

# PCN

**PEST CONTROL NEWS®**

THE MAGAZINE FOR THE PEST CONTROL INDUSTRY



ISSUE **135**

**Friend, not foe:  
spiders in the context  
of pest control.**

**6**

We look into the most common spiders encountered in houses, garages and gardens by pest controllers.

**Introducing  
the Qualis IP**

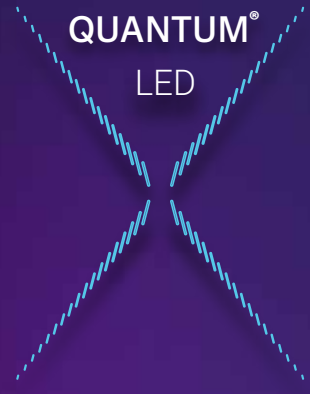
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glue boards in Wales.**

**26**

The Agriculture (Wales) Act 2023, which was given Royal Assent on 17th August 2023, includes banning the use of rodent glue boards in Wales from 17th October 2023.



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## Scotland encounters 'dive-bombing' seagulls

**A town in Scotland has had increasing number of reports regarding aggressive seagulls stealing food from shops and out of people's mouths.** Residents in Dumfries have encountered the gulls 'dive-bombing' people eating their fish and chips and been spotted wandering into an Iceland supermarket to steal food. Seagull nesting season typically runs from May-June until chicks are born. The birds use swooping attacks to fend off what they see as threats to their eggs and young. Despite the complaints, councils have no statutory duty to take action against gulls and they are limited to what they can actually do, as they are a protected species. Some put spikes on schools to try and protect pupils but it is an offense to disturb any nesting birds, unless they are causing a public health concern.

## Japanese firm develops a solution against mosquitoes without the use of insecticides.

The Japanese cosmetics and chemicals company Kao has developed a new technology to eradicate mosquitos, without using pesticides following on from the ongoing research that suggests there is growing resistance in mosquitoes to insecticides.

Based on the company's earlier study in 2020 that a mosquito cannot land on human skin when its legs are coated in silicone oil, Kao focused its attention on surfactants – chemical compounds which can reduce the surface tension between two liquids – on the hypothesis that the flight behaviour of the insect could be altered by wetting its body and wings.

An aqueous surfactant solution that rapidly coats the wings and body of a mosquito can prevent it from flying and knock it down, Kao found. This solution developed can stick to the wings and body of a mosquito, preventing it from flying. Additionally, the solution can block spiracles – small openings on the abdomen of the insect that allows it to suck in air – and prevent the mosquito from taking in oxygen.

The use of water-based surfactant solutions employs a completely different mechanism from conventional insecticides, Kao said.

"Mosquitoes depend on the ability to repel water from their body to survive, so it is expected that mosquitoes will not readily gain resistance to the physical mechanism of wetting their body that effectively causes their death."



## Deadline Pyrethrum Range Gains HACCP Approval

**Insecticide products are often quite controversial. Many of the active ingredients are persistent in the environment (particularly within water) and carry a threat to non-target species long after the initial reason for treatment has been controlled. In the hands of a trained, professional pest controller, these risks are greatly mitigated through intelligent use – though the core risks are always there.**

This is our 'why' for creating our Pyrethrum based range of products, we wanted to reduce these risks at source by creating products that utilise materials that won't linger in the environment, that are ready to use (and removing the risks associated with over dosing) and that reduce risk to non-target species when compared to some other insecticidal products – and as a result help to protect the pest controller from creating unwanted side effects when completing treatments.

With this in mind, we are delighted to announce that all the products in our Pyrethrum range (Deadline PyDust, Deadline PySpray and Deadline PyFog) have all gained HACCP approval. HACCP certification means that these products are now recognised as suitable for use in food and beverage facilities that operate a HACCP based food safety programme.

This will provide new opportunities for treatment within food manufacturing facilities that pest controllers didn't have access to before.

**USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE**

## Mosquito borne diseases are becoming an increasing risk in Europe

**Mosquitoes that carry viruses like dengue and chikungunya have moved into new parts of Europe, increasing the risk of illness, top experts warn.**

The increased risk comes from a change in climate as European countries are facing more frequent heatwaves and flooding, and longer, warmer summers, which in turn has created more favourable conditions for mosquitos.

Better measures are needed to put into place, otherwise more illness and deaths from mosquito-borne diseases are likely, experts say.



## Syngenta appoints new Digital Solutions Lead for pest management

**Syngenta has appointed leading pest industry specialist, Gary Nicholas, as the company's PPM Digital Solutions Lead.**

His appointment comes at an exciting time for Syngenta as it brings the company's innovative pest monitoring system to the market, offering a reliable and affordable solution for pest control businesses and their customers.

Gary has a wealth of experience and practical application of pest monitoring technology around the world. His new role further expands the Syngenta Professional Solutions team and is pivotal in the company's ongoing support for the pest control industry.

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➤ Balancing performance and environmental impact

➤ Breaks the cycle of resistance

# Friend, not foe: spiders in the context of pest control

Danniella Sherwood  
Newsletter Editor and Trustee, British Arachnological Society

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Spiders have captured our imaginations since prehistory. These eight-legged animals are unique in their presence of highly-specialised spinnerets from which they weave their tell-tale web. They are the most diverse arachnids, currently more than 51,000 species are known (World Spider Catalog 2023). Arachnophobia is undoubtedly one of the most prevalent phobias worldwide, and this is no less the case in the United Kingdom. However, Britain's native spiders and almost all of its long-term invasive species do not have bites medically significant to humans. Even the much-maligned Noble False Widow Spider (*Steatoda nobilis*) - which does have a venom which can be medically significant but not deadly - will only bite in defence (usually when involuntarily pushed against skin through being trapped in clothing or rolled onto in bed).

In spite of this, many people are anxious or even frightened of spiders of any kind, especially large species such as the various species of Large House spiders (genus *Eratigena*). Spiders are not a pest, unlike some insects and mammals. They will not bore into the wooden frames of a building and threaten its integrity. They cannot fly, nor will they actively seek out and attack humans. Nonetheless, their unique appearance continues to provoke strong fear and disgust in millions of people, a problem not helped by sensationalist press coverage, which often contains factual errors and misinformation. The purpose of this article is to familiarise the reader with a small number of the most common spiders encountered in houses, garages, and gardens in Britain. These species are likely to be encountered frequently by (or by enquiry to) pest control professionals. In exceptionally rare cases, spiders may be encountered that are undoubtedly foreign in origin (e.g. huntsman spiders or tarantulas), in which case it is essential to contact an arachnologist for a second opinion. In these cases, once a spider is safely contained in a sturdy box, jar or pot, it can be transported to an appropriate facility or expert for proper identification.

#### Large House spiders (*Eratigena* spp.)

These spiders (Fig. 1) are particularly visible in houses in the autumn, during their breeding season. Frequently, large males (which wander in search of a mate) can be found trapped in bathtubs. *Eratigena* are probably the group of spiders most feared in the UK, due to their size and skittishness, despite not having a medically significant venom. The identification of Large House spiders at a general (non-species) level, in comparison to the similar but smaller *Tegenaria* (see below), can be achieved by observing the legs, which should be all one colour (uniform) and without pattern. However, individual species (i.e. *E. atrica*, *E. duellica*, *E. saeva*) are identified by examining the genitalia and comparing them to the technical literature.



#### Common House Spider (*Tegenaria domestica*)

Another species common in human habitation, adults of *T. domestica* (Fig. 2) are much smaller than those of the genus *Eratigena*. Nonetheless, it is found in virtually all households, and its ubiquity in proximity to humans meant it was one of the first spiders ever scientifically described, by Carl Clerck in 1757. All British species of the genus *Tegenaria* have annulation (black or brown banding) on the legs, which separates them visually from *Eratigena*.



#### Garden Spider (*Araneus diadematus*)

An easily recognised species (Fig 3), one of several *Araneus* species in Britain. Without doubt, the most commonly encountered orb-weaving species in British gardens. The spiderlings are yellow with black markings at the rear of the abdomen (Fig. 4), radically different to the adults.



This species does not thrive indoors, any specimens not found outside will inevitably have been brought indoors accidentally.

#### Cellar Spider (*Pholcus phalangioides*)

Often alternatively called the Daddy Long-legs Spider (Fig. 5), *P. phalangioides* is very common in homes, garages, and other buildings. They primarily eat other spiders, including Large House spiders (Sherwood, 2019) and a false myth perpetuated is that they have an extremely toxic venom but inadequate fangs to envenomate human beings. In actuality,

they do not possess such a venom and are harmless to humans.

#### Mouse Spider (*Scotophaeus blackwalli*)

A relatively small and dark-coloured species found not uncommonly wandering in houses (Fig. 6). Unlike some other spiders from another family which share this common name in Australia, *S. blackwalli* is harmless to humans. Its velvet-like appearance and the tubular shape of its spinnerets are useful hints to identify this species by eye when encountered in the home.

#### Noble False Widow Spider (*Steatoda nobilis*)

The Noble False Widow Spider (Fig. 7) is invasive in the United Kingdom, although it has been established here for more than a century, entering as a stowaway through goods at ports. They do possess a medically significant venom and bites can cause secondary bacterial infection, but no fatalities are recorded in the medical literature. However, they are timid and will only bite if crushed or otherwise pressed against human skin. Anyone with a suspected bite should contact appropriate medical professionals for a diagnosis, although it should be noted that cases of bacterial infection by other means (e.g. cuts, insect bites and puncture wounds) are occasionally misattributed as *S. nobilis* bites. Any spider found near the wound at the time of the bite should be retained for expert identification.

#### Summary

The above are just a handful of the more than 600 species of spiders which are native or have been established long-term in Britain. Detailed information can be found in the field guide Britain's spiders (Bee, Oxford & Smith, 2020). If in any doubt about identification of a spider, especially if strongly suspected to be foreign in origin, it is advised to contact an arachnologist. Find out much more about our native spiders and the work we do at the British Arachnological Society by visiting our website: <https://www.britishspiders.org.uk>

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- Sherwood, D. (2019) Some notes on araneophagy and other feeding trends in *Pholcus phalangioides* (Fuesslin, 1775) (Araneae: Pholcidae). Newsletter of the British Arachnological Society 145: 6–7.
- World Spider Catalog (2023) World Spider Catalog, version 24.0. Natural History Museum, Bern, online at: <https://www.wsc.nmbe.ch>
- Fig. 1:** *Eratigena saeva*, one of the species of Large House spider found in Britain. © Geoff Oxford.
- Fig. 2:** *Tegenaria domestica*, the Common House Spider. © Geoff Oxford.
- Fig. 3:** *Araneus diadematus*, the Garden Spider. © Nicholas Venner, CCO 1.0.
- Fig. 4:** Spiderlings (young) of *Araneus diadematus*. © Martin Cooper, CC BY 2.0.
- Fig. 5:** *Pholcus phalangioides*, the Cellar Spider. © Geoff Oxford.
- Fig. 6:** *Scotophaeus blackwalli*, the Mouse Spider. © Geoff Oxford.
- Fig. 7:** *Steatoda nobilis*, the Noble False Widow Spider. © Martin Cooper, CC BY 2.0.



# Utilising SEO for Local Marketing: A Guide for Small Business Pest Controllers

As a small business pest controller, you understand the importance of reaching your local target audience effectively. In today's digital age, having a strong online presence is essential for attracting potential customers and growing your business. Search Engine Optimization (SEO) is a powerful tool that can significantly improve your local marketing efforts and help you stand out in a competitive market. In this blog post, we will explore the key strategies and techniques to utilise SEO for your small pest control business and drive more local customers to your website.

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**Local Keyword Research -**

Identify and target the specific keywords that potential customers are likely to use when searching for pest control services in your area. Utilising keyword research tools, such as Google's Keyword Planner, can help you find relevant and high-traffic keywords. Incorporate these keywords naturally into your website's content, meta tags, headings, and URLs.

**Optimise Your Website -**

Ensure that your website is well-optimised for both search engines and users. Make it mobile-friendly, as many people search for local services on their smartphones. Improve page load speed and user experience to reduce bounce rates and improve search rankings.

**Create Location-Specific Content -**

Produce valuable and informative content that is relevant to your local audience. This could include blog posts, articles, or videos that address common pest-related issues specific to your area. Engaging content not only attracts potential customers but also encourages other websites to link back to your site, which can boost your SEO ranking.

**Local Business Listings and Citations -**

Claim and optimise your business listings on various local directories and review platforms like Google My Business, Yelp, and Yellow Pages. Ensure that your business name, address, and phone number (NAP) are consistent across all platforms. Encourage satisfied customers to leave positive reviews, as they can enhance your local reputation and search rankings.

**Utilise Local Structured Data Markup -**

Implement local structured data markup on your website to provide search engines with specific details about your business, such as address, phone number, operating hours, and customer reviews. This can increase your chances of appearing in local search results and Google's Knowledge Graph.

**Backlink Building -**

Earn high-quality backlinks from local sources, such as other businesses, local organizations, and community websites. Networking with other businesses and engaging in local events can help you establish connections and acquire valuable backlinks.

**Social Media Engagement -**

An active social media presence can contribute to your local SEO efforts. Engage with your local community, share your content, respond to comments and messages promptly, and use relevant local hashtags. Social signals can indirectly influence your search rankings.

**Monitor Analytics and Performance -**

Regularly monitor your website's analytics to track the effectiveness of your SEO efforts. Analyse key metrics like organic traffic, bounce rate, conversion rate, and keyword rankings. Use this data to refine your strategies and focus on what's working best for your local market.

In conclusion, incorporating SEO into your local marketing strategy can significantly enhance your online visibility and attract more local customers. By performing local keyword research, optimizing your website, creating valuable content, and engaging with the local community, you can steadily improve your search rankings and grow your business in a competitive marketplace. Stay consistent, be patient, and continuously adapt your SEO approach to stay ahead of the competition and drive long-term success.

## Unravelling Threads: The New Social Media Platform

In the world of social media marketing, staying ahead of the curve is crucial for pest controllers looking to expand their reach and grow their business. Enter "Threads," the latest social media platform.

**Understanding Threads -**

Built by the team behind Instagram and Facebook, Threads is a new social media platform created for sharing media updates and joining public conversations. As a pest controller, this platform offers you a unique opportunity to connect with a highly targeted audience interested in pest management solutions. Threads functions as a virtual community hub, allowing users to share industry-specific insights, engage in discussions, and showcase their expertise.

**Building Your Threads Profile -**

To get started on Threads, you can create a profile via your professional Instagram profile. From there, you can create your threads profiles, adding relevant information regarding your business.

**Showcasing Your Expertise -**

Threads offers various formats for sharing your expertise and knowledge within the pest control industry. You can create and share informative posts, insightful articles on pest management techniques. Demonstrating your expertise on the platform will establish you as a trusted authority and go-to resource for pest control solutions.

**Engaging with the Community -**

Through Threads you can participate actively in discussions, respond to comments and messages promptly, and provide helpful advice to users seeking pest control insights. Building strong relationships within the community can lead to word-of-mouth referrals and valuable connections with potential customers.

**Collaborating with Influencers and Industry Experts -**

Threads provides an excellent opportunity to collaborate with influencers and industry experts in the pest control domain. Partnering with well-respected figures can give your brand a credibility boost and introduce your services to a broader audience. Reach out to influencers to explore potential partnerships and cross-promotion opportunities.

**Tracking Performance and Measuring Success -**

As with any marketing strategy, tracking performance and measuring success is essential. Threads offers analytics tools that allow you to monitor the engagement on your posts, follower growth, and the impact of your marketing efforts. Analyse this data regularly to refine your content strategy and optimize your marketing approach.

With Threads, pest controllers have a fantastic opportunity to capitalise on a new social media platform. By establishing a strong presence, showcasing expertise, engaging with the community, and leveraging innovative features like Challenges, you can take your marketing efforts to new heights and connect with a highly targeted audience interested in pest control solutions. Embrace Threads as a powerful addition to your marketing toolkit and stay ahead in the competitive world of pest control services.

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# Introducing the Qualis IP

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**1. Jacob, you, and your team have been leading the development of the Chameleon® Qualis IP LED fly control unit. Could you please tell us a little bit more about this project?**

The predecessor model Chameleon® 1x2 IP had to be discontinued, as the IP-rated lamp holder, which has previously been used for this model, is no longer available. Nevertheless, there is still a demand for an IP66-rated fly control unit.

Therefore, we wanted to fill the gap and offer a future-proof IP rated LED model.

The Chameleon® Qualis IP takes on the same aesthetics and slim design as the regular Chameleon® Qualis and fits nicely into the existing LED range.

**2. What makes this new unit so special?**

The special feature of this particular LED unit is its IP66-rating. Currently, PestWest is the only manufacturer offering an LED fly control unit with this rating.

In general, an IP rating is a measure of how well an enclosure can keep out foreign objects and liquids. In this case, it means that the enclosure is completely dust-tight and can resist water projected from high-pressure water jets, so there won't be any issues when the unit is situated somewhere with regular hose-pipe-cleaning or Jet Washing.

The smaller lamp holder (compared to the predecessor model) allowed us to build a slimmer, more appealing trap.

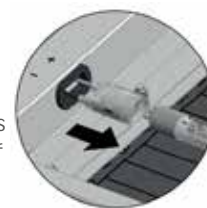
**3. In which environments could this unit be used on site?**

The Chameleon® Qualis IP can be used anywhere this kind of rating (IP66) is required by the client. Made of 304 grade steel, the unit can withstand corrosion and is very suitable for damp environments e.g., dairies, abattoirs, and industrial kitchens or within pharmaceutical or food manufacturing.

**4. Very good. In comparison to the predecessor model, which advantages does the Chameleon® Qualis IP offer to the PCO users?**

We created this unit with user-friendliness in mind, aiming to offer even more ease of service.

When changing the tubes within the predecessor model, you had to grasp each of the tubes with one hand and unscrew the white waterproof cap anticlockwise with the other hand, until the tube could slide free from the lamp holder. Extra care was needed to be taken when removing each waterproof cap to ensure that its rear, red rubber water-sealing ring did not become displaced and remained on the lamp holder body. Therefore, we have taken the feedback on board that the screw caps could be difficult to fasten up again and built the Chameleon® Qualis IP with a lamp holder that just slides in:



This is a lot less time consuming, plus the tube change only needs to take place every 3 years, instead of annually. In addition to that, the new unit does not have a catch tray, which could be awkward to empty and clean when working on a ladder. To avoid any insect fragments falling out, the dedicated glue board comes with a fold at the bottom.

Overall, it's a new and improved version!

**5. So, to clarify, which consumables can be used for this unit?**

The Chameleon® Qualis IP utilises 2x Quantum® X LED tubes, as well as a new, dedicated LED glue board made of plastic. However, the current LED range glue board (made of cardboard) would also fit, so it depends on the intended area of usage and the humidity level on site.

**6. Which units are next on the development schedule?**

In the second half of 2023 we will focus on the development of a suspended, double-sided unit, as well as an EFK LED killing grid unit.

Over time, our intention is to phase over our entire fluorescent range to LED models – stay tuned!

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# Weed control on hard surfaces - does it have a place in public health pest control?

Weed control? No, not a typo, we really are getting in a tangle at PCN over those green broad-leaved things that grow at pavements, tarmac, kerb edges, road gulleys, pathways and so on.

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**Reasons for control**

Taken from the CRRU UK CODE OF BEST PRACTICE: Best Practice and Guidance for Rodent Control and the Safe Use of Rodenticides -

**Removal of harborage**

In order to deter rodent infestations, sites should be cleared of all debris, rubbish, old machinery and equipment, unwanted stores of straw and hay, etc. Vegetation should be cleared around buildings and immediate surroundings to provide an open perimeter, so that natural predators can take rodents. If possible, areas around buildings may be laid to concrete, or another hard surface, to prevent rodent burrowing.'

Further references in the code are:

**Harborage**

Within and around buildings the availability of a wide range of materials will provide habitat for rodents. The following will encourage the presence of rodents:

**• natural vegetation cover'**

Point 1 of the CRRU code is 'Always have a planned approach'. A key part of this planned approach is: 'Environmental changes which could be made to reduce the attractiveness of the site to rodents should be noted for implementing after the treatment. Usually this will involve rodent proofing and removing rubbish and weeds that provide harbours and cover. However, the site should not be cleared before treatment since this will disturb the rodent population and make bait acceptance more difficult to achieve.

**An opportunity?**

While the clearance of weeds is often made as a recommendation to the customer, why don't we (pest controllers!) offer to do the work instead – potentially by applying a professional use herbicide. (Note of course that herbicide use, like rodenticide or insecticide application, should be part of an integrated plan – think Integrated Pest (Weed) Management!)

**What weeds are we talking about?**

These can be dandelion, annual meadow grass, creeping buttercup, chickweed, rosebay willowherb and ragwort. Experience / training in identification is important in this line of work, as it is in rodent control and insect control.

**Methods of weed control**

Remember that weed control, just like rodent and insect control, needs to be an integrated approach. Non-chemical measures should be integrated with use of appropriate herbicides. An alternative word to 'non-chemical' is 'cultural'.

**Cultural methods of weed prevention and control on hard surfaces are:**

Maintain surfaces to be free of cracks and crevices – expensive and time-consuming but does prevent weed establishment longer-term

- Change surface from block / crazy paving to tarmac to reduce chance of weed growth
- Brushing / sweeping – physical removal of visible foliage and debris that may support plants. Does not remove deep-rooted perennial weeds, only the top vegetation. Limitation is access due to parked vehicles and corners in paving. Needs to be followed up with clearing away the debris.
- Install curved corner kerbs to ensure all road gully areas can be effectively swept.
- Thermal (hot foam, weed burners, steam, hot water) – only kills the top part of the weed thermally. Costs and impact of greenhouse gases are a consideration. Need to remove dead plant tissues.

**Herbicide use**

The most suitable systemic action total / non-selective herbicide, for direct application (foliar application) to weeds on hard surfaces, is glyphosate.

A key message when using glyphosate is to ensure spraying takes place only when weeds are actively growing (normally March to October) and is confined only to visible weeds,

including those in the 30cm swath covering the kerb edge and road gully – do not overspray drains.

At the time of year you will be reading this, the 'season' is coming to an end. However, think about being prepared for next season!

There are similarities with insecticide application –

- applying the herbicide according to label directions
- treating the target species
- calculating the amount of product needed
- using correctly calibrated knapsack / handheld sprayers
- wearing appropriate personal protective equipment
- considering COSHH assessments and risk assessments
- having correct training and plans
- ensuring pesticide storage facilities are adequate
- applying the product in conditions that pose the least risk
- integrating with other control measures

**Training required for professional-use herbicides**

A recognised certificate of competence is required in order to use professional use herbicides. Legislation requires anyone who uses pesticides in the course of employment or business to have received adequate instruction and to be competent in the duties undertaken. This requirement applies to both the safe use and handling of pesticides and the application method(s) used including sprayers.

To some, the most familiar training / certification may be holding a PA1 & PA6. Now, this is called a Level 2 Award in the Safe use of Pesticides. The mandatory unit is PA1 Principles of Safe Pesticide Application. Then application unit 6 is needed, which is 'PA6 Hand held pesticides applicators'. This training leads to an industry recognised qualification from NPTC or Lantra.

In most cases, each person will need to undertake the Foundation module (PA1) plus a relevant application module. Assessment for the recognised Certificate of Competence takes place at a different time. PA1 assessments are taken as an online test, approx duration one hour.

**Typical course content****PA1**

- Legislation
- Interpreting product label information
- Personal Safety and contamination
- Pesticide and container storage
- Disposal
- Record Keeping
- Environmental Factors

**PA6****Course Coverage**

- Applicator set-up Nozzles
- Read and interpret labels
- Calibration and calculation
- Equipment
- Environmental Risk Assessment
- Application of pesticide to area
- Cleaning sprayer and PPE Application Records

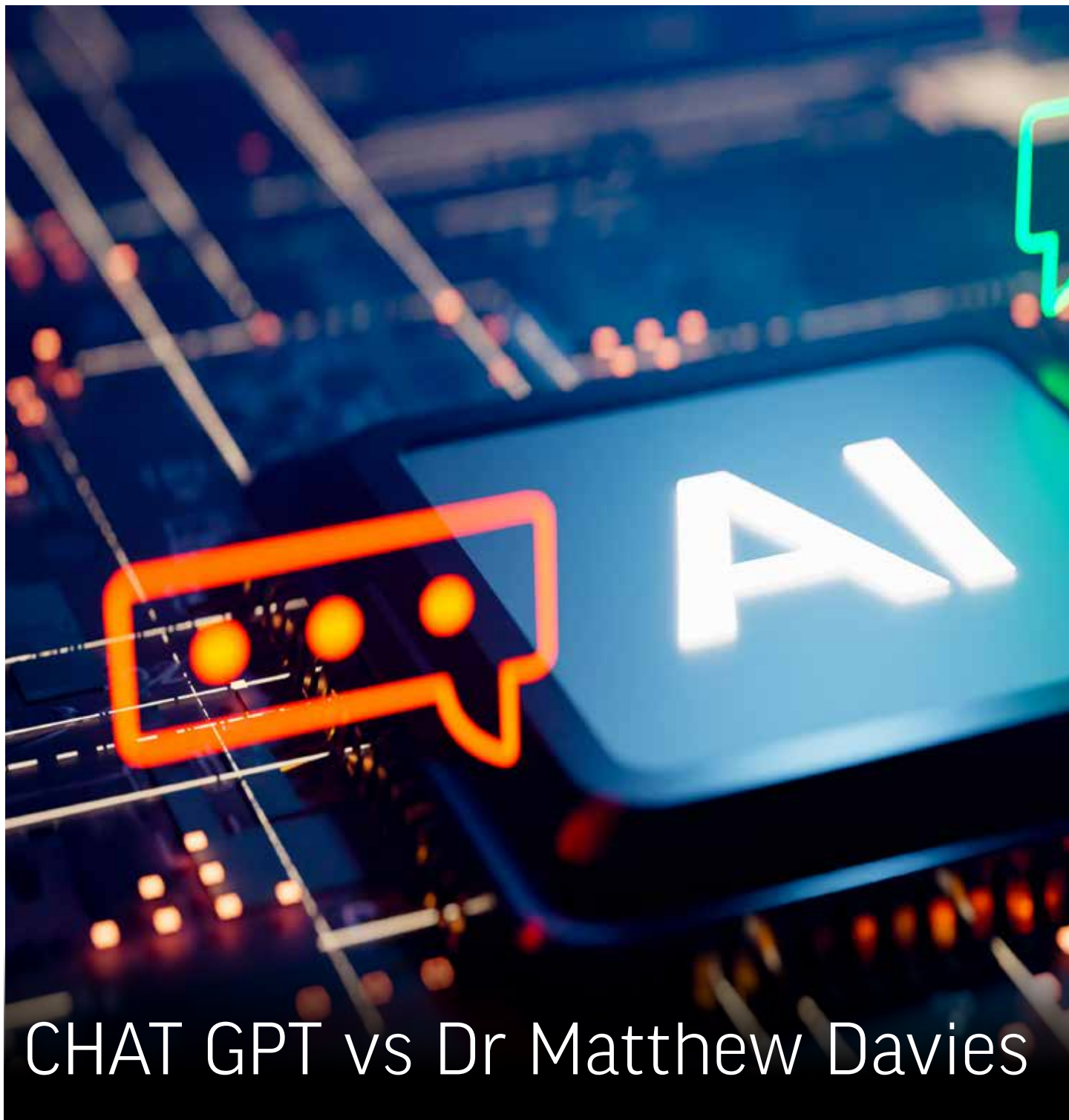
The author of this article remembers taking their practical assessment for the PA6 – spraying a marked out hard surface with water from a knapsack sprayer. It took some calculations and practice to get everything right. There were some nerves on the first test run due to putting pressure on oneself 'well I shouldn't fail this as I've sprayed insecticides before!' Thankfully, with a slower walking speed on the test 'proper', all was well...

**What to look for in a supplier**

It is a legal requirement for a supplier to have a BASIS qualified advisor in place. Specifically, the supplier needs a person with the 'BASIS Certificate of Crop Protection In Amenity Horticulture Hard Surfaces.' If they don't have this, they should not be supplying a professional use herbicide.

**Where to learn more**

The Amenity Forum have good guidance on weed control <https://amenityforum.co.uk/>



# CHAT GPT vs Dr Matthew Davies

Here at PCN, we're intrigued by Artificial Intelligence (AI) and AI 'chat'. Is it useful to professional pest controllers? We caught up with Dr Matthew Davies, from Killgerm's technical department. Dr Matt plugged Chat GPT with some questions and reviews the answers. **Please note that the Chat GPT answers do not represent official approved advice.**

**Q:** Is burrow baiting permitted with cholecalciferol in the UK?

**CHAT GPT:** As of my last knowledge update in September 2021, cholecalciferol-based rodenticides were not approved for use in the UK. Regulations and guidelines regarding pest control methods can change, so I recommend checking with the latest information from the UK's Health and Safety Executive (HSE) or other relevant authorities to determine the

current status and legality of burrow baiting with cholecalciferol in the UK.

**Matthew Davies:** Well, it looks like technical advisors are still in a job! This is a pretty standard question and we get queries about product labels / authorisations coming to our technical support service. The answer is incorrect and the system is out-of-date – September 2021 was the last update. That doesn't work for the fast-moving changes in our industry. I should caveat this by saying we used only the free version. The paid version will be more up-to-date.

I was however impressed that it identified HSE as the relevant authority, so some kudos there

**Q:** What alternatives are there to Ficam D for wasp control in the UK?

**CHAT GPT:** As of my last knowledge update in September 2021, there are several alternatives to Ficam D for wasp control in the UK. Some of these

alternatives include:

1. **\*\*Pyrethroid-Based Insecticides\*\***: Pyrethroids are commonly used for wasp control and can be found in various commercial insecticide products. Examples include products containing active ingredients like permethrin or cypermethrin.
2. **\*\*Diatomaceous Earth\*\***: This is a natural, non-toxic substance that can be used to control wasps. It works by damaging the exoskeleton of insects and dehydrating them.
3. **\*\*Biological Controls\*\***: Certain biological agents, such as nematodes or specific wasp predators, can be used for targeted control of wasp populations.
4. **\*\*Wasp Traps\*\***: Traps baited with sweet substances can help reduce wasp populations in specific areas.
5. **\*\*Professional Pest Control Services\*\***: Hiring a licensed pest control professional can provide effective and safe wasp control using a range of methods tailored to the situation.

Since regulations and product availability may have changed since my last update, I recommend consulting with local pest control authorities or professionals for the most current and effective alternatives for wasp control in the UK.

**Matthew Davies**: I'll be less grumpy this time. So, the good parts first. Good advice regarding pyrethroids as an alternative, although I would have liked more detail – a mention of powders / foams / aerosols / sprays. A shame that there was nothing about formulations.

Yes - a recommendation to hire a professional! I also liked the 'self-awareness' here that the service seems to know some of its limitations i.e., how up-to-date it actually is, therefore recommending expert advice. DE has limited effect and its effective use against some wasp nests is debatable.

Biological controls are not relevant for wasp nests in our industry. However, I'll be critical of my own input here – I simply wrote 'wasp' for my question. There are nematodes and predators for wasp control...just not anything in our industry for the social wasps like *Vespula vulgaris* and *Vespula germanica*. So, a note to be more accurate with questions...I guess the output is based partly on the quality of the input.

**Q**: How do I control pyrethroid resistant bedbugs in the UK?

**CHAT GPT**: Controlling pyrethroid-resistant bedbugs in the UK can be challenging, but there are several strategies you can consider:

1. **\*\*Integrated Pest Management (IPM)\*\***: Adopt an IPM approach, which combines multiple methods for effective control. This may include a combination of chemical, physical, and non-chemical methods.
2. **\*\*Non-Pyrethroid Insecticides\*\***: Since pyrethroid resistance is a concern, consider using alternative insecticides that are effective against resistant bedbugs. These may include neonicotinoids, desiccants, insect growth regulators (IGRs), or other non-pyrethroid chemicals. It's important to follow label instructions and guidelines.
3. **\*\*Vacuuming and Cleaning\*\***: Regularly vacuuming infested areas and cleaning bedding, linens, and other items can help reduce bedbug populations. Be sure to dispose of the vacuum bag or contents properly.
4. **\*\*Heat Treatment\*\***: Bedbugs are sensitive to high temperatures. Professional heat treatment or steam cleaning of infested areas can be effective in eliminating bedbugs and their eggs.
5. **\*\*Freezing\*\***: Extreme cold can also kill bedbugs. You can freeze infested items or areas if feasible.
6. **\*\*Encasement\*\***: Encasing mattresses and box springs in bedbug-proof covers can help prevent bedbugs from infesting these items and make it easier to detect and control them.
7. **\*\*Professional Pest Control\*\***: Consider hiring a licensed pest control professional experienced in dealing with pyrethroid-resistant bedbugs. They can assess the situation and recommend appropriate treatment options.
8. **\*\*Monitoring and Prevention\*\***: Regularly monitor for bedbug activity,

especially after treatment. Additionally, take preventive measures such as sealing cracks and crevices, reducing clutter, and being cautious when acquiring used furniture or items.

Remember, bedbug control often requires persistence and a combination of methods. Consult with a pest control professional for tailored advice based on the specific situation you're dealing with.

**Matthew Davies**: OK, this is an impressive answer. I imagine it is mining the wealth of information on the internet regarding bedbug control. There are of course errors which would constitute illegal use of insecticides. For example, neonicotinoids are not authorised for bedbug control in the UK. 'Other non-pyrethroid chemicals' is a little vague – I hope bendiocarb is not being alluded to as this is no longer available here for bedbug control.

Points 3 – 8 are excellent.

I recommend consulting Killgerm's bedbug manual for more specific advice <https://www.killgerm.com/killgerm-download/bedbug-manual/>

**Q**: How do I control anticoagulant resistant rats in the UK

**CHAT GPT**: Controlling anticoagulant-resistant rats in the UK can be challenging, but there are effective strategies you can consider:

1. **\*\*Non-Anticoagulant Rodenticides\*\***: Since rats have developed resistance to anticoagulant rodenticides, consider using alternative rodenticides with different modes of action. Non-anticoagulant options include bromadiolone, difenacoum, or cholecalciferol (Vitamin D3). Always follow label instructions and guidelines.
2. **\*\*Integrated Pest Management (IPM)\*\***: Implement an IPM approach that combines various methods, such as rodenticides, traps, and exclusion techniques, for more effective and sustainable rat control.
3. **\*\*Trapping\*\***: Snap traps or electronic traps can be effective in capturing rats. Place traps in areas of rat activity, such as along walls and runways.
4. **\*\*Bait Stations\*\***: Use tamper-resistant bait stations to protect rodenticides from non-target animals and to provide a secure feeding location for rats.
5. **\*\*Exclusion\*\***: Seal entry points and gaps that rats use to access buildings. This can help prevent new rats from entering and reduce the population over time.
6. **\*\*Sanitation\*\***: Eliminate potential food and water sources that attract rats. Store food in rodent-proof containers and keep outdoor areas clean.
7. **\*\*Professional Pest Control\*\***: If the rat infestation is extensive or difficult to manage, consider hiring a licensed pest control professional. They can assess the situation and implement effective control measures.
8. **\*\*Regular Monitoring\*\***: Continuously monitor for rat activity even after implementing control measures. This helps ensure that any remaining rats are addressed promptly.
9. **\*\*Rotate Rodenticides\*\***: If using rodenticides, consider rotating between different active ingredients to reduce the risk of developing resistance.

It's important to approach rat control with a comprehensive and persistent strategy. Consulting with a pest control professional who has experience dealing with anticoagulant-resistant rats can provide you with tailored advice and solutions based on your specific situation.

**Matthew Davies**: Hmm, difenacoum and bromadiolone are not non-anticoagulant rodenticides. In fact, these are ingredients that we do have resistance issues with, in certain areas! I do like the 'always follow label instructions and guidelines' comment. I would say that tamper-resistant bait stations are not a resistance-breaking strategy. IPM – trapping, proofing, hygiene, housekeeping and so on are good pointers.

"Rotate rodenticides" is close but I would still point pest controllers to the best advice available – which is that of the Rodenticide Resistance Action Group <https://www.rrag.uk/>

So, overall? Let's use a parent's evening style comment – "must try harder!"



# AI in Pest Control

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Artificial intelligence (AI) can have a significant impact on pest control by enhancing various aspects of pest management. Here are some ways AI can affect pest control:

#### Early Detection:

AI can analyse large amounts of data collected from various sources, such as sensors, cameras, and satellite imagery, to identify patterns and indicators of pest infestations. By using machine learning algorithms, AI can quickly detect signs of pest presence, allowing for early intervention and targeted control measures.

#### Monitoring and Surveillance:

AI-powered systems can continuously monitor and analyse environmental conditions, such as temperature, humidity, and pest activity, to provide real-time insights into pest populations. This enables pest control professionals to implement preventive measures and respond promptly when pest populations exceed the threshold.

#### Predictive Modeling:

AI algorithms can process historical data on pest behaviour, environmental conditions, and control methods to create predictive models. These models can forecast pest outbreaks and help develop effective strategies to mitigate infestations. By considering various factors, such as weather patterns, crop cycles, and pest life cycles, AI can assist in optimizing pest control interventions.

#### Precision Pest Management:

AI can facilitate targeted pest control by mapping pest distribution patterns and identifying high-risk areas. This allows for the precise

application of pest control measures, reducing the need for broad-spectrum treatments and minimizing environmental impact. AI can also assist in optimizing the use of pesticides by determining the most effective dosage, timing, and application methods.

#### Automated Pest Identification:

AI can automate the process of pest identification using computer vision and pattern recognition techniques. By analysing images or samples of pests, AI systems can quickly and accurately identify the species, enabling rapid response and appropriate control measures.

**Tech ed note:** I remain to be convinced by AI insect identification apps...I don't think anything, currently, is a substitute for an experienced entomologist working with physical specimens.

#### Decision Support Systems:

AI can assist pest control professionals by providing decision support systems that offer recommendations based on analysed data. These systems can suggest optimal pest management strategies, taking into account factors like pest biology, environmental conditions, and regulatory requirements.

**Autonomous Pest Control Devices:** AI can be integrated into robotic or autonomous pest control devices to improve their efficiency. These devices can autonomously navigate agricultural fields or other infested areas, detect pests, and apply control measures precisely and selectively. AI algorithms can optimize their movements and actions based on real-time data and feedback.

It's worth noting that while AI can greatly enhance pest control efforts, it should be used in conjunction with human expertise. Professionals with domain knowledge and experience play a crucial role in interpreting AI-generated insights, making informed decisions, and implementing appropriate pest management strategies.



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PEST CONTROL NEWS®

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**SAVE THE DATE!**

8th November 2023 - 6:30pm

**AT ARENA MK, MILTON KEYNES**

**The event will commence after PestTech**

To book your place please contact Sophie Newton on  
01924 268439 or email [editor@pestcontrolnews.co.uk](mailto:editor@pestcontrolnews.co.uk)



# Kit Maintenance – U240 and U260 foggers

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With some new cold foggers / ULV foggers on the market, Pest Control News looks at their maintenance and use as part of our regular 'Kit Maintenance' feature.

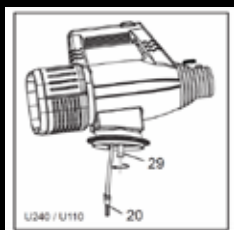
The U240 Airofog professional cold fogger is a mains powered portable ULV applicator, with a simple variable flow control with finger operated dial. The U240 has a fogging distance of approximately 12 meters and produces droplets in the 15-30um range. Supplied with a carrying strap, a range of dosage nozzles, service kit and fitted with a 5 meter cable with UK plug. Can be used with oil and water based products.

- Precise controlled fog particle size for maximum efficiency
- Compact ergonomic design
- Separate filling aperture with wide neck for ease of use
- 5L graduated translucent solution tank
- Designed for professional use

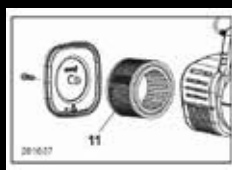
The U260 is similar to the U240 but with an extendable hose, also with a simple variable flow control with finger operated dial, that allows fogging to be carried out in difficult areas.

## Maintenance

The only maintenance required is an occasional cleaning of the liquid filter (20) and the PP filter (29 & 29/1). Remove the filter and

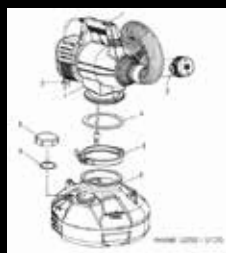


rinse it with running water to remove the clinging particles. Avoid contamination when changing chemicals: Fogging with clean water (or appropriate solvent) through the unit and rinse the tank thoroughly. Periodically check the cleanliness of the air filter (11). If the motor does not 'breathe' a sufficient quantity of clean air, the fogging operation will be inefficient and the motor could be overheated. Check seal, gasket, tube and hose for leakage. Replace if necessary.



## Use

- Remove the closure ring (5) and check the tank (6) is clean. Replace the power head (7), making sure the tank gasket (4) is in place and return the closure ring (5) to its position.
- Pour the solution into the tank (6) then close the filling cap (8), make sure the gasket (9) is in position.
- Before connecting the power plug (3) to a power socket, make sure that:
  - flow control knob (2) on close position



- switch (1) is set to the off position
- Aim the nozzle in the required direction and switch on the appliance.
- Adjust flow control knob for the quantity of product to be distributed.

## Tips

To prevent the motor from being damaged, always keeping the air filter clean and dry without it 'inhaling' mist. When using foam liquid, avoid the foam penetrating the power head (7) to damage the motor. In any case the foam level should be kept lower than the PP filter. Plan your job in a way that keeps the appliance from drawing in fog as little as possible. It is highly recommended to fog in the direction from the treated area through untreated space to exit.

## Stop the appliance

- Always stop the appliance in sequence. Once fogging is complete, close the control knob before switching off the appliance.
- Disconnect the power plug from power socket.
  - Remove residues of solution and empty tank, fogging with warm water.

Before switching off the appliance, always closing the control knob first. This is because the solution tank, under pressure, can make the solution flow back into the motor housing. This damages the motor and leads to solution dripping.



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Ficam® D (the last remaining bendiocarb product) will soon be phased out. The last date of sale in the UK is the 29th July 2024 and the use by date for customers is the 25th January 2025. As a tribute, to a legendary product, Pest Control News looks into the history of Ficam® and its British roots.

#### Background

Bendiocarb was first developed as an active ingredient around the late 1970's, at Chesterfield Park, North Essex. The researchers carried out in-depth laboratory trials and extensive field studies. This work wasn't just in the UK but globally. It was this research, and trial data, that allowed the submission to HSE to feature so many insects named on the label – showcasing its broad-spectrum efficacy.

The now defunct Fisons company, with offices based in Cambridge, gave rise to the name 'FI' and 'CAM' = FICAM. The W and the D are simply the formulation acronyms. Fisons was, eventually, declared to no longer exist once the last division was bought by Rhone-Poulenc in 1997. It was, however, many years before Fisons had sold sectional assets and subsidiaries including Ficam®.

The manufacture of Ficam®D, for sale in the UK market, was undertaken by Bayer Environmental Science and has passed recently to Envu. This will continue until the manufacture ceases as per the above dates. Ficam® has been a mainstay product for over 40 years and we'll mourn its loss. However, as time and the industry move on, the pest arena moves on, pest management professionals will adapt to life without it as we have previously, and it simply opens the scope to work a little differently.

#### Formulation

FICAM® was originally formulated with an inert powder base, a formulation which did not significantly change during the lifetime of the product. Bendiocarb was most effective on hymenopterans (wasps, hornets, ants) and also found to be a great all-rounder. Effective on so many insects – as shown during the extensive trials, therefore truly justifying the broad-spectrum description. This was reflected on the label with numerous named species – a true comfort to the pest controller, with proven efficacy.

Effectiveness on other insect species such as termites, led to additional uses in the US and extended global markets too.

#### How does bendiocarb work?

Bendiocarb belongs to a group of chemicals known as carbamates. They are able to disrupt the enzyme called acetylcholinesterase (AChE). This acts to inhibit acetylcholine (ACh) which is a neurotransmitter.

Acetylcholinesterase ensures normal nerve function, transition, and regulation of electrical impulses. By binding to the enzyme active site, acetylcholine accumulates and then is immediately broken down into acetic acid and choline by AChE whereby the neurotransmitter is no more, therefore cannot transmit nerve impulses. By causing disruption to the nervous system in this way, the result is insect demise.

#### Residuality and toxicity

FICAM® had exceptional residual properties, making it ideal for certain situations like flea treatment. Fleas were also found to be very susceptible to acetylcholinesterase inhibition. The product would stay active for many weeks (up to 12 weeks, anecdotally...possibly longer). Toxicity to humans is relatively low when used at the correct dilution or applied as per the label. Humans can metabolise bendiocarb by 95% in 24 hours – with no long-lasting adverse effects documented. Dogs were also found to be able to metabolise and fully recover. Cats on the other hand are much more sensitive and it is well known that precautions must be taken to remove cats from the treatment area. This is all linked to another feature of bendiocarb, that the effects are reversible in most vertebrates. In fact, acetylcholinesterase is produced by humans too. We produce it for the very same reason insects do – part of regulation of a healthy nervous system.

#### Moving forwards

Envu have K-Othrine Partix (2.49% Deltamethrin) as the most similar product to Ficam that they manufacture. This has an effective level of active ingredient, long residuality and a broad-spectrum label with clear instructions. For wasp and ant treatments there are other powder-based applications available. Unfortunately, pyrethroid-based insecticides can excite insects. Of course, bendiocarb does not have the same excitatory effect on insects as pyrethroids – so this must be considered when carrying out dust applications, as there is a higher risk of being stung by wasps when using a pyrethroid insecticide.

**With special thanks to Clive Boase, whose discussions with PCN guided this article.**

# ID Corner: Tobacco beetle / Cigarette beetle

*Lasioderma serricorne*

Family: Anobiidae

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This beetle owes its name to the fact it is a major pest of the tobacco industry.

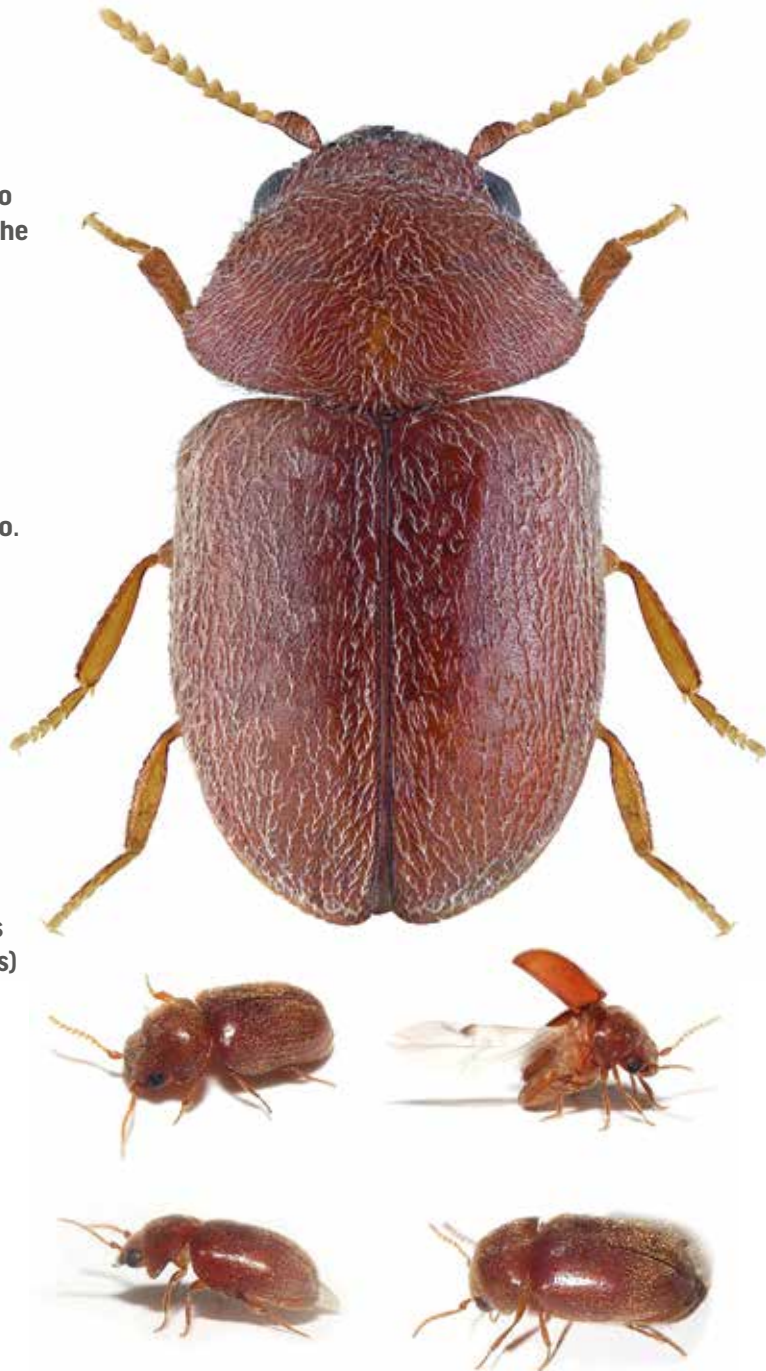
Adult Size: 2-3mm. Its larva is white in colour.

It doesn't only affect tobacco. It is a common pest of plant-based products and derivatives: flours, nuts, beans, cocoa, seeds, rice.

An insect that thrives in warmer / tropical climates. Below 15°C its development is stopped.

This little beetle has wings under the elytra (wing cases) and can fly.

In favourable conditions the life cycle has a duration of 6-8 weeks



Top photo: *Lasioderma serricorne*. Udo Schmidt ©Flickr

Bottom photo: *Lasioderma serricorne*. Kamran Iftikhar ©Wikimedia Commons

# Air rifles for pest control

By Tony Belas

Modern airguns are smaller, lighter and more accurate than ever. This is the Brocock Ranger XR

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There are not as many working activities that are as much fun as shooting a rifle as part of a paying job, but an air rifle makes a surprisingly efficient pest control tool and is comparatively minimal risk - if the shooter follows some basic common sense rules.

I have during my time doing pest control training for the industry, been told that many companies do not use airguns due to safety implications, this is usually told to me by somebody who handles hazardous insecticides and applies rodenticides daily.

So, why an airgun for pest control?

Airguns in the UK are unlicensed, unlike every other type of firearm and so they can be easily bought and used by just about anyone over 18 years of age. The restriction is that to be unlicensed they are restricted in power, and you may have heard mention of 'under 12 ft/lbs'

This restricted power is easily enough for dealing with UK sized pests out to 25 metres, and because of the reduced power they are amazingly quiet (unlike the huge racket a shotgun makes), being inaudible from a few metres away. They also lose energy quickly so the downrange danger beyond the pest is tiny - compared with say a .22 rimfire rifle, and yet, very lethal to the pest as the necessary lightweight pellet deforms very easily, imparting most of the energy into the pest rather than travelling straight through it.

One thing to remember is that unlike a shotgun or firearm, airguns are the power source, so an airgun is effectively always live. This changes the method of handling safely, and although you should always treat any firearm as if they are loaded, with an airgun they kind of really are, so there are some important considerations to keep in mind.

Never point an airgun at anyone, either on purpose or by accident. I teach the shooter to actively keep the muzzle pointing down and away from people passing in front of the rifle. All airguns these days have a safety catch and these need to be used, as well as keeping the trigger finger away from the trigger, in fact it's best to never touch the trigger for any reason apart from when you want the airgun to fire! The trigger finger can then be used as a safety 'flag' showing people nearby that you are safe and your finger is well away from the trigger and consequently less of a danger to them.

Because you really don't know what the status of the rifle is when you get hold of it (and people love to play with guns) it's a great idea to 'clear' the rifle when you first take control of it. This is difficult with many designs of airguns, on a break-barrel airgun you can simply look down the barrel (from the breech please!) but on a precharged (PCP) rifle which

is almost the go-to choice now, this is not possible as the pellet is not visible from the breech so as it does not damage a PCP it's a good idea to carefully fire the rifle into a safe area when taking hold of the rifle. This can be a metal bucket filled with sand or a cardboard box stuffed with old rags. The idea is to never fire a pellet into these safe areas - just to fire a 'clearing' and reassuring blast of air. This should be repeated at the end of the day to make sure the rifle is never accidentally stored in a loaded state.

Killgerm runs a Safe use of Air Weapons for Bird Control course where attendees are taught bird recognition, what the rules are on control and importantly how to set them up, then safely use an airgun. The course lasts a full day with the afternoon used to shoot and train with the latest Brocock airguns. The courses are almost weekly throughout the summer and move around the country. A list of available courses and the costs (which are quite reasonable and include a lunch) can be found here.

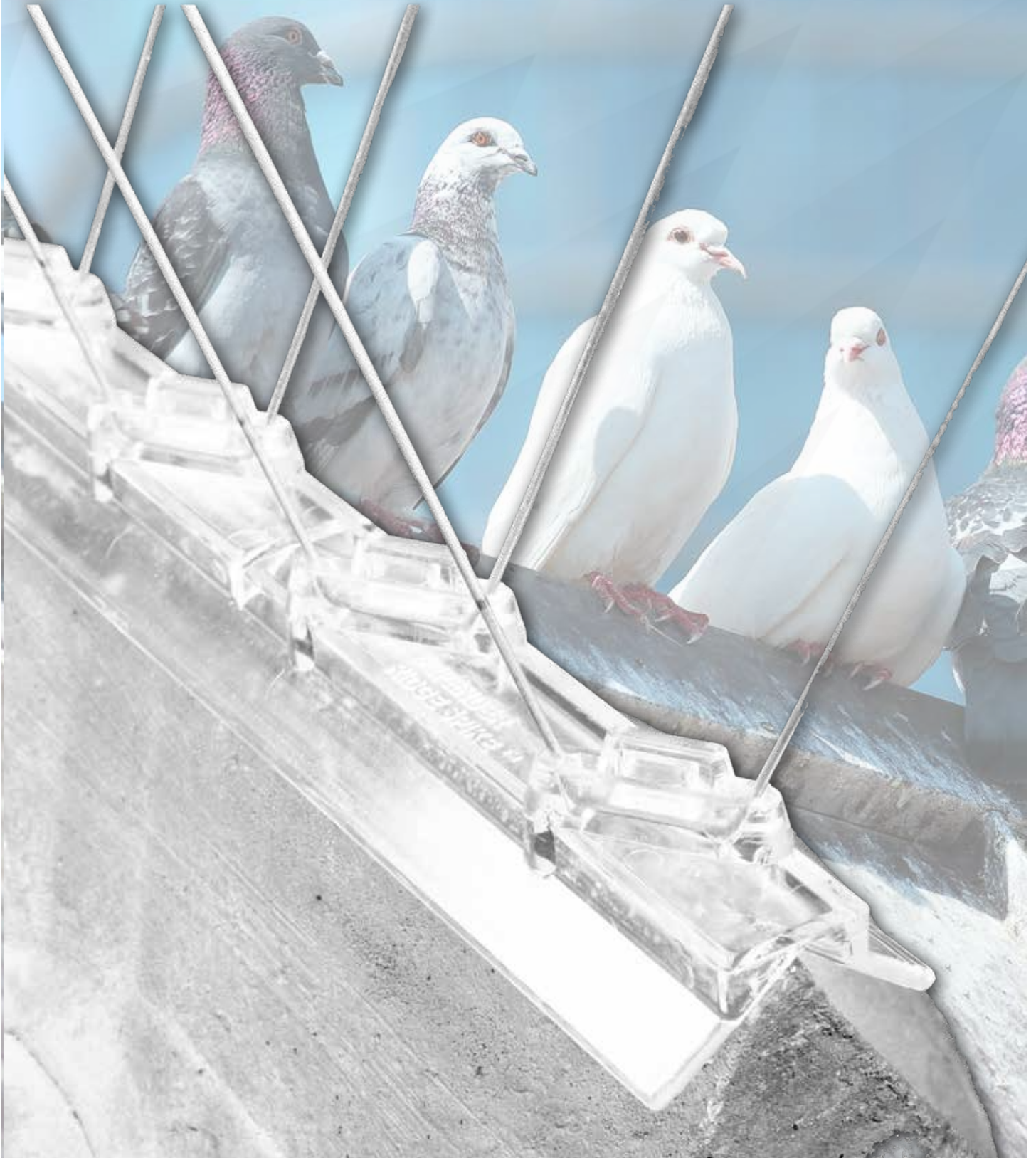
On successful completion of the course a certificate is issued to the employer to allow them to meet the industry needs of attending safety training at least every 5 years. Killgerm have been running these courses for many years and that standard of training is very high, as are the air rifles used which are the latest precharged multi shot airguns. It's also quite an enjoyable way of spending a day and obtaining a useful certification, and there are not so many training courses you can say that about!



Rifles lined up at a course in Reading and trainers ready to train

# Defender Bird Spikes

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## Pest Control News spoke to Jones and Son regarding their Defender bird spikes; learning about the origins of the company, their history and taking a look behind the scenes at how their products are manufactured

### Designed and manufactured in Devon since 1997

Jones and Son are proud to be a British owned company manufacturing bird spikes in the UK Jones and Son, patent, manufacture, supply, and distribute Defender® Bird Spikes from our warehouse in the beautiful county of Devon in the UK.

Great Britain has a strong heritage of design, quality and manufacturing that is recognised worldwide. For us, Defender® Bird Spikes being recognised as a UK brand has been invaluable. We believe that bringing all the elements of the business together in the UK has contributed to our success because we have complete control over every part of the design and manufacturing processes. Our domestic and worldwide customers appreciate and have confidence in products from a UK-based company.

We place great value on the relationships with our customers and trade associates. Not only does manufacturing locally mean the carbon footprint of our products is significantly reduced, we can also cultivate friendly and approachable connections. We make a considerable effort to use local companies wherever possible, from delivery companies, printers, and cardboard suppliers. Each of those is doing their part to support British companies, the economy and each other. The public has become keener than ever to buy British homegrown products and services.

All of the Defender® Bird Spikes range has been designed and patented by David Jones. The spikes are then made to exacting standards in our Devon warehouse, where we can rapidly fulfil all orders whether the orders are local, UK or across the world. The warehouse team assemble all the stainless-steel Defender® Bird Spikes by hand. The pins are pushed individually into the various polycarbonate bases before being carefully rolled up and packed away. The polycarbonate Defender® Bird Spikes are all injection moulded and boxed up straight off the machine by the warehouse team. We have a great video and blog on this - if you would like to know more, watch [How are Defender® Bird Spikes Made?](#)

Being in complete control of every aspect of the product journey means we have full confidence in the quality of the Defender® Bird Spikes range. When Defender products are installed in the UK, we offer a 15-year warranty on all our polycarbonate range of spikes. We use high-performance Durolon polycarbonate, which doesn't become brittle or yellow at extremes of temperature. We offer a 25-year warranty on our stainless-steel bird spikes due to the use of 304 Grade Stainless Steel which has excellent anti-corrosive properties. We even offer 316 Grade Stainless Steel option for those exposed to marine situations.

As a small family business, we are incredibly proud of what we have achieved; Defender® Bird Spikes is the go-to brand for UK pest control companies and is synonymous with quality and reliability. In 2021 and 2022, we received an award for Best Bird Spikes Manufacturer from the SME British Made Awards. We are thrilled to have been recognised for our team's hard work in growing the Defender® Bird Spikes brand.

### The History of Defender® Bird Spikes

Jones and Son Pest Control Supplies Ltd was established in 1997 by husband and wife David and Kursty Jones. David took inspiration from what was around him, much to Kursty's chagrin. She found him one morning still sitting at the kitchen table from the night before, surrounded by all her hairbrushes and clips. All completely broken and deconstructed; however, in the middle of the table, David had created from the bits and bobs the prototype of a Defender® Bird Spike.

At this point, the newlyweds lived in an unassuming flat above a shop in

a North London high street, where Jones and Son Pest Control Supplies Ltd began trading from. It wasn't easy in the beginning; being above shops meant all the boxes of spikes had to be carried up precarious Victorian metal staircases through their flat and stored in the attic. Of course, when an order came in, the boxes had to be brought back down again. As time went on, the pest control part of the business was dissolved, and David and Kursty began to concentrate purely on bird control; they even took to the road and did a series of roadshows around the country for bird control pest technicians. Kursty was pregnant with their first child and seriously considered calling him Spike when he was born; in hindsight, they are glad they were talked out of that one!

At first, the polycarbonate spikes were made by a London-based injection moulding company which worked well while David and Kursty moved around trying to find a place to settle and bring up their growing young family. They went on a family caravan holiday to Devon in 2001, loved it so much they sold their house in under a month and uprooted everything to move to Dartmouth in Devon. It wasn't easy at first, with just David and Kursty running it all and the courier company having to pick up any bird spike orders from wherever David had parked his van the night before.

### Moving to Devon

Finally, David and Kursty found the perfect warehouse in Newton Abbot to put down roots and grow Jones and Son Pest Control Supplies Ltd into what we know today. They realised that they needed to do all the manufacturing in-house to have complete quality control over the products they were selling. They acquired their first injection moulding machine to begin production of their polycarbonate spikes and bases. David was forced to learn about injection moulding and writing and applying for the various patents needed a steep learning curve!

Over the years, they have added more injection moulding machines and now have several modern injection moulding machines by Arburg and KraussMaffei. They are compact, efficient and, most notably to the warehouse staff, quiet! Robots have been added to these machines to make production more efficient, which can pick up, stack, and pack the completed Defender® spikes. David also found a reconditioned Second World War Heenan Froude wire forming machine that originally made components for the anti-aircraft guns that protected London. Jones and Son now use it to bend all stainless-steel wires to size and shape. It was destined for landfill and has turned out to be one of the best investments, as it can churn out over 200 wires per minute.

The staff has grown naturally over the years, for which David and Kursty are very thankful. There is a full warehouse spike assembly team who inserts every wire into the Defender® bases by hand. There is a dedicated despatch and packaging team, an outstanding sales team, a dynamic projects and marketing team and David! Kursty and David are proud to now be able to design, patent, manufacture, supply, and despatch all the Defender® Bird Spike range from our little Devon warehouse. They even produce and design all their marketing materials and write and update the website.

As for the future, David continues to design and invent solutions to prevent birds from landing on ledges and Kursty deals with the day-to-day running behind the scenes. The 3 Jones family children have all worked in the warehouse at some time or another, and the eldest is currently taking his master's in conservation biology with the thought of becoming the in-house scientist, so watch this space!



# COPTRZ

Drone technology is being adopted at a rate of knots across various industry sectors – some of which are more unexpected than others; drone delivery services, drone inspections and drones for sports performance analysis all spring to mind. But where does drone technology stand in terms of the pest control industry?

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## Pest Control News asked Jamie Cording, business development manager of one the UK's leading commercial drone suppliers, Coptrz, whether the industry should be bracing itself for a swarm of drones.

The demand for commercial drones has grown at an astonishing pace over the last few years, with more and more sectors coming to the party every day. I've stopped being surprised when I hear about new and innovative ways that drones are being used – the only limit for their use is pretty much a business or an individual's imagination.

This will become even more apparent over the next few years due to technological improvements that will see price points for entry level products drop, making the incorporation of drones into every day working practices far more achievable for far more businesses.

When it comes to pest control, drones are already beginning to make a big impact – although sadly not in a hi-tech reenactment of Tom chasing Jerry. Instead, they are being used to save time and money, and reduce the risks associated with different elements of the job.

For example, one of the most common jobs a pest controller finds themselves carrying out is clambering up ladders to access rooftops or hard to reach areas to investigate infestations, whether it be birds, wasps, or any other uninvited guest, even checking for non-target protected species.

Falling from height is one of the most common industrial accidents in the UK, and 40 per cent of falls from height investigated by the Health & Safety Executive in workplaces every year involve someone falling from a ladder. Therefore, it stands to reason (and appeals to every health and safety officer's peace of mind) that removing ladders from the equation is a safe and sensible solution.

Drones in this scenario are straightforward to operate, save time and money on a job and are priced at a level that means they are affordable to businesses of all sizes.

Drone use, of course, isn't limited to this kind of work. We have worked with big companies like Pestforce, supplying hi-tech inspection drones such as the DJI Mavic Mini 3 Pro and DJI Mavic 3 Thermal, which are used for surveillance and monitoring, mapping and analysis, and remote access. We are also working with Killgerm Chemicals Ltd / Killgerm Training by providing a drone course via <https://killgerm.training/killgerm-courses/drone-course/>

- **DJI Mini 3 Pro** – Weighing under 249 grams, the DJI Mini 3 Pro is easily transportable and suitable for diverse terrains. Its extended battery life of up to 51 minutes ensures longer coverage of areas, while its 4K HDR camera provides detailed imaging to identify pest-infested zones.
- **DJI 3 Thermal** – The DJI 3 Thermal is a game-changer for pest control. Its advanced thermal camera pinpoints pest hotspots, even in obscured or low-light areas, ensuring thorough inspections. The camera's high-resolution capabilities allow for detailed observations, making it easier to detect and address infestations. With a 45-minute extended flight time, professionals can cover vast areas in a single flight, maximising efficiency. This drone is an indispensable tool for comprehensive and efficient pest detection and management.

Werner Starbuck is the Pestforce pest controller for Cardiff and has a great track record of providing effective domestic and commercial pest control solutions.

He's been using drones since 2021, adopting them in order to conduct comprehensive site surveys efficiently and safely while helping to identify areas of concern in relation to new or existing

pest infestations.

Using drones has enabled Pestforce to provide a multi-level service from exploration and surveying to thermal imaging, mapping and confined space inspections. He's conducted aerial surveys, building condition inspections and confined space flights – surveys that all provide clients with the data needed to rectify a range of pest problems, including pigeon infestations, squirrel access points and even the location of a honey bee colony.

Importantly, and this is where we at Coptrz show great depth compared to a lot of other drone solution providers, Werner is authorised by the Civil Aviation Authority (CAA) and fully insured to conduct commercial drone operations. This is vital for any pest controller looking to introduce drones into their toolkit, and we can deliver all the necessary training courses that stand between drone use being something that seems like a good idea to an actual reality. We offer key courses for those working in pest control, all of which have an online element so certain aspects can be done at your own pace.

- **A2 CofC** – The A2 Certificate of Competency is a course that permits the operation of unmanned aircraft in the open category. The course covers modules on air law, airspace, weather, and other flight-affecting factors. Enrollees start with online e-learning, available 24/7. Successful candidates can then fly in the A2 sub-categories.
- **GVC** – The General "Visual Line of Sight" Certificate is the drone training and qualification required to apply for Operational Authorisation with the CAA. Your operational authorisation enables you to operate a UAS in the specific category as defined by UAS regulations.
- **Introduction to Thermography** – The "Introduction to Thermography" course provides learners with a comprehensive understanding of thermal science and its applications. Participants will learn the fundamental theories of heat transfer, the significance of thermal imaging, and the operation of thermal cameras. The course delves into camera considerations, data collection, and image adjustments to ensure accurate results. Upon completion, learners will be well-equipped to apply thermography in various industries for inspection, diagnostics, and analysis.

The same is true for drone technology as it is for any new technology – it was initially met with scepticism, but once people began to see first hand how it can transform their working day, even their entire business, then long set attitude change and before you know it, entire business sectors have changed.

Pest control, like many other business sectors in the UK, is well down this path. So why not get ahead of the game and become an industry leader? Get in touch today to begin the process of using drones and, more importantly, be trained to use them safely, efficiently and to the maximum potential.

Coptrz has a 360-degree approach to drones; selling over 150 different product types from manufacturers around the world; and delivering a suite of 80 training courses through its Coptrz Academy.

For information on training visit <https://killgerm.training/killgerm-courses/drone-course/>

# COPTRZ™



## ROYAL ASSENT HAS BEEN GIVEN TO BAN USE OF GLUE BOARDS IN WALES

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The Agriculture (Wales) Act 2023, which was given Royal Assent on 17th August 2023, includes banning the use of rodent glue boards in Wales from 17th October 2023.

This means that Wales will become the first nation in the UK to introduce a ban on the use of rodent glue boards and the penalty for this offence will coincide with most of the Part 1 offences within the Wildlife and Countryside Act 1981, namely, on summary conviction imprisonment for a term not longer than six months or an unlimited fine.

In the past year, different industry organisations have come together to try and ensure continued use of rodent glue boards by professionals in

Wales, but unfortunately their efforts fell short of influencing the final decision.

Looking forward, this ban implementation will mean many pest controllers will have to change the way they manage rodent infestations. In terms of rapid non-chemical measures for rodent control, options are snap / break-back traps, spring traps and live-capture cage traps. It is also expected that enhanced rodent monitoring, via remote / digital monitoring systems, will play an increasingly important part in rodent control. Sites will be encouraged to focus even more on rodent proofing, housekeeping and hygiene measures.



## Next year's SGAR changes: Questions wanted from the sharp end please

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Next year's changes to rodenticide authorisations, effectively ruling out all second-generation anticoagulants from being applied away from buildings, will surely have consequences both known and as yet unknown for pest controllers.

To anticipate at least some of them, the Campaign for Responsible Rodenticide Use is appealing for practical questions that need addressing. CRRU chairman Dr Alan Buckle acknowledges that pest technicians at the sharp end are best placed to modify their use of various integrated control measures for lasting and affordable, environmentally responsible and wildlife-aware vermin control.

"Of course, doing so may not be particularly straightforward and will certainly demand sound knowledge of what next year's changes to SGAR authorisations involve and why they are being made," he says.

To help pest control bosses and technicians alike understand these things as fully as possible, CRRU is inviting readers to submit questions that will be answered in the next issue.

Please email them to [questionsPCN@thinkwildlife.org](mailto:questionsPCN@thinkwildlife.org).

Dr Buckle emphasises that there is no such thing as a daft question.

"Giving credit where it's due, the British Pest Control Association has recently conducted such an exercise among its member and we want to extend this as far as possible among the pest control sector, farmers and gamekeepers," he explains.

In addition to the detail of next year's change, it is also important to understand the context. An HSE-led panel is the official body to which CRRU reports for its management of the UK Rodenticide Stewardship Regime.

"An uncomfortable truth is that, seven years since inception, the regime's environmental targets have not been met," Dr Buckle adds. "Responsible readers will be all too aware that many wildlife species, especially avian and mammalian predators and scavengers, are widely exposed to and contaminated by SGARs.

"The widespread nature of this exposure is a grave concern and what the stewardship regime is required to reduce. The panel's specified sentinel species, of course, whose exposure to SGARs is indicative of several others with similar ecology, is the barn owl.

"HSE has said that, unless the stewardship regime's environmental targets are met, there will be a review of who can use SGARs, how they are used and where they can be applied. Clearly, we have been warned."



# Grey squirrel fertility control research update – Summer 2023

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**UK Squirrel Accord (UKSA) and supporters are funding research being conducted by the Animal and Plant Health Agency (APHA). The aim is to develop an oral contraceptive and species-specific feeding hopper as part of the grey squirrel fertility control programme. This should provide an effective, non-lethal and less labour-intensive option for managing a widespread invasive species.**

These are the four phases needed to deliver the grey squirrel fertility control for the UK:

1. Research and development
2. Landscape-scale trials
3. Testing for registration
4. Widespread availability of registered methods

Progress on development of both the oral contraceptive and feeding hopper is going well. Requirements for landscape-scale trials and the registration process are being assessed.

## Oral contraceptive

Research is concentrated on transforming a successful injectable immunocontraceptive into an oral format that survives the digestive processes and stimulates the immune system via the gut. So far, lab research has shown positive results for a proof of contraceptive effect from a liquid bait, which induced a strong immune response in rats.

The team is now developing the vaccine for future field use as formulations that can be put into a bait suitable for grey squirrels. Next steps will focus on refinement of the vaccine formulation to increase vaccine stability and boost overall immune response in an oral format. Following the success of these, a large reproductive trial will be conducted with captive grey squirrels.

## Feeding hopper

Species specificity of a cost-effective feeding hopper design is evolving to test the use of a weighing platform to exclude all but grey squirrels. Red and grey squirrel weights were recorded in woods in Northern England in winter and summer, with greys found to be consistently heavier. Next steps are to gather weights in spring, across other regions and in areas where red squirrels were introduced or co-exist with grey squirrels as a comparison. This research will be conducted alongside engagement of manufacturers to further develop the hopper design to exclude all but the intended target.

Patterns of bait uptake from feeding hoppers have been measured in individual grey squirrels in numerous woods. This work will combine with the laboratory work on the oral contraceptive to determine the effective dose required to induce infertility. The team will now look at bait consumption patterns of breeding versus non-breeding squirrels.

## Next steps

As grey squirrels have only two breeding seasons in a year, to complete the research to proof of concept it is proposed to extend the end of the final year of research beyond January 2024 to incorporate the next summer breeding season. In September 2023 the Project Board will decide on the necessary length of the extension and the resources required to support it.

UKSA thanks everyone involved in supporting this fertility control research, which will greatly improve the protection of the red squirrels, trees and woodland ecosystems of the British Isles.

Please direct any questions to [info@squirrelaccord.uk](mailto:info@squirrelaccord.uk). Donations to support UKSA and the fertility control programme can be made online. Details available here: [www.squirrelaccord.uk/donate](http://www.squirrelaccord.uk/donate).

# Risk assessment : working outdoors

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## Health and safety for Outdoor working

With a washout UK summer so far, it's timelier than ever to consider our health and safety outside as we seem to be experiencing warmer sunshine then autumn-like downpours, even in the space of a single day. So, let's have a look at health and safety risk assessment considerations for outside working.

### Summer outside working

Mainly weather again, usually warmer weather and more intense sunlight – wear lighter protective clothing and apply sun protection factor (SPF) on exposed skin. Simple things too like wearing a hat. Even through it may not seem that warm, when working hard outside heat stroke can kick in. Wear a hat and keep hydrated. Take regular breaks preferably in the shade. Insects are more active in summer, for example biting midge and mosquitos. Especially if you are out early, or out late as these are the times that mosquitoes like to feed, dawn and dusk. In this case, wearing insect repellent can be added to the risk assessment along with covering exposed skin. Humans are also much more attractive to insects when they are sweaty!

### Winter outside working

On the other end of the spectrum, winter. Cold, wet, icy, windy. Inclement weather is of the biggest enemies. Colder weather can affect dexterity; therefore, we wear gloves. This in turn, also affects dexterity so we may need to carefully risk assess and even look at work procedures. For example, can we set our traps (with the safety on!) prior to going out leaving less to do when laying them (obviously not always the case, but for spring traps), avoiding cold fingers trying to set traps! Also taking care of our hands in winter months, cracked skin is a classic issue, especially when washing frequently then heading into a cold environment such as servicing externals.

As per usual always follow your 5 steps to risk assessment for our basic risk assessment:

- Identify the hazards (anything that may cause harm)
- Decide who may be harmed and how.
- Assess the risks and act.
- Make a record of your findings.
- Review the risk assessment.

Specify the site address and the date, also who is carrying out the risk assessment and/or the work:

	Likelihood	Severity			
			3	Possible	Over 7 days injury
1	Highly unlikely	Trivial	4	Probable	Major injury
2	Unlikely	Minor injury	5	Certain	Incapacity or Death

Hazards	Who may be harmed?	Likelihood	Severity	What is the risk	Mitigation measures
Uneven floor surfaces (banks, slippery mud, wet ground)	Operator/ employee	3	2	Slip, trip, or fall	Wear appropriate tested footwear, take care on uneven surfaces. If in doubt, don't do it.
Adverse weather (Wind, rain), high or low temperatures, high wind, lightening, fog, high/low humidity	Operator/ Employee/	4	2	Slip, trip, sink, skid, bad visibility leading to a fall or any of the above.	Wear appropriate clothing and footwear, avoid work at height (separate risk assessment needed). Be aware of slippery surfaces due to rainfall and waterlogged ground. Other controls may be required depending on the individual situation.
Work in the sun	Operator/ employee	3	Potential 5	Too much sun exposure, sun burn, heat stroke, ageing, worst case scenario skin cancer.	Wear a hat with a wide brim, seek shade during the hottest times, use high factor SPF on exposed skin. Have regular skin checks.

Cold environments	Operator/ employee	3	4	Cold stress, slips, trips in icy conditions, loss of dexterity, loss of feeling.	Consider facilities for warming up (and warm drinks), take frequent breaks to warm up, consider re-scheduling work for better environment conditions,
Hot environments	Operator/ Employee	3	4	Heat stress, heat exhaustion.	Regular breaks in a cooler/shaded area, provision of cool drinking water. Remove personal protective equipment (PPE) when resting including head gear to help cool down.
Pests present – e.g., rodents	Operator/ employee General public	3	2	Foot/ankle injury due to burrows, ground degradation.	Appropriate footwear with ankle support. Avoid the area, if possible, take care if you do need to go there. Make it as safe as possible, use designated walkways. Appropriate clothing as PPE. Cover any cuts with waterproof dressing/plaster. Wear gloves. Follow the hand wash procedure prior to breaks and upon finishing. Consume any food in a designated area.
Pests present- midges/ mosquitoes/ biting flies, wasps, ticks etc.	Operator/ Employee General public	3	(unless allergic 5) 2	Bites, stings.	Light loose clothing, cover exposed skin. Wear insect repellent. Seek medical advice if stung and reaction occurs. Be tick aware. Separate specialised risk assessment may be required if treating. Wear gloves. Follow the hand wash procedure prior to breaks and upon finishing.
Certain Plants (e.g., those with irritant sap or spines, also allergens – for individuals with underlying conditions such as hay fever) tending to increase in summer	Operator/ employee	3	2	Irritation, rashes, hay fever symptoms, skin blisters.	Avoid contact if possible. Wear gloves. Sensitised individuals should consider work practice and additional steps may be required.
Hot temperatures/ cold temperatures (dependent on time of year)	Operator/ employee	3	5	Heat exhaustion, heat fatigue, confusion, dehydration..	Short duration work only, regular breaks, stay hydrated. If too hot, re-schedule. If too cold re-schedule.
Water sources (lakes, ponds, rivers, canals, streams)	Operator/ employee	2	4 5	Drowning.	Avoid working close to these areas. A specific risk assessment may be required if closer contact is required with additional PPE, procedures, and protocols to ensure safety..
Lone working	Operator/ employee	2	4 5	You have an accident and require help.	Avoid if possible. Have a protocol in place. A trusted contact that at a given time - if they have not had contact from you – will raise the alarm. Use of smart tech/ monitoring devices.
Welfare (potentially poor access to adequate facilities)	Operator/ employee	3	2	No facilities to use, therefore not fit for purpose, unless facilities are provided.	Ensure facilities are available appropriate to the work duration and task, especially drinking water, washing and rest areas, unless other provisions are in place.

Finally, a signature is essential as is the date of the signature and the time frame for review. The risk assessment is itself the written record whether is carbon copied, electronic template or document. Accompanying documents may be a method statement or safe system of work, product labels and COSHH and a visit report. Make sure it is available to whoever needs to see it or know where it is saved or stored. Keep risk assessment records for 5 years as a general rule.

In essence, be prepared! Don't take unnecessary risks and be safe out there.

# New Products

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## Raxit “Quick” - Regular Doors & Automatic Sliding Doors

A versatile, easy-to-fit system that makes it extremely easy to rodent-proof any entrance door in minutes. The self-adhesive strip makes it perfect for use on doors where screw fixings cannot be used. For example, fire doors, glass doors, and freezer/cooler doors. Made from flame retardant Santoprene, this highly durable material is reinforced with stainless steel wires to stop rodents from chewing through. Supplied with a detachable pile weather strip for use on sliding doors where there is an unlevel surface.

This rodent protection seal can be used to solve rodent proofing and exclusion tasks on all types of entrance systems, such as:

- Regular hinged doors
- Automatic sliding doors
- Revolving doors

be easily identified. Can be used indoors or outdoors.

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



## Ultra Bee Jacket

Killgerm's advanced 3D fabric Ultra Beekeeper's Jacket for the best protection against bees, wasps, Asian Hornets, and European Hornets. Tested and approved by BBwear and industry professionals, this protective jacket ensures safety during intense beekeeping activities.

Made in the UK using strong Polyester with poly/cotton trim, it provides high security and comes with a removable hood and Long Life Veiling™. The jacket is carefully designed to meet our specific requirements. The double zippers with rings and Velcro tabs provide added security. The full front zipper and elastic cuffs with thumb loops ensure a comfortable fit.

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



## UVA Meter – Red

The UV-A Meter uses a series of LED lights to measure UVA light, which is invisible to the human eye. It can quickly and clearly show either:

- The condition and quality of the UV output of the existing fluorescent tubes in a fly trap, showing whether they are working at peak performance, in need of replacement or beyond useful life. This is particularly important as not all manufacturers' UV tubes maintain adequate performance throughout their one year life and some shatterproof tube coatings will significantly reduce UVA output.
- Can be used as an effective and valuable tool to measure and assess the amount of ambient UV light. The UV-A Meter can be used to locate the best position for siting of a new UV fly trap.
- The sturdily constructed UV-A Meter is designed with the user in mind. The size of a mobile phone, it can be carried around conveniently and also has a lanyard facility for ease of use when in awkward situations e.g. at the top of ladders.

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



# The benefits of membership: BPCA's member benefit reboot

We caught up with BPCA Chief Exec Ian Andrew and Head of Membership Dee Ward-Thompson to learn about the new benefits of BPCA membership and how they came about.



## What made you review all the BPCA membership benefits?

### DEE

The core benefits of BPCA membership haven't changed much over the years because they're the core function of what a trade association should be doing.

A logo that assures customers their contractor is being held to high standards; Pest control and business support to help you grow; Lobbying the governments and specifiers to protect members' interests.

However, we have a lot of members now. And with those numbers comes negotiation and buying power.

### IAN

Members have always valued Find a pest controller, BPCA Registered, and the various CPD resources we provide. But one of the many roles of a trade association is to ensure it supports its members in being as profitable as possible.

Trade Associations should never get directly involved in pricing (although we regularly warn about the perils of underpricing!). The best way to support the profitability of our members is by putting in place a range of member benefits which give those members access to products and services that have been quality assured, and that potentially come with a discount or added value to the members.

The potential buying power of a trade association is significant compared to any of its constituent members. That's what can drive the offers being made to members.

### DEE

So, we sat down with our various member volunteers, reviewed what their business spends money on, and mapped that expenditure to potential member benefits and savings. There is a wide range of expenditure across members, from workwear to stationery, telephony, vehicles, insurance, computers and

other equipment.

Going out to potential suppliers is always a challenge. You wouldn't believe how many calls, emails and meetings it can take to get a potential member benefit supplier engaged and to the point of getting member benefits in place.

## What new benefits are going down well with members?

### DEE

BPCA Quest gives free access to health, safety, HR, legal, tax and VAT advice. There are literally hundreds of template documents and a team of experts on the other side of the phone. The benefit has only been out a few months, and already members have downloaded over 320 documents and explored nearly 1,000 pages.

### IAN

Dell and TradePoint very quickly put together comprehensive discount schemes, which have already saved members tens of thousands of pounds. I like these benefits because you can give them out to your staff too, meaning if your surveyor wants a new laptop or your field biologist is fitting a new kitchen, you'll help them save money outside of work too.

Hire equipment, telephony, vehicle servicing, and a funding support service have also been well received by members.

Have any been slow starters or not been picked up as well as you expected?

### IAN

Some benefits have been slightly slower, but we're keen to see them grow. For example, we've worked hard with an insurance provider called Stubben Edge (Risk).

Currently, they're offering vehicle insurance and various life insurance. We aimed to find a supplier that understood pest management and hopefully secure cheaper van insurance particularly for young people. However, the insurance market is tricky, so a lot of work is going on behind the scenes to try and get those premiums down!

## Anything else in the pipeline, or are you done for now?

### DEE

We've completed phase one but still have a few other benefits on our hit list. Fuel cards, telematics, DBS checks... we know there are some big wins to be had in this area. One of the unique ways trade associations can maximise member benefits is through collaboration with other trade associations. BPCA is exploring how the member benefits provided by Logistics UK (formerly the Freight

Transport Association) could be adopted by BPCA members. Logistics UK has the potential buying power of 20,000 members.

### IAN

Beyond that, we've got some significant updates on some of our existing benefits, which we think members will really like.

Remember, it's also essential that members use the benefits provided. Most benefits providers expect a level of usage to keep the offer in place.



### DEE

We're conducting an annual review of member benefits to ensure they are fit for purpose and best value for members. Getting data back from the benefit provider is crucial in making this happen - so let us know your experiences of using these benefits!

### IAN

We always welcome feedback from members on potential new benefits and new benefit providers. Together, we have significant buying power. Let's use it!

### DEE

Ultimately, being part of a trade association isn't just about offers, discounts and freebies. Our core mission is to drive professionalism, create a supportive community, and tell the world what good pest management looks like. But where we can save you a bit of money, we'll always invest some time exploring new member benefits.

## BPCA MEMBER BENEFITS WEBINAR

Want to learn more about BPCA member benefits? BPCA is running a special webinar with guests from many benefit suppliers set to appear.

Members and non-members are welcome to attend the free online session.

12.30, 24 October 2023

Register now

[bPCA.org.uk/webinars](http://bPCA.org.uk/webinars)

Or watch it back on the BPCA YouTube channel.

**30th Anniversary of**

# PEST TECH

**Considered to be one of the largest one day pest control events in Europe, PestTech is regarded by many as the premier event within the Pest Control calendar.**

*PestTech caters for every sector of the industry with over Sixty exhibitors covering every facet connected with vertebrate and invertebrate management. This exhibition is essential for all those involved within the industry or on it's periphery. A full seminar program with CPD points is also on offer.*

**free parking** for attendees on the day.

**WHEN:**

**November 8th 2023  
09:00-16:00**

**WHERE:**

**Marshall Arena  
Milton Keynes  
MK1 1ST**

**COST:**

**Free**

**For more information please contact:  
+44(0) 1773717716**







**The NPTA are proud to be putting on its Annual PestTech Exhibition at the MK Arena Milton Keynes.**

This year is our 30th Anniversary of running the event,  
Please Keep the date free in your diaries.

**Wednesday 8th November 2023.**

We have some fantastic speakers attending this year's event!  
The list of Seminars for the day are below:

- Phantom Biting Insects & Solutions
- Pheromones and Semiochemicals in Insect Pest Management
- Red Tractor Standards
- Social Media Marketing
- Zoonoses and Public Health in Pest Control

With over **Sixty exhibitors** this year it is going to be a fantastic event and not to be missed.

**Sincere thanks go out from the NPTA to all the Exhibitors, Supporters, Speakers and delegates who make the event so successful Year on Year.**

**Parking at the event.**

**This year MK have announced that they have bought in Parking charges at the venue! The NPTA have decided that Parking charges on the day of the event for the attendees will be paid for by the Association.**

**Further details on the procedure for this will be released soon.**

Any questions regarding this or anything to do with the event please contact the NPTA office on 01773 717716 or E-mail the office on [office@npta.org.uk](mailto:office@npta.org.uk)



# Wilko v Romalpa Clauses— Where does this leave suppliers?

☎ 0113 245 0845 ✉ [giles.ward@milnerslaw.com](mailto:giles.ward@milnerslaw.com) or [uk.linkedin.com/pub/giles-ward/31/187/6b3](https://www.linkedin.com/pub/giles-ward/31/187/6b3)  @MilnersGiles

In the current landscape, it was only a matter of time before the next retail giant fell victim to the harsh climate.

Established in 1930s Leicester, and beginning operation under Wilkinson Cash Stores Limited, Wilko has remained a firm high street favorite for almost 100 years. The announcement of administration means the potential loss for the public of such an iconic brand, and the loss of jobs and livelihoods for the 12,000 staff. For those hoping to see some return on their debt in the administration / liquidation one can hope always. One insolvency practitioner stated to me that if there was any distribution to be had after they had become involved ..... then they hadn't done their job properly enough!

As such suppliers to the brand will rightly be worrying about their loss and wondering where this announcement of administration leaves them. Fortunately for some that acted quickly, there is an answer in the form of a Title Retention Clause, also historically known as a Romalpa Clause.

Essentially, the title retention clause is a clause which allows the seller (in this case the suppliers)

to retain the legal title and ownership over goods that have been sold to the buyer (in this case Wilko), even where such goods have already been delivered, until the buyer has met certain conditions. Namely, these conditions are that the goods have been paid for in full before legal title is passed from the seller to the buyer. A well drafted title retention clause will also include further obligations on the buyer, such as keeping the sellers' goods separate until they have been paid in full.

Clearly, suppliers to Wilko who benefit from a title retention clause benefit from certain protection and a path to reclaim their unpaid goods following the announcement of Wilko's administration. Not only this, but suppliers of unpaid goods who benefit from such a clause will also have a priority claim over other creditors to take back their goods.

Simple right? Not exactly.

It is crucial that suppliers have a review of their terms and conditions, before beginning a claim for re-possession under a retention of title clause as while retention of title clauses seem easy enough to understand, a badly drafted clause can leave sellers with more issues than before. One also needs to look at the order terms and conditions are stacked up which is called battle

of the forms. Wilko had on their terms a provision that title passed upon delivery so it was essential that the course of dealings were looked at to ensure your terms won the battle.

At Milners Solicitors, we can provide expert knowledge and support to sellers looking to claim back their goods, by reviewing your terms and conditions and advising on any potential issues with the retention of title clause. If you are a seller, have been affected by insolvency and want to know where you stand, please do not hesitate to get in contact with Giles Ward, Senior Partner at [giles.ward@milnerslaw.com](mailto:giles.ward@milnerslaw.com) or drop him a line with your legal queries.



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# 2023 Training Dates

Your guide to pest control training events near you

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There is also a full list in the Killgerm catalogue.

For further information or to book your place on a course call: 01924 268445 or email [training@killgerm.com](mailto:training@killgerm.com).

## NORTHERN COURSES 2023

Date	Venue	Cost plus VAT
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
5th Sept 2023	Ossett	*£155/£185
3rd Oct 2023	Ossett	*£155/£185
7th Nov 2023	Ossett	*£155/£185
5th Dec 2023	Ossett	*£155/£185
<b>Killgerm Principles of Insect Control</b>		
6th & 7th Sept 2023	Ossett	*£180/£210
8th & 9th Nov 2023	Ossett	*£180/£210
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
5th Oct 2023	Ossett	*£55/£155
<b>SPECIALIST COURSES</b>		
<b>Safe use of Air Weapons for Bird Control</b>		
17th Oct 2023	Doncaster	£190 Inc lunch
<b>Bird Control</b>		
11th & 12th September 2023	Holmes Chapel	£270 Inc lunch
<b>Drainage Investigations &amp; Rat Control</b>		
12th Oct 2023	Ossett	£190 Inc lunch

## SOUTHERN COURSES 2023

Date	Venue	Cost plus VAT
<b>EAST ANGLIA</b>		
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
14th Nov 2023	Norwich	*£155/£185
<b>Killgerm Principles of Insect Control</b>		
15th & 16th Nov 2023	Norwich	*£180/£210
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
24th Oct 2023	Bristol	*£55/£155
<b>SPECIALIST COURSES</b>		
<b>Safe use of Air Weapons for Bird Control</b>		
26th Sept 2023	Portishead, Bristol	£190 Inc lunch
<b>Bird Control</b>		
27th & 28th Sept 2023	Portishead, Bristol	£270 Inc lunch
<b>MIDLANDS</b>		
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
21st Nov 2023	Burton on Trent	*£125/£155
<b>Killgerm Principles of Insect Control</b>		
22nd & 23rd Nov 2023	Burton on Trent	*£180/£210
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
20th Sept 2023	Burton on Trent	*£55/£155

Date	Venue	Cost plus VAT
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
11th Oct 2023	Newbury	*£155/£185
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
27th Sept 2023	Newbury	*£55/£155
<b>SPECIALIST COURSES</b>		
<b>Insect Identification</b>		
28th Sept 2023	Newbury	£190 Inc lunch
<b>Drainage Investigations &amp; Rat Control</b>		
21st Sept 2023	Newbury	£190 Inc lunch

Date	Venue	Cost plus VAT
<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 1 - Bedbugs &amp; Fleas</b>		
12th Oct 2023	Newbury	£155 Inc lunch
<b>PRACTICAL COURSES</b>		
<b>Trapping Techniques</b>		
7th Sept 2023	Hampshire	£155 Inc lunch

Date	Venue	Cost plus VAT
<b>BRISTOL</b>		
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
28th Nov 2023	Bristol	*£155/£185
<b>Killgerm Principles of Insect Control</b>		
29th & 30th Nov 2023	Bristol	*£180/£210
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
24th Oct 2023	Bristol	*£55/£155
<b>SPECIALIST COURSES</b>		
<b>Safe use of Air Weapons for Bird Control</b>		
26th Sept 2023	Portishead, Bristol	£190 Inc lunch
<b>Bird Control</b>		
27th & 28th Sept 2023	Portishead, Bristol	£270 Inc lunch

Date	Venue	Cost plus VAT
<b>MIDLANDS</b>		
<b>BASIC PRINCIPLES OF PEST CONTROL</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
21st Nov 2023	Burton on Trent	*£125/£155
<b>Killgerm Principles of Insect Control</b>		
22nd & 23rd Nov 2023	Burton on Trent	*£180/£210
<b>REFRESHER COURSES</b>		
<b>Pest Control Refresher/Update</b>		
20th Sept 2023	Burton on Trent	*£55/£155

Date	Venue	Cost plus VAT
<b>SPECIALIST COURSES</b>		
<b>Safe use of Air Weapons for Bird Control</b>		
6th Sept 2023	Kibworth	£190 Inc lunch
<b>INSECT WORKSHOPS</b>		
<b>Insect Workshop 1 - Bedbugs &amp; Fleas</b>		
28th Sept 2023	Burton on Trent	£155 Inc lunch

## SCOTTISH COURSES 2023

Date	Venue	Cost plus VAT
<b>REFRESHER COURSES</b>		
<b>Open Awards Level 2 Award in the Principles of Rodent Control</b>		
21st Nov 2023	Huntingtower Hotel, Perth	*£125/£155
<b>Killgerm Principles of Insect Control</b>		
22nd & 23rd Nov 2023	Huntingtower Hotel, Perth	*£125/£155
<b>Pest Control Refresher/Update</b>		
7th Sept 2023	Huntingtower Hotel, Perth	*£55/£155
<b>SPECIALIST COURSES</b>		
<b>Safe use of Air Weapons for Bird Control</b>		
3rd Oct 2023	Cluny by Kirkcaldy	£190 Inc lunch
<b>Bird Control</b>		
4th & 5th Oct 2023	Cluny by Kirkcaldy	£190 Inc lunch

**Course Charges**  
\* Reduced rate applies to existing Killgerm customers who have reached a set minimum annual spend limit.

<b>ROYAL SOCIETY FOR PUBLIC HEALTH AND BRITISH PEST CONTROL ASSOCIATION - LEVEL 2 AWARD IN PEST MANAGEMENT FEE - £900 + VAT per person (includes Killgerm manual, RSPH Exam, lunch &amp; refreshments)</b>		
<b>Venue: Ossett</b>		
Unit 3	Monday 9th & Tuesday 10th October 2023	
Unit 1	Monday 16th & Tuesday 17th October 2023	
Unit 2	Monday 23rd & Tuesday 24th October 2023	
Examination	Wednesday 25th October 2023	

<b>ROYAL SOCIETY FOR PUBLIC HEALTH AND BRITISH PEST CONTROL ASSOCIATION - LEVEL 2 AWARD IN PEST MANAGEMENT FEE - £900 + VAT per person (includes Killgerm manual, RSPH Exam, lunch &amp; refreshments)</b>		
<b>Reigate</b>		
Unit 3	Monday 30th & Tuesday 31st October 2023	
Unit 1	Monday 6th & Tuesday 7th November 2023	
Unit 2	Monday 13th & Tuesday 14th November 2023	
Examination	Wednesday 15th November 2023	

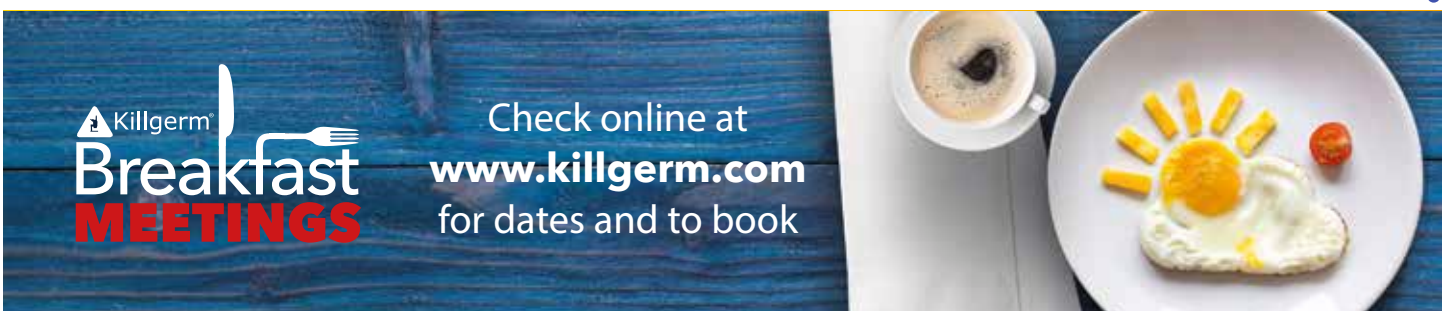
<b>ROYAL SOCIETY FOR PUBLIC HEALTH AND BRITISH PEST CONTROL ASSOCIATION - LEVEL 2 AWARD IN PEST MANAGEMENT FEE - £900 + VAT per person (includes Killgerm manual, RSPH Exam, lunch &amp; refreshments)</b>		
<b>Livingston</b>		
Unit 3	Tuesday 12th & Wednesday 13th September 2023	
Unit 1	Tuesday 19th & Wednesday 20th September 2023	
Unit 2	Tuesday 26th & Wednesday 27th September 2023	
Examination	Thursday 28th September 2023	

<b>ROYAL SOCIETY FOR PUBLIC HEALTH LEVEL 3 AWARD IN PEST MANAGEMENT. FEE - £800 + VAT per person (includes RSPH Exam, lunch &amp; refreshments)</b>		
<b>Venue: TBC</b>		
Training and Information day		
Core Unit examination		

Note this lists only a selection of course dates. Please visit our website for the full range of training courses:

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

Some courses remain available online: <https://training.killgerm.com>



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# Two Apps

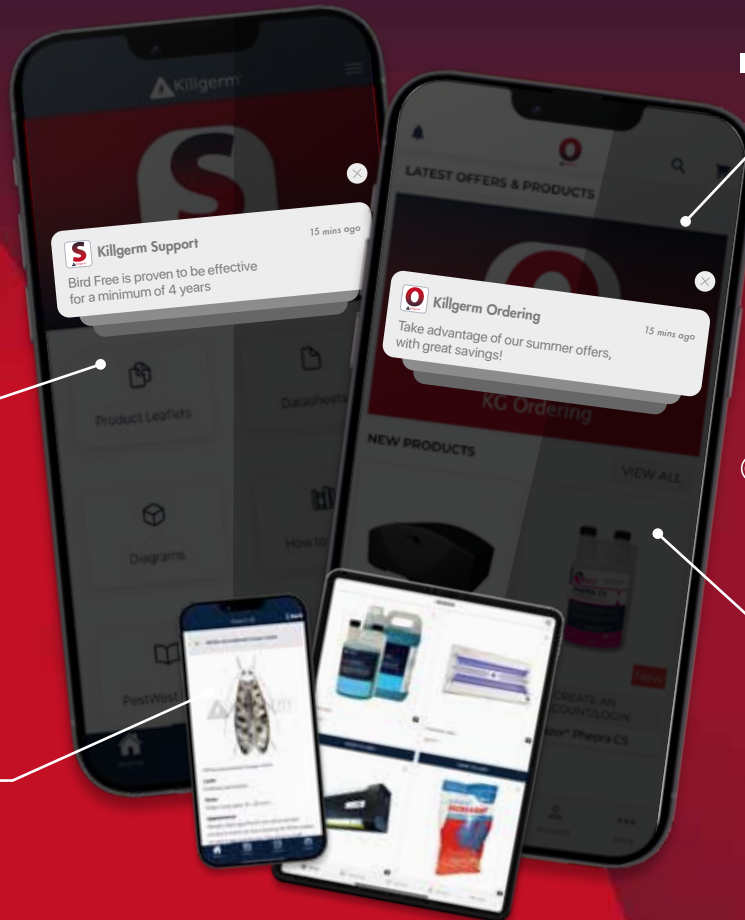
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