, Derby	£300	£365

BPCA 2015 TRAINING DATES

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STEP THREE...

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<p>16 SEPT</p>   <p>LEEDS</p>	<p>30 SEPT</p>   <p>EDINBURGH</p>	<p>07 OCT</p>   <p>HULL</p>	<p>21 OCT</p>   <p>HAMPSHIRE</p>
<p>22 OCT</p>   <p>CARDIFF</p>	<p>28 OCT</p>   <p>BOCKING</p>	<p>18 NOV</p>   <p>BIRMINGHAM</p>	<p>19 NOV</p>   <p>DERBY</p>



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