

FEBRUARY 2015

PPC78



PestEx special!

The inside track on the UK's premier pest control event

Invasive species



Wildlife licensing



The gentleman's agreement



Venomous beasties



Professional Pest Controller
the journal of the UK pest management industry



ISSN 2046-5025





JADE Cluster Grain

A new unique formulation to the UK pest controller, **JADE Cluster Grain** has been developed by our R&D team to ensure maximum palatability to rodents. **JADE Cluster Grain** contains a number of cereals from millet, sesame to crushed wheat and formulated with a couple of ingredients closely guarded by our R&D team. The result is a rodent bait that is outperforming traditional baits in numerous field situations.

- ✓ New, unique formulation proven to outperform traditional baits
- ✓ Jade Cluster grain are individually sleeved and easy to use
- ✓ Ideal for use in the toughest rodent environments



New Unique Formulation with Superior Performance!



LodiUK

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

www.lodi-uk.com

Use biocides safely, always read the label and product information before use.
Jade contains 0.005% bromadiolone.



Networking events

Disinfestando

11-12 March 2015 / Italy

www.disinfestazione.org



PestWorld East 2015

19-21 April / Dubai, UAE

www.npmapestworld.org/events/

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

3-5 June / Nice, France

www.npmapestworld.org

BPCA Regional Training Forums

BPCA is running a series of Regional Training Forums around the UK designed to help your business compete, and keep you and your staff up-to-date. Each meeting is worth around four CPD points.

Upcoming Regional Training Forums:

- Wednesday 4 March / Dublin, RoI
- Wednesday 11 March / Eastern Counties
- Wednesday 29 April / Cardiff, Wales
- Wednesday 13 May / Guilford, Home Counties

See the full list of dates/venues, and book your place at www.bpca.org.uk/events

Online learning

The flexible approach to pest control training, learn at your own pace at times to suit you.

www.bpca.org.uk/online

Online learning		Member cost (exc. VAT)	Non-member (exc. VAT)
Individual modules	Principles of pest control		
	Birds	£100 per module per year	£100 per module per year
	Insects		
	Mammals		
	Rodents		
All modules		£300 per year	£500 per year

Training

BPCA's training courses and examinations are run throughout the year at venues all around the UK.

To view BPCA's full training calendar for 2015 visit www.bpca.org.uk/training

Examinations	2015 dates	Venue	Member cost (exc. VAT)	Non-member (exc. VAT)
RSPH/BPCA Level 2 Award in Pest Management More dates are available on the BPCA website.	24 February	Derby	£140	£165
	4 March	Dublin		
	20 March	Warwick		
	26 March	London (PestEx)		
	28 April	Cardiff		
	15 May	Glasgow		
	30 May	South		
	9 June	Derby		
	3 July	Derby		
	BPCA Accredited Technician in Pest Control	6 March 5 June 25 September		
BPCA Certificate in Bird Management	16 April 16 November	BPCA offices, Derby	£100	£120
BPCA Fumigation Diploma	22 May	BPCA offices, Derby	£145	£175
BPCA Fumigation Certificate of Proficiency	Register interest		£230	£295
BPCA Certificated Field Biologist	31 March	BPCA offices, Derby	£305	£415
	26 June			
	5 October			
	26 November 1 December			

Courses	PROMPT Register	PROMPT CPD	2015 dates	Venue	Member cost (exc. VAT)	Non-member (exc. VAT)
Modular Pest Control Course *		38	4 June - 3 July 24 Sept - 23 Oct	BPCA offices, Derby North	£725	£925
General Pest Control (residential) *		24	15-20 March	University of Warwick, Coventry	£920	£1,095
	10-15 May		Crowwood Hotel, Glasgow			
	13-18 September 13-18 December		South University of Warwick, Coventry			
Bed Bug Control		12	2 April 29 September	BPCA offices, Derby	£165	£195
Urban Bird Control and Management		20	16 April 16 November	BPCA offices, Derby	£185	£215
So you want to be a Field Biologist?		8	Register interest		£165	£195
Pest Control Awareness			3 March 13 November	BPCA offices, Derby	£165	£195
Starting Out in Pest Control			2 March 4 September	BPCA offices, Derby South	£165	£195
How to Sell in the Pest Control Industry			9-10 April 13-14 October	BPCA offices, Derby South	£300	£365

Venue details provisional and may change, please check the BPCA website before booking.

* includes RSPH Level 2 exam fee, British Pest Management Manual and six weeks' access to the BPCA Online Learning programme prior to the course.

Book by calling 01332 225 111 or via www.bpca.org.uk/training

BPCA reserves the right to cancel a course if insufficient bookings have been received. Delegates will be offered an alternative date or a full refund of the course fee. BPCA will not be liable for any costs incurred by the delegates.



We are currently updating our online CPD quiz system so there won't be a new quiz in this issue. Additional online CPD quizzes will be available with the publication of PPC79.



BPCA
www.bpca.org.uk

Professional Pest Controller is published by the British Pest Control Association.
© 2015 British Pest Control Association

British Pest Control Association
4A Mallard Way, Pride Park, Derby DE24 8GX

01332 294 288 enquiry@bpca.org.uk

Professional Pest Controller
ppconline.org

Editor: Simon Forrester editor@ppconline.org
Content team: Laurence Barnard, Natalie Bungay, Richard Moseley, Kevin Higgins
Advertising: Laurence Barnard laurence@bpca.org.uk

Design: Ken Davidson, Davidson IGD
www.davidson-igd.co.uk



CPD for 2015: 2 points

BASIS reference: PC/40581/15/g

PROMPT is a registered trademark of BASIS (Registration) Limited. To join PROMPT visit www.basispestcontrol.co.uk

PROFESSIONAL
PEST MANAGEMENT



COST EFFECTIVE. RESISTANCE BREAKING.

High palatability plus durability delivers assured performance against all known resistant strains.

- ▶ Single feed bait against rats and mice
- ▶ Control of resistant rodents
- ▶ Maximum value
- ▶ A range of high quality baits for every situation

FOR LIFE UNINTERRUPTED™

 **Talon**

syngenta.

USE PRODUCTS SAFELY, ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. Talon contains 0.05% of a Wolfenbutel-Talon. For Life Uninterrupted™, the Alliance frame, the Purpose sign and the Syngenta logo are trademarks of © Syngenta Group Company. © 2014 Syngenta, Syngenta Crop Protection AG, Basel, Switzerland.

www.ukpestcontrol.com/syngenta.com | Web: www.syngentapm.com

TM

Quality shows

simon@bpca.org.uk



In January BPCA's revised membership criteria kicked in, with an additional requirement for every person involved in the control and eradication of pest species to be both qualified and on a recognised CPD scheme. This wasn't to make people jump through more hoops – Lord knows there are enough of those already. This was to help you secure valuable clients who understand the benefits of using quality companies. BPCA's Executive Board, made up of people just like you, took this decision after a vote almost ten years ago. And here we are, with a strong message to your customers.

This change to criteria was not without pain. Some servicing companies were unable to continue their membership, while others needed more time to get their house in order. Nobody likes to lose valued customers, and we are helping those companies, and anyone else who wants to join us, to achieve the criteria we have set.

My thanks go to BPCA's staff team who helped members get over this additional hurdle, but especially to you, the membership who decided that 'yes, these criteria are worth the hassle to achieve'. You've taken the next step with us, and you'll start to reap the benefits as we encourage clients to only select BPCA members within pest control tenders and specifications both large and small. Remember that there is no equivalent to BPCA Membership, and we will be ensuring clients are very clear on this.

We all know there are professional companies out there, and now we have two new ways of proving just who those are. The other one is being accredited against EN 16636, the professional standard for pest management companies.

One of my other day jobs is as a Director of CEPA, the European trade body for our sector. CEPA is currently working on 'CEPA Certified' which is the assessment process to measure your company against EN 16636. This is being launched on 17 March in Brussels, and there will be speaker sessions at PestEx (25-26 March) on this topic.

Also at PestEx, for the first time we are inviting a wide range of clients to attend PestEx, to find out how they can select a professional pest control company. There's even a panel discussion with the likes of Tesco and M&S telling us what they want from pest controllers along their supply chain. So come along to PestEx for free – who knows, you might bump into your next new customer.

As I write I'm just off to a meeting with our PR agency. BPCA is starting a massive marketing campaign to show clients and end users why they should choose a BPCA member. This demonstrates we are continuing to spend your subscriptions wisely. There are lots of badges out there, but ours actually stands for something. Remember that when you decide where to spend your money – you can guarantee we will ensure your clients remember it.



Simon Forrester

BPCA chief executive

Contents

3
BPCA noticeboard

PPC's regular spot for events, meetings and training dates.

6-9
News

Read about the latest news, changes and products in the industry.

20
venomous beasties

Chris Woodard explains the world of venomous species that pest controllers may encounter.



22
Your Association

BPCA breaks member referral record! 55,535 given out to members in 2014.

23
FUMICON
BPCA Fumigation Conference

BPCA will be hosting Fumicon 2015 in Felixstowe on Thursday 21 May 2015.

24
Wildlife Licensing

Natural England reviews the procedures and current arrangements.



26
Invasive Species

What exactly is an 'invasive species', how important are they, and where do they fit into pest control?



30
Which way next?

What do you study after the Level 2 Award in Pest Management? BPCA Training Manager Mandy McCarthy-Ward explains the options open to you.

33
The gentleman's agreement

Increasingly, pest controllers are finding sites littered with the previous contractor's equipment.



PestEx
THE PREMIER PEST CONTROL EVENT

REGISTER YOUR FREE VISITOR PLACE AT WWW.PESTEX.ORG

10
PESTEX PREVIEW

A sneak preview into everything PestEx, including exhibitors, seminar and technical programme, visiting tips, new products, and much more.

11
TOP TIPS FOR PESTEX

12
SEMINAR PROGRAMME

16
EXHIBITORS AND FLOORPLAN

18
PRODUCTS AND NEWS



19
WIN A PRIZE AT PESTEX



BPCA is looking for strategic thinkers to join its Board. On offer:

- Excellent experience as a non-executive director
- Transferable skills
- Networking opportunities
- Kudos of being an active member of an internationally recognised body
- Fun! (and hard work too)

The Board is made up of 15 volunteers from across BPCA's membership and decides the Association's strategic direction for the staff team to implement. Board members are voted in at the AGM on 10 June 2015.

If you think you can help to make BPCA even better and would like to find out more, get in touch with Simon Forrester at the BPCA office.

simon@bpca.org.uk

CRRU gains two new sponsor-members



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

Combined with existing sponsors' long standing commitments, their arrival is timely to support the successful implementation of stewardship, according to CRRU chairman Dr Alan Buckle. "Clearly, more sources of funding are welcome to cover what will be a major and annually recurring investment in stewardship," he says. "But both Pelsis and Antec will also provide significant additional expertise and insight to help maximise the regime's impetus, effectiveness and therefore success."

www.thinkwildlife.org

Spend life down under



Following our feature article in PPC73 on award winning Competitive Pest Services in Australia, Managing Director Gary Journeaux is now looking for two technicians to assist during the summer peak season (October 2015 to March 2016).

If you're aged between 18-30, currently work in the pest control industry, and would like to swap the UK winter for an Aussie beach, then this job is the one for you! If this once in a lifetime opportunity was of interest to you, then Gary will be attending PestEx 2015 in London, with the purpose of interviewing potential candidates that understand exceptional customer experience.

For more information please contact summerinoz@cpests.com
www.cpests.com

P+L SYSTEMS IS EVOLVING

It's been another exciting year of change for P+L Systems, with many new developments.



pelsis

the newly acquired brands, the Pelsis Group includes SX

Environmental, Insect-O-Cutor, Network and Synergetic professional pest brands.

Having recently announced that their business has joined together with French, Belgian and Dutch brands Edialux, Luxan and Denka, the Group has decided to re-brand the company 'Pelsis'. This new look includes a fresh logo, whilst retaining the recognisable red and grey colours long associated with the group. In addition to

Claire Larcombe, Marketing Manager at Pelsis explains: "The company celebrated a landmark 30 year anniversary this year and has changed beyond recognition through this time."

www.pelsis.com

CAREER OPPORTUNITY

TECHNICIAN FOR EAST BERKSHIRE, WEST MIDDLESEX AND NORTHWEST SUSSEX.



**VERY HIGH EARNING POTENTIAL
£35K-£50K**

PEST UK



Own van is required, but all other equipment is supplied. This is not a franchise.

Contact Scott Hyslop for further details and an application form.

0330 100 2811
services@pestuk.com





THE NANO RANGE: BRITISH-MADE FLY KILLERS

Available in a variety of sizes and prices, these quality designed, British manufactured matching multisized range of ten Nano flykillers from Bower Products, offer style and continuity whatever the size of space and machine required. David Bowerman, Director from Bower products explains, "With both glue board and high

tension grid machines, there is a Nano machine for every situation." David adds, "The modern rounded design and intricate front guard give the Nano range a distinctive, smart and pleasant look. The range includes the low cost machine for the small space to the high performance version for substantial areas."

David expands, "Our cleverly designed 'lift and lock' front guard and spring loaded removable killing grid means you experience 'tools free' servicing, making tube changing quick and easy."

To find out more call Bower Products on 0208 903 0983 sales@bower.co.uk www.bower.co.uk

GUIDE TO COCKROACH CONTROL PUBLISHED



A best practice guide to modern cockroach control has been published by BASF to help UK pest controllers deal with these problem pests, in a world in which both access and co-operation between

multiple building occupants is becoming increasingly difficult.

The guide sets out the key elements of cockroach behaviour that should underpin treatment planning, emphasising that a single round of gel baiting is unlikely to provide sufficient, sustained control in most situations these days. Instead, it advocates an integrated approach involving thorough inspection, good sanitation, precise placement of a top quality gel bait and supporting crack and crevice treatment wherever necessary.

BASF Insect Control Product Manager, Joanne Mayes explains, "Maximising efficacy while minimising treatment time is the key to the most cost-effective cockroach control. Recognising that the best bait placement can be time-consuming for operators without the most extensive experience, our guide identifies the key locations for inspection and treatment in typical commercial and domestic situations diagrammatically. For each location it goes on to provide recommendations for the most effective bait placement and the number of spots likely to be required."

www.pestcontrol.basf.co.uk/go/cockroach

Farewell Eurocido®

The German trade show known as Eurocido is being replaced by a new event for the German market. The rights to use the term Eurocido® ceased at the end of 2014 and was not renewed by the German Pest Control Association (Deutscher Schädlingsbekämpfer Verband or DSV).

Andy Beckmann of DSV commented "Primarily high license fees to use the name Eurocido® led us to create an alternative. In addition, we felt it was unfair to our other industry members and supporters as we were forced to mention the owner any time we used the word Eurocido®, which could be seen as an indirect promotion of that particular company, which certainly wasn't and isn't DSV policy."

The event's new name is Pest-Protect®. Beckmann says "It was challenging to find a name that has a clear association with pest control and is easily understood both in German and internationally. We think Pest-Protect® is self-explanatory and a great summary of what our industry does".

The event now has an opportunity to develop along with the new name, and so will move to a new venue easily accessible by car, plane or train. After much deliberation, the decision was Stuttgart, the key argument being cost-effectiveness coupled with the high quality of the venue and its location, with good access, on-site parking and hotels aplenty nearby. Stuttgart itself is well worth visiting, and with the support of the Stuttgart marketing agency the plan is to attract a wide range of technicians as well as managers and supervisors.

www.dsvonline.de

NEW FROM 1ENV SOLUTIONS

Fluorescent blue tracking dust

With the rodent season now well and truly upon us 1env is pleased to launch its new fluorescent blue tracking dust. Ideal for follow up visits – if it turns yellow it has already been used. Available in a 250g tub.



Rotech Contact Tunnels

Two new and exclusive contact tunnels from 1env. These tunnels are ideal for use with contact gels and the new Racumin® contact foam. Available in two sizes, one for mice and a larger one for rats. Check the 1env website for special launch offers.



Rotech Snapbox +

Brand new to the UK market, this is not just a box for Snap-E traps, it can hold rodenticide blocks too, offering a great multi use station. When used in conjunction with Snap-E traps it provides a safe and secure station preventing access from children and non-target species. With its unique design the trap can be set from outside and easily secured with a cable tie.



All of these products are available exclusively from 1env solutions.

www.1env.co.uk

LODI UK brand is changing!

The new LODI UK logo is reflecting the European and global branding of their group. The LODI group is investing heavily into new formulations and innovations that are demanded by professional pest control businesses throughout Europe and the rest of the world. The new brand ensures that the UK business reflects the global success as well as maintain their independent family business values.

www.lodi-uk.com



LodiUK



SILVER ACCREDITATION FIRST FOR CLEANKILL

BPCA Member Cleankill has become the first pest control company in the UK to gain the Investors in People Silver accreditation.

Cleankill impressed the Investors in People assessor by comfortably reaching the required level with a score of 86 across a suite of criteria, which was well above the score of 76 required. Cleankill is now among only 13 per cent of companies in the UK with either a Silver or Gold Investors in People accreditation. The assessor praised Cleankill staff for continuing with their aim of offering a 'big company' level of professionalism and quality while keeping a small-company ethos. Assessor Anne Hyde explains: "People across all levels of the business have a good understanding of the ethics that underpin the business. These range from honesty to customer excellence

and from innovation to teamwork. We also liked the fact that the organisation's role in the community is also a key aspect of how Cleankill operates and includes charitable fundraising and giving practical support to local groups."

In the report Cleankill was praised for its open culture and the sharing of knowledge, information and expertise on an ongoing basis with staff having high levels of autonomy and being empowered and trusted to deliver their day-to-day work at customers' premises. The report also highlighted the many opportunities, including industry qualifications, that are used to both develop people in their current roles and, where appropriate, support people to progress within the organisation.

www.cleankill.co.uk

CEPA elects new Vice-President



The Confederation of European Pest Management Associations (CEPA) has elected Henry Mott to the position of Vice-President. The role is for a two year term. Henry said, "I recognise that it is only through uniting the industry so that it speaks with one voice at an individual country and European level, and indeed even on a worldwide scale, can we truly effect positive change. The opportunity of being directly involved in the delivery of service to clients will give me a closer appreciation of how the direction of new and constantly changing legislation and other factors affecting our industry impacts directly on our ability to solve pest issues."

Henry continued "I see CEPA as the key European Pest control industry brand, which has a reputation that enables our

industry to present our views to influential people who might listen, and might push against the 'green agenda' that would effectively like to see our industry disappear. The new CEPA Certified® Standard is a key part of this recognition and it is vital that the hard work put into achieving ratification by CEN leads to a take up by large numbers of professional pest control companies."

Also elected were Bertrand Montmoreau as President for a second term of office, and Frederick Verwilghen as Treasurer.

www.cepa-europe.org



Record breaking exhibit hall at PestWorld 2014



Over 3,300 pest management professionals navigated NPMA's largest trade show yet – with 196 exhibitors and over 120,000 square feet of exhibit space – during PestWorld 2014, held in late October in Orlando.

Proving itself once again as a perfect platform to conduct domestic and international business in the pest management industry, exhibitors and attendees alike reported PestWorld 2014 to be "the most cost-effective and efficient way to do business, shop for new products and services, and stay on the cutting edge of industry technology."

With expert-led educational sessions, attendees discovered the latest business trends and earned valuable recertification credits. NPMA Chief Executive Officer Bob Rosenberg said, "The packed educational sessions and keynote addresses and the well-attended special events demonstrate the industry's desire for an event with an emphasis on learning and networking."

For country music fans, next year's PestWorld will be in Nashville Tennessee from 20-23 October.

www.npmapestworld.org

Award for Rob



During NPMA's PestWorld International Reception the director of Xenex Associates, Rob Fryatt, was given

the inaugural Global Ambassador Award. Rob Fryatt, a former director of the Confederation of European Pest Management Associations (CEPA) was cited as "a person who was a global ambassador for the pest management industry before we even realised that we were a global industry." Well done Rob!

www.npmapestworld.org
www.xenexassociates.com

Hawk lends Law a hand

When Dave Green of Bird and Pest Solutions, a BPCA Member company based on the Isle of Sheppey in Kent, received a call asking him to remove pigeons from a submarine in Chatham, he thought he was the victim of a prank call. However, he took the details and visited the site to discover it was a genuine enquiry and the submarine was actually the set for Jude Law's latest movie 'Black Sea' (released December 2014).

Dave took one of his specially trained birds of prey, Jane, a Harris hawk and successfully removed the pigeons from within the submarine. After finishing the bird control work Dave was able to spend some time showing the hawk to

actors Jude Law, Scoot McNairy and Karl Davies. Dave explains, "It wasn't just the actors that were interested, the film crew was also keen to learn more about the hawk." Dave adds, "It was supposed to be a closed set, but when the hawk appeared so did everybody's camera phones."

Bird and Pest Solutions pride themselves on their ability to find solutions to bird and pest problems

that are ethical, effective and value for money. Their dedication to providing quality service won them Swale Small Business 2011 and Runner Up Swale Business of the Year 2013.

www.birdandpestsolutions.co.uk



We are Europe's largest and longest established canine bed bug detection team. All of our dogs and handlers are independently tested and accredited to the highest standards.



Grow your pest control business with our bed bug detection system

0800 037 7337

See us at
PestEx
stand 36



Our white label services are used by many of Europe's largest and most respected pest management companies. We are available to you throughout the UK and integrate seamlessly with your existing systems.

All documentation systems, risk assessments and policy documents are branded as your company.

We provide a discreet service to minimise any potential PR issues, making us the choice of many of the country's leading organisations.

CALL US NOW!

SPEAK TO ONE OF OUR BED BUG EXPERTS ON **0800 037 7332**

FIND OUT MORE

FOR MORE INFORMATION VISIT **www.merlinbedbugs.co.uk**

PestEx is the UK's largest trade event for our sector, and runs for two full days on Wednesday 25 and Thursday 26 March this year at the ExCel centre in East London.

PestEx preview

FIND OUT MORE
ABOUT PESTEX AND
REGISTER FOR
YOUR FREE VISITOR
PLACE AT
WWW.PESTEX.ORG



BPCA
British Pest
Control
Association

With free visitor entry and a programme that is unrivalled in the UK market, PestEx brings the whole sector under one roof to share and learn from each other to make a stronger, safer pest control industry.

With an ever-growing exhibitor list that includes almost 100 exhibitors from all over the world (an increase of 279m² in exhibition space on 2013), PestEx offers visitors a one-stop shop for contacts, knowledge and new products. It's designed to give you a better understanding of how to improve your business and develop your professional pest control practice.

In current times it's even more important to stay in the know with the latest legislation, products and methods of working. Customer pressures on price, along with an ever increasing demand for professionalism, and ever-changing restrictions and change in the products we use means international shows like PestEx are vital in ensuring you are kept up-to-date with what is happening in your industry.

With further legislative changes around the corner, emerging pest species, and fewer biocides in our arsenals, the pressure is on to maintain public health and food safety. For our industry, this pressure results in innovation, and PestEx is a primary showcase for innovative products and services.

“It's designed to give you a better understanding of how to improve your business and develop your professional pest control practice.”

With over 750 pre-registrations from visitors already (as of the start of February), the show is also looking to attract a large attendance from across our sector, and build on the success of 2013. BPCA's work with both international associations and world-renowned suppliers has spread the word about the show wider than ever before.

We want everyone who attends to learn from the experts and each other, and return home better placed to respond to the demands on our industry. Now is a challenging time to be a pest controller, and those who stay on the ball can maximise the opportunities available.

Don't miss our programme of Seminar and Technical sessions throughout the two days. We have the latest research, best practice, and demonstrations of how to add value to your business (further information on pages 12-15). There are also PROMPT CPD points aplenty for those registered on the scheme. It was standing room only for a lot of the sessions last time, so don't leave it too late if you have a 'must see' session in your sights. For more tips on how to get the best from the show, see the next page.

If you've registered to attend PestEx 2015, we hope you enjoy the two days and we trust your time at the show will be beneficial. If not, then you can still register your free place at www.pestex.org to avoid the queues and get an exclusive benefit. Alternatively you can turn up on the day and enter for free.

Top tips to make your PestEx experience the best ever!

- 1 Make a diary date.** Unless you commit a particular day or days in advance, it's quite likely something will pop up to prevent your visit. Get it in the diary NOW (25 and 26 March).
- 2 Pre-register at www.pestex.org** – not only will you beat the queues on arrival, but you'll also have the chance to win a prize on the day. You'll also get regular updates and special offers before the show.
- 3 Organise!** Time away from your 'day job' is precious, so make sure you get the most out of your trip to PestEx. If you're only able to attend one of the days, decide in advance which day you want to be there. Are there particular seminar or technical sessions you'd like to attend?
Consider what you want from PestEx, then create a timetable. How will you reach ExCel? Can you carshare to save costs? Give yourself enough time at PestEx. You'll be meeting people you should be speaking to in every aisle. Take our word for it: time will run away from you!
- 4 Make use of the pre-published floorplan and exhibitors list** (page 16-17) to plan your route around and avoid crisscrossing the floor. Don't just focus on the companies you came to see – an open mind will always pay off in the long run.
- 5 Book Hotels early!** Hotels close to ExCel often sell out fast, and can be expensive. If you intend to stay overnight, try hotels a short tube or DLR ride away – you'll save far more than the return fare!
- 6 Be realistic** – don't expect to 'do' the whole show in one go, it might take two days. Meeting the right people on the right day can fall naturally into place, but equally you can quickly become frustrated when you keep missing the person you wanted to see. If feasible, schedule two half days. That way you have an opportunity to ensure you don't miss that essential person.
- 7 Write notes and make follow-up contact** with suppliers you talked to as soon as possible while your memory of their products and services is still fresh. It's no use leaving it three months then wondering which company had that brilliant gadget you need for a specific job. File stuff or share it with colleagues – after all you wouldn't have picked up half the information you did unless it looked vaguely interesting!

ServSuite
THE COMPLETE PEST CONTROL SOFTWARE SOLUTION

- Scheduling ✓ Routing/Mapping
- Invoicing ✓ Inventory MGMT
- Mobile Apps ✓ Reporting
- Marketing ✓ Compliance
- Barcode Scanning ✓ E-Mail
- GPS Tracking ✓ Web Portal

UNLIMITED TECH SUPPORT

Paperless

WE TAKE YOU MOBILE FOR LESS

Android, Apple, Windows

globalsales@servsuite.net
www.ServicePro.com/UK

+44 (0) 208 816 7164

BritonIQ, CONTECO, WITT, ORKIN, BIRD AND BIRD

Used by More than 2000 Customers Worldwide!

PestEx seminar programme



Seminar theatre **Wednesday 25 March**

10.00AM Wildlife licensing provisions: reviewing procedures and updating arrangements

The Wildlife and Countryside Act 1981 provides the licensing of activities and actions that would otherwise be illegal or restricted. This involves a range of animals but is particularly relevant to birds where all species, their eggs and nests are protected. Nonetheless, these animals can cause problems that may require and justify taking measures including population control. These are important provisions, available to various sectors including pest control and wildlife management and they seek where possible, to reduce the burden of bureaucracy that legislation can sometimes create. However, the licensing system should not be seen as providing easy options or ways of escaping from existing wildlife protection measures. Anyone relying on licences for taking action must have a thorough understanding of the requirements and be responsible in the way in which they are implemented. This presentation seeks to explain the key aspects of licensing and how it works in practice whilst safeguarding wildlife in the UK.

Speaker: Paul Butt, Natural England

11.00AM Non-conformity against audited standards: how pest control is getting it right (and wrong)

Pest control is one of the major sources of non-conformity against the BRC Global Food standard. BPCA has carried out a research project to analyse every UK non-conformity and identify trends and best practice. Find out how your business can minimise non-conformity by attending this session.

Speakers: John Figgins, British Retail Consortium, Richard Moseley and Simon Forrester, BPCA

12.00PM Biting back: the development and evaluation of novel pest and vector control methods

Arthropod pests and vectors of disease that affect livestock and human health are a global problem. In this seminar, Dr Logan will present exciting research from the London School of Hygiene and Tropical Medicine and the Arthropod Control Test Centre (Arctec) on the development and evaluation of novel control technologies for arthropod pests and disease vectors. Through chemical ecology investigations new odours, which modify insect behaviour (semiochemicals), have been discovered and have the potential to provide novel control and monitoring tools. Arctec offers the expertise and state-of-the-art facilities to provide consulting and testing for such tools.

Speaker: Dr James Logan, Arctec at the London School of Hygiene and Tropical Medicine

1.00PM Pest control from the client perspective

How can pest controllers deliver what clients want? And what is that anyway? Our client panel (taking a BBC Question Time format) explains their needs and invites you to ask questions regarding improvements in practice.

Panel members from clients including Tesco and M&S

2.00PM Professional pest management services: achieving quality provision in a global setting today and the future

The launch in March of CEPA Certification to EN 16636 gives clients a new benchmark in quality pest management provision. But where do we go next?

Incorporating:

- The future of pest management service standards: the need for a unified global standard
- Brand protection in the food manufacturing industry
- Horizon technologies and their impact on future pest companies.

Speaker: Dr Peter Whittall, Executive Director, Tripod Consulting Ltd

3.00PM Past, present and future of the pest management industry (an international perspective)

Few industries have evolved around the globe as much or as quickly as the pest management industry. There are a multitude of reasons: changing consumer attitudes, improved technician training and education, available technology and others. However the session will focus on the impact that environmental awareness and regulations have had on the industry since the final days of the chlorinated hydrocarbons in the 1980s (e.g. Chlordane), until the present and the increasing importance of ecological toxicity on the availability and use of products by the industry – things like pollinators, rodents, endangered species, water quality and aquatic species. The session will conclude with some suggestions on what companies may expect in the foreseeable future with some suggestions on how best to position your company.

Speaker: Bob Rosenberg, National Pest Management Association (USA)

4.00PM Wasp treatment and behaviour

Historically, wasp treatments have been carried out across daylight hours during the summer months in Northern Europe. But is this the most effective and least-risk method of treatment? This session will discuss best practice in wasp treatments, and investigate behavioural issues that mean we may need to change the way we address nuisance wasp problems.

Speakers: Professor Stephen Martin, Chair in Social Entomology, University of Salford, and Helen Ainsworth, Barretine Environmental Health

Technical theatre **Wednesday 25 March**

10.00AM Accidental imports of dangerously venomous arachnids

This talk will provide information on arachnids of medical importance which from time to time enter the UK with imported commodities.

This will include:

- Of these the (true) Widows (*Latrodectus* sp) are one of the most frequently encountered in imported items. A number of species in this genus will be spoken about and described, as they have a particularly toxic venom and are extremely prolific in their countries of origin.
- The Wandering Spiders (*Phoneutria* sp), which can be imported in bananas from south and central American countries, are known for their venom toxicity, ferocity and large size. These are much feared by people in these countries and folklore abounds regarding them.
- Other medically important species of spiders and scorpions will also be covered along with some illustrations of bite/sting reactions (not for the faint hearted).

There will be an opportunity to ask questions and view both live and dead specimens of spiders and scorpions.

Speaker: Chris Woodard, Chris Woodard Pest Control Services

11.00AM Reading and understanding rodenticide labels: what exactly do they mean?

At a time when the use of rodenticides in the UK is going through more change than at any time since the early 1950s it has never been more important to use rodenticides correctly. Rodenticides are approved for use on condition that they are used and applied as the label for the formulation dictates. It is a requirement that labels are read prior to use of the formulation. Reading a label is one thing, but understanding exactly what the requirement on the label means is another! This presentation will seek to clarify what some of the labels require, what the requirements mean for the user and the implications on these requirements to everyday use of rodenticides, and is ultimately designed to try to make progress towards 'getting it right'!

Speaker: Adrian Meyer, Acheta

12.00PM Rodent monitoring in the food industry: an electronic future?

Recent years have seen a dramatic loss in rodenticide products, and the imposition of increasing regulatory restrictions on the way in which the products remaining may be used. In addition, client-imposed restrictions, in the form of the many food industry standards and codes of practice, further limit the toxic and non-toxic options for monitoring and controlling rodents.

In this session we will review how prevalent rodent infestations really are in the food manufacturing sector, examine how effective conventional monitoring systems are at detecting activity, and explore the opportunities that electronic monitoring systems offer as an alternative.

Speaker: Dr John Simmons, Acheta Consulting Ltd

Correct as of February 2015. Schedule subject to change. Check www.pestex.org for the latest updates.

1.00PM Wildlife control and police intervention: changes to attitudes and enforcement

Attitudes within UK law enforcement to firearms callouts are changing. Pest controllers carrying out urban wildlife control need to be aware of the impact of their actions, should they not follow the correct procedure. Police forces are required to intervene, often at significant and unsustainable cost. Therefore constabularies across the UK are adapting to increase penalties on pest controllers who cause false call-outs.

Find out:

- What pest controllers need to consider in order to safely use firearms in urban environments
- What actually happens when a concerned member of the public spots someone with a gun
- How to avoid a police helicopter and armed response
- The changes to police attitudes and structure, and how to navigate it successfully
- The actual cost of a call-out, and who will pay from April 2015
- The long term impact of an armed response call-out on the individual pest controller and their business
- How your insurances are affected by false call-outs
- How to build a relationship with your local wildlife crime officer.

Featuring: actual case studies and evidence from the police, plus useful tips and information to ensure your business remains compliant. Attendees will be given a useful guide published by AUWP.

Gary Williams, AUWP and representatives from the Police

2.00PM Asbestos safety for pest controllers

Asbestos exposure is the greatest single cause of work related death in the UK, with currently (and still rising) some 4,500 victims per year from mesothelioma, lung cancer and asbestosis.

In this presentation on asbestos for the pest control industry Dr Gibson will cover the following matters:

- Asbestos: what it has been used for, which properties contain it and where it is found
- The health risks associated with asbestos and which workers are most at risk of developing disease
- Asbestos legislation and employers legal duties for workers
- Duties of the owners or occupiers of non-domestic premises
- Who has duties in domestic premises?
- Who requires training on asbestos and what type of training?
- What action should be taken by pest controllers if they come across asbestos or suspect material in premises?

Speaker: Dr Martin J Gibson, HSE

/continued over...

PestEx seminar programme



Technical theatre Wednesday 10 March

3.00PM Fumigation solutions and the BPCA's member network

Chairman of BPCA's Fumigation and Controlled Environments (FaCE) Forum Martin Cobbald will be speaking on the benefits of having fumigation solutions integrated into pest control contracts. There is a great opportunity for pest controllers to use the expertise of BPCA Member fumigation companies – an opportunity that can be exploited to gain the competitive edge on non-member pest controllers.
Speaker: Martin Cobbald, BPCA FaCE Forum

4.00PM Fly control in animal production

Flies in animal production (pig, poultry, cattle, and dairy) are seriously affecting the performance of the animals. They are not only a nuisance but also transmit more than 65 diseases to the animals and human beings working on the farm and its environs. The biggest damage is caused by the housefly (*Musca domestica*) but also the blood sucking stable fly (*Stomoxys calcitrans*) causes serious problems. The total yearly global damage caused by farm flies is estimated to be several billions of dollars.
Speaker: Dr Kai Sievert, Syngenta

Seminar theatre Thursday 26 March

10.00AM Which? approval is right for your business

Which? is more well known for testing cookers, fridges and other household goods but the consumer organisation now also runs Which? Trusted Traders – a premium business endorsement scheme designed to signpost consumers to competent, reliable traders. The session outlines what it takes to become a listed trusted trader and how approval can benefit your business.
Speaker: Dave Quinton, Which? Trusted Traders

11.00AM Anticoagulant resistance in Europe – what next?

Anticoagulant resistance management in the UK will be revolutionised during 2015 because the most effective anticoagulant resistance-breakers (brodifacoum, difethialone and flocoumafen) can be used for the first time against Norway rats. The talk will explore the most effective ways to use these products and the situation in other European countries where resistance is increasingly taking hold. Are regulatory decisions by the European Commission and Member State Competent Authorities helping or hindering resistance management? What does the future hold for environmental impacts, regulatory restrictions, the use of anticoagulants, and resistance development?
Speaker: Dr Alan Buckle, Rodenticide Resistance Action Group (RRAG)

12.00PM CEPA certification - the European standard for professional pest management services

The launch of the CEPA Certified® standard gives every pest control companies across Europe the chance to be benchmarked. Find out what the audit involves, who carries it out (and how), and pick up valuable resources to help your business meet the criteria first time. Featuring:

- A case study of a pest control company that has gone through the audit process themselves, demonstrating the value to its business
- A certifying body that carries out audits to the CEPA Certified® standard (EN 16636)
- The work that CEPA is doing with clients across Europe to embed the standard into specifications.

Speaker: Chris Suter, Independent Consultant and Member of CEN Committee

1.00PM The UK SGAR stewardship regime and the role of CRRU

Implemented in 2015, as required by HSE, the UK SGAR Stewardship Regime will affect who can buy second-generation anticoagulants rodenticides (SGARs), where they are applied and how they are used. The regime, to be coordinated by CRRU, will permit SGARs to be applied safely where they are needed while minimising risks to the environment. A new CRRU Code of Best Practice embodies these aims. CRRU-approved training programmes, certification of those buying professional SGAR products, checks to be made at point-of-sale, the role of CRRU-verified agriculture accreditation schemes and a range of CRRU-funded stewardship monitoring programmes will be explained.

Speakers: Dr Alan Buckle, Campaign for Responsible Rodenticide Use (CRRU) and a representative from the Health and Safety Executive (HSE)

3.00PM The future of general pest management

Urban pest management is inextricably linked to four factors:

- The pests that need controlling
- The tools available to control them
- The regulatory framework – how the pests can be legally controlled
- Society's acceptance of pests and their control.

Over time all four of these factors have changed, to a greater or lesser extent. However, during the next 20 years we are likely to see greater change, to all four factors, than we did in the last 100. This will significantly impact how we as an industry provide a pest free environment for society.

Speaker: Mark Hoppé, Syngenta

Technical theatre **Thursday 26 March**

10.00AM **Invasive pests – pest control's front line**

Many of our pests were originally accidental introductions from overseas, that have successfully colonised the UK and are now causing problems. That process is still underway, driven by trade, climate change, and human movement. This presentation looks at recent changes, what new pests we can expect in coming years, and the role of the pest control industry in dealing with this threat.

Speaker: Clive Boase, The Pest Management Consultancy

11.00AM **Minimum application for maximum effect - sustainable and cost effective use of spraying**

How to spray effectively while minimising costs, through the correct choice of equipment and accessories, the right application tool and technique and the correct care and maintenance of your equipment.

Speaker: Dave Avery, B&G Equipment

12.00PM **Hoarders: effective pest control strategies**

Hoarding is highly prevalent (approximately 2-5% of the population – that is potentially over 1.2 million people in the UK alone) and when severe, can cause great burden for the sufferers, their families and society. Coupled with a pest infestation the situation can become untenable for the resident, and exceedingly difficult for pest controllers to do their job. Experienced pest controller Les Leonard highlights the issues associated with hoarding, and explains the strategies a pest controller can employ when attempting to resolve infestations.

Speaker: Les Leonard, London Borough of Southwark

1.00PM **Tree bee conflict in urban dwellings**

Bombus hypnorum (the tree bumblebee) is a new species of bumblebee to the UK. It was first discovered in Wiltshire in 2001 and since that time has spread rapidly across the UK and is becoming an established species. There are 250 species of bumblebee in the UK that regularly visit our gardens during the summer months without incident. Although the tree bumblebee is an excellent pollinator for the human food chain and not thought to be an invasive species, unlike other species of bumblebees it likes to create nests inside or very close to domestic dwellings. This brings the tree bumblebee into direct conflict with mankind. To date The Tree Bee Society of Great Britain has found tree bumblebee nests in bird boxes, tumble dryer vents, attics, soffits, wheelbarrows, central heating exhausts and compost heaps. Our initial research indicates that while the bee is not aggressive the number of male drones around the entrance of the nest is often perceived as threatening behaviour by members of the public. This results in calls to councils and independent pest control companies.

Speakers: Andy and Abigail Reade, The Tree Bee Society

Correct as of February 2015. Schedule subject to change. Check www.pestex.org for the latest updates.

2.00PM **Siting and surveying for electric fly killers**

Electric fly killers are a great weapon in the pest controller's armoury. They can be used to both eradicate disease-carrying flying insects and to monitor which flying insects are present in the location. However, if the incorrect type of unit is used, or the unit is sited in the wrong place, they are much less effective. This seminar gives you tips on what to look for when surveying for fly killers and where to site units to get the best results.

Speaker: Jeff Callaghan, BPCA

3.00PM **Managing staff and the challenges it brings**

This will be a whistle-stop tour of the HR challenges of managing staff, how you can ensure that your staff within the employment law and protect yourself, your company and your staff. This talk is sponsored by Professional Women in Pest Management (PWIPM).

Speaker: A representative for Professional Women in Pest Management



ICTS UK provides a range of canine detection services, offering both passive and pro-active detection of drugs, explosives, firearms, currency and contraband. Now, working in partnership with Medical Detection Dogs, ICTS is also able to provide bed-bug detection services.

Medical Detection Dogs are a registered charity specialising in the canine detection of cancers and other complex medical conditions. By providing this service in partnership with ICTS UK, Medical Detection Dogs are able to provide a revenue stream to fund these life saving activities and to train more Medical Alert Dogs that can assist individuals and their families.

ICTS UK & Medical Detection Dogs working in partnership.
For more information, contact us on:

ICTS UK Tavistock House, Tavistock Sq, London, WC1H 9LG E: Jed.marshall_uk@icts.co.uk T: 07825 430190, www.icts.co.uk	Medical Detection Dogs Winslow Road, Great Horwood Milton Keynes, MK17 0NP www.medicaldetectiondogs.org.uk T: 01296 655888
--	--




Exhibitors and floor plan confirmed at February 2015

Exhibitor Name	Stand		
Tenv Solutions Ltd	6	Earth Care Products	90
Agropharm	20	Eurotrap Ltd	70
Airofog Machinery Co Ltd	32	GLORIA Haus	64
Alchochem Hygiene	51	Green Trap Online	22
AP&G Catchmaster	57	GSG Urbanguard GmbH	95
Arctec	62	Hockley International	16
Association of Urban Wildlife Professionals	44	Huck Nets UK Ltd	76
B&G Equipment	69	IGEBA	83
Babolna Bio Ltd	60	IPC Magazine	7
Barrettine Environmental Health	96	Mousestop by iPest	26
BASF	48	Irto Trio KFT	64a
BASIS PROMPT	33	JSC Nando	19
Bayer Cropscience	59	Killgerm Chemicals	92
Belgagri SA	65	Lipatech	82
Bell Laboratories Inc	42	LODI UK	58
Berson (Insectron)	41	Longray	65a
BioGenius GmbH	11	Martignani	35
Birchmeier / Agralan / LanceLab	78	Media Centre / Pest Magazine	67
Bird-X	55	Merlin Environmental Solutions Ltd	36
Bleu Line Ltd	47a	Messinas	13
Bower Products Ltd	98	Mesto	25
BPCA	Lounge Area	Mobile Worxs/Brother UK	1
Bradshaw Bennett Ltd	43	NPTA	9
Brandenburg UK	74	Orkin	29
Brown Y Ltd	P1	ORMA srl	85
Clean Brands LLC	18	Pelsis	44
Confederation of European Pest Management Associations (CEPA)	40	PelGar International	39
Detia Degesch GmbH	10	Pest Fix	56
		Pest Scan	3
		Pest-Go Ltd	68
		PestTrader	79
		PestWest Electronics	88
		Plastdiversity	80a
		Pomel Sp.	45
		Pulimac 3 s.r.l.	14
		Quimunsa	69a
		Rat Pak Engineering Ltd	45a
		Rentokil Products	15
		RSPH	30
		Russell IPM	77
		Sentomol Ltd	8
		Serv Suite	84
		Sharda Cropchem Limited	52
		Silvandersson Sweden AB	12
		Simpson Turner Holdings	28
		Sitno Ltd	94
		Spray Systems	93
		Suterra	54
		SX Environmental Supplies	38
		Syngenta	21
		The Pest Management Consultancy	31
		Thermokil Ltd	63
		Tifone Ambiente	23
		Trust K9	91
		Unichem d.o.o.	56a
		Vebi Istituto Biochimico s.r.l.	49
		Vermend	87
		Waspbane	81
		Woodstream Europe Ltd	89
		Yutaka Make Co Ltd	47



Meet us at *PestEx* on stand 3!

Pest Control Software

Features

- Scan monitors with your phone or barcode scanner
- Optimised for offline use
- iPM-ready
- Planning and stock control
- Web reports, charts, statistics
- Advice management
- Excellent helpdesk support

Always meets your requirements

- ✓ PestScan Budget
- ✓ PestScan Professional
- ✓ PestScan DeLuxe

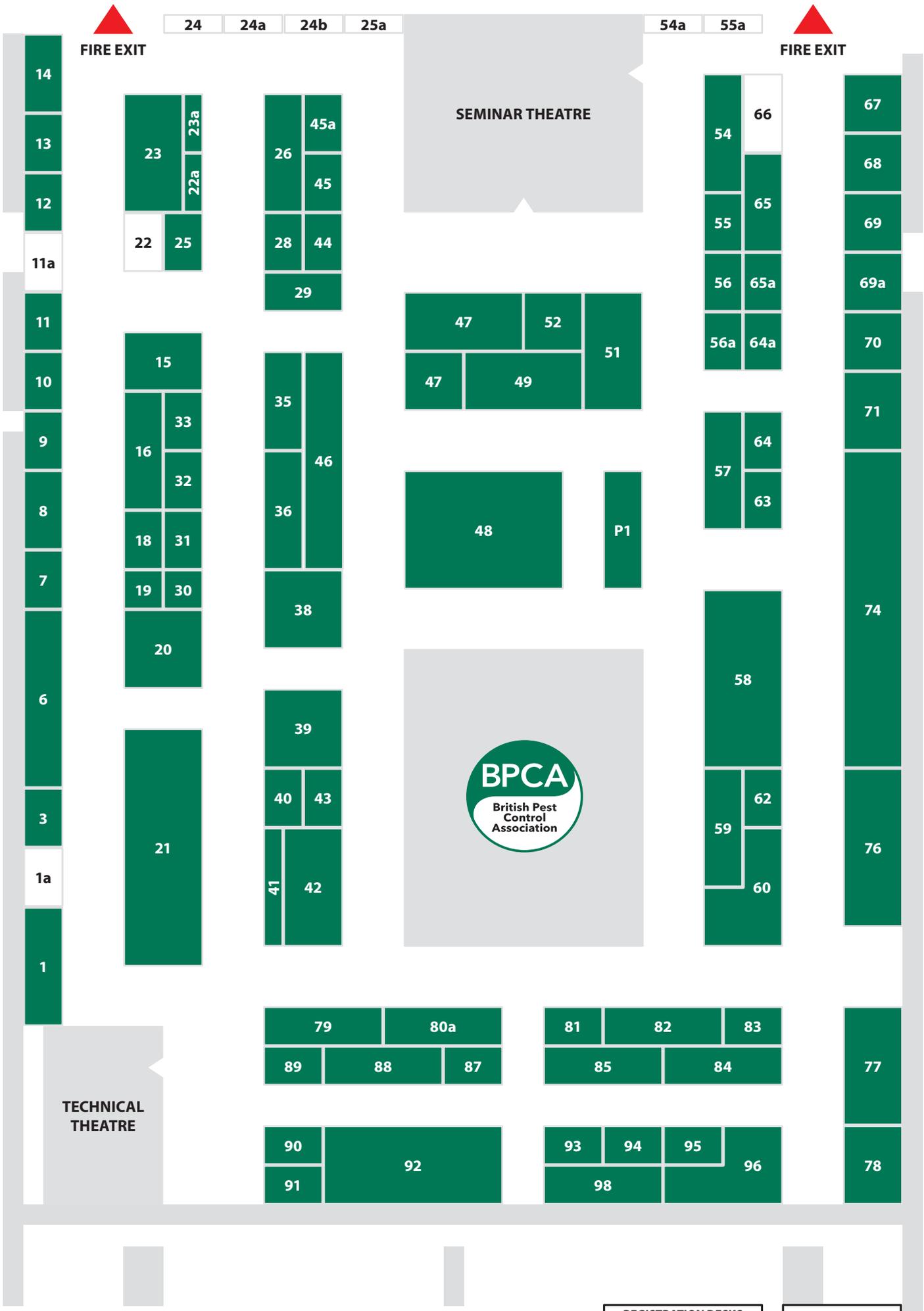


PROMOTION!

Order before 10 April and get 3 months for free!

More info or request free trial at: www.pestscan.co.uk

E-mail: info@pestscan.eu



FIRE EXIT

FIRE EXIT

SEMINAR THEATRE



TECHNICAL THEATRE

REGISTRATION DESKS

ORGANISER'S OFFICE

ENTRANCE

STAND BOOKED

STAND TBC

PestEx products and news

Classy-looking new fly unit

Chameleon® Sirius

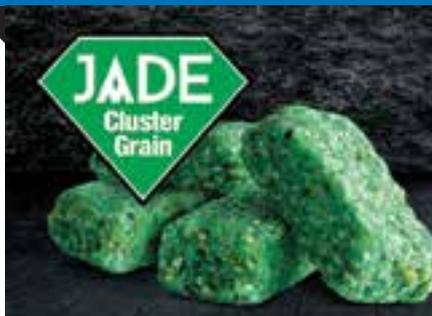
PestWest® has added to their hugely successful Chameleon® range with the launch of the all new Chameleon® Sirius. It belongs to the latest generation of UV fly control units, which benefits from unique energy efficient T5 14 watt UVA tubes. This sophisticated new unit is designed for front-of-house use, with its clean curves and a choice of stainless steel, white or trendy anthracite finish, it fits seamlessly into any restaurant, café or hotel.

See the new Chameleon® Sirius on stand 88 at PestEx 2015.

www.pestwest.com



Lodi launches new bait



LODI UK is proud to launch a new and unique rodent bait formulation: JADE Cluster Grain has been developed to ensure maximum palatability to rodents. It contains a number of cereals (e.g. millet, sesame and crushed wheat) formulated with some secret ingredients. The result is a rodent bait that outperforms traditional baits in numerous field situations. The JADE Cluster Grain is ready to use and wrapped in a sleeve – this ensures the user doesn't come into contact with the bait but allows the attractive scent through so rodents start to eat the bait quickly.

www.lodi-uk.com

Killgerm Wasp Nest Destroyer

New from Killgerm is the powerful foam Wasp Nest Destroyer designed for killing wasps in the nest. This professional treatment is easily applied from a safe distance using the 600ml can. It is applied directly onto the wasp nest providing quick and effective control. Commercial manager, Paul Wood commented, "It's great to be launching this product, we feel it will be an important product for our customers in what we hope will be a busy wasp season later in the year."

www.killgerm.com



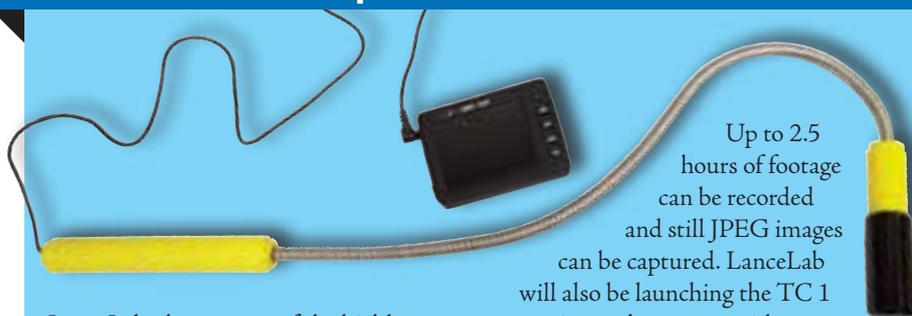
Birchmeier shows new REC 15

This well-known manufacturer of application equipment has recently launched the REC 15, the first rechargeable backpack sprayer with automatic pressure system. This new spraying system will be available on stand 78 at PestEx 2015.

www.birchmeier.com



LanceLab launches new products at PestEx 2015



Up to 2.5 hours of footage can be recorded and still JPEG images can be captured. LanceLab will also be launching the TC 1 – a 1m snake camera with a wide angle lens. This connects to the TC 7 Mini DVR as an accessory or can be purchased separately.

Try these new innovative products on stand 78 at PestEx 2015.

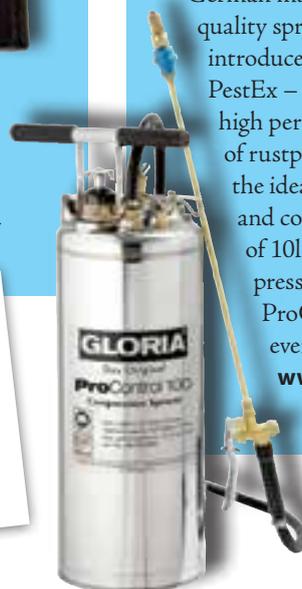
www.lancelab.com

LanceLab, the creators of the highly popular XL8 Telescopic Lance will be launching the TC 7 – a 7m fully adjustable telescopic camera lance system with Mini DVR camcorder using SD cards at PestEx 2015. The system produces high quality videos that are easily transferred to PC.

Gloria ProControl 100

German manufacturer of high-quality sprayers, Gloria, will introduce a new pressure sprayer at PestEx – the ProControl 100. This high performance sprayer is made of rustproof stainless steel and is the ideal helper with prevention and control. With a fill content of 10l and a maximum working pressure of 5.5bar the ProControl 100 is ready for even the biggest jobs.

www.gloria-industrial-sprayers.com



See these and many other new products at PestEx 2015.

FIND OUT MORE ABOUT PESTEX AND REGISTER FOR YOUR FREE VISITOR PLACE AT WWW.PESTEX.ORG

PestEX

THE PREMIER PEST CONTROL EVENT



WANT TO WIN A PRIZE AT PESTEX?

Back a winner on the PestEx Derby and you will!

Simply register your free place at PestEx, and attend on the day/s you've booked, then you'll be given the opportunity to pick one of the racers in the PestEx Derby. If your luck is in and your runner wins, then you are guaranteed to walk away with a prize – some of which are worth up to £200.



Rodent control packs including a range of baits or Evo Ambush bait stations



Accuspray professional, Deluxe Bait Gun, IPM case or a Jumbo Carry Case from B&G Equipment



INSECT-O-CUTOR
Aura or Halo 15 professional electric fly killer

Insect-a-clear

Flyshield Solo flykillers from Bower Products



Six month licence to PestScan



Bottle of Cimetrol

Box of SX One Rat bait boxes, box of SX Euro Mouse bait boxes or box of SX Insect Guard with SX Insect Pads.



Personalised prebaited insect monitors.



Foxy plus 500ml hand sprayers



DR5 Compression Duster

Rentokil

The Experts in Pest Control
Phostoxin applicators



Two cell Maglite torches

NETWORK

Box of Network Avipoint P14 (50m) or a 20m roll of Network Avishock

LANCE LAB

Mini-Flex flexible nozzle attachments for DR5 and XL8, or an XL 8 telescopic extension lance

Many more prizes to be announced!

For your chance to win one of these prizes, register your free place at www.pestex.org



Venomous beasties

The average UK pest controller, throughout the summer months at least, is dealing with venomous insects in the form of bees and wasps on a daily basis.

It is often quoted that Hymenopterous insects (bees, wasps and ants) are responsible for more deaths in humans than all other dangerous animals put together excluding, of course, the likes of mosquitoes and other biting insects which transmit zoonotic infection such as malaria, plague, etc.

Of the groups of venomous creatures that are feared more than almost any other are snakes and spiders and, to a lesser degree, scorpions. In this regard, on very rare occasions, venomous snakes are inadvertently imported. However, spiders are not uncommon imports. Of course many of these spiders are innocuous species although some of the large individuals such as huntsman spiders (Sparassidae) are treated with much trepidation by the average person in the UK. However they are not considered to be of medical importance, which is not the case with some other species.

The family Theridiidae contains two genera of importance to the pest controller: the false widows (*Steatoda*) and the (true) widows (*Latrodectus*).

Dangerous animals, both large and small have always been held in awe. Venomous species, whether arthropod or vertebrate, have had mixed levels of respect from different cultures. But what can today's pest controllers expect to meet on their travels, and what are the hazards? Chris Woodard of Woodard Pest Services explains.

Although some species of false widows possess venoms which can cause systemic reactions in people, their venom toxicity pales into insignificance when compared to true widows.

There are 32 recognised species of these spiders with many, although not all, species having their origins in the warmer parts of the world.

Europe has its own species of widow, *Latrodectus tredecimguttatus*, with folklore surrounding this spider which was given the name 'tarantula' in medieval times. Other spiders of striking appearance such as the wolf spider (*Lycosidae*) and, more recently, the bird spider (*Theraphosidae*) have also been given this common name.

Other members of the true widow group of some notoriety are the black widows of North America of which there are three species and, of course, the infamous redback spider (*Latrodectus hasselti*) of Australia. A bite from any one of the true widow species should be considered a medical

emergency as the venom has neurotoxic and therefore systemic properties, affecting the body in many ways ranging from painful muscle cramps, difficulty in breathing, headache, nausea and, in some male patients, priapism (a painful, erect penis). Correct treatment of the bite is of the utmost importance once it has been established that the person has actually been bitten by a true widow.

This group of spiders can be imported with almost any commodity, from edible produce (grapes in particular), to vehicles and the packing cases and shipping containers in which the goods have been packed. The three most often encountered appear to be the North American black widows: *Latrodectus mactans*, *L. hesperus* and *L. variolus* – all of which I have observed in shipments over the last twenty years.

In countries inhabited by true widows they can be extremely abundant in and around human habitation including dwellings, outbuildings, warehouses, and sheds, etc. While in Australia I encountered over twenty redback spiders on the walls of the building I was staying in. Despite this abundance, relatively few people are bitten and fewer still suffer severe bite reaction.

The question of control

With regard to the control of true widows, treatment will vary depending on the type of imports in which the spiders have been found. For example, if found in sensitive electronic equipment it would be difficult to use most formulations of arachnidicides (insecticides). Physical removal using industrial type vacuum cleaners by trained operators with appropriate personal protective equipment (PPE) is required. One should bear in mind that some populations of these spiders may have a degree of resistance to many formulations of pesticide and therefore it would be advisable to ascertain that the chosen product is effective and approved for use in the areas infested.

With climate change, it is possible that a species of true widow may become established in the UK, especially in the South and South West with their warmer climates. The species which could become established in the UK is likely to be the European widow (*Latrodectus tredecimguttatus*) or one of the North American species. Spiders require high humidity, and this is a limiting factor for their survival in new territory. Most will die in transit.

Behaviour

All widow spiders build webs to capture prey. Adult females are sedentary in this respect, staying at the same location most of their lives unless disturbed. Males are small, sometimes only one tenth the size of the female and wander, locating females to mate with. The male is of little or no medical importance.



Unlike the widow spiders, wandering spiders (*Phoneutria*) do not use silk in prey capture as they are active hunters. The genus contains some extremely venomous species such as *Phoneutria nigriventer* and *P. fera*, although there are a further six known species. These spiders have a fearsome reputation due to their large size (with a leg span up to 150mm), their highly toxic venom, and their aggressive behaviour as they are known to attack any aggressor. They have been described as the world's most venomous spider and, because of their ferocity and size, they are particularly dangerous to deal with and could be described as the most dangerous spider. I have kept individuals that have shown little hesitation in hurling themselves at the sides of their containers when detecting movement or vibration.

There are several genera in the family Ctenidae containing wandering spiders, some of which are likely to be of medical importance but it is the *Phoneutria* species that is considered to have the most venomous bite. They appear only to be associated with



imported bananas from South and Central America but, unlike the widow spiders, are not good survivors in transit. If they do survive they are often reported in the news.

In appearance, and indeed behaviour, they are not dissimilar to the huntsman spider i.e. they move extremely fast but are more prepared to bite.

The sac spider (*Cheiracanthium*) genus can be found in imported edible produce such as grapes and bananas. The common name refers to the silken retreats they construct as shelters from the elements. This genus contains two hundred species, ten of which are implicated with envenomation. In humans their bite can cause necrosis in extreme cases. They are relatively small spiders with adults of some species having a maximum of 25mm leg span.

The last word

Shipments where spiders are found should be inspected where practicable, and an assessment made as to what action should be taken. Consulting an expert in this field is advantageous due to the dangerous nature of these groups.

Are you a registered BASIS PROMPT professional?

PROMPT is an independent industry-recognised register of suitably qualified people who can genuinely claim to be professionals in public health pest control and related activities.

Members make a commitment to lifelong learning Continuing Professional Development (CPD) which all professionals in leading industries are expected to make.

www.basispestcontrol.co.uk

PROMPT[®]
Register

Show your customers that you're a true professional.

SUPPORTED BY



BPCA breaks member referral record!

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

The end of year report for 2014 (from 1 January 2014 to 31 December 2014) is showing that consumer referrals are up over 25% at 55,235 which is almost 12,000 more than 2013.

BPCA Marketing Officer Laurence Barnard explains, "Back in 2012 we estimated we gave out approximately 10,000 referrals.

However this was trumped back in 2013 with the launch of the new BPCA website which led to a total of 43,507. We are delighted with this recent announcement and hope we can continue to deliver added value to members."

With another year of breaking referral records, BPCA is looking forward to what the future holds in 2015.

Not a BPCA Member and therefore not receiving any referrals? Find out about this and many other membership benefits at www.bpca.org.uk/join

55,535 referrals given out to members in 2014

AB = 45	GU = 764	PL = 144
AL = 162	GY = 9	PO = 193
B = 1724	HA = 1796	PR = 1624
BA = 207	HD = 52	RG = 2034
BB = 95	HG = 82	RH = 475
BD = 381	HP = 427	RM = 961
BH = 224	HR = 29	S = 295
BL = 104	HU = 59	SA = 62
BN = 442	HX = 38	SE = 1661
BR = 405	IG = 1201	SG = 357
BS = 576	IP = 407	SK = 126
BT = 297	IV = 4	SL = 195
CA = 32	KA = 32	SM = 282
CB = 734	KT = 2891	SN = 147
CF = 245	KW = 5	SO = 305
CH = 205	KY = 41	SP = 119
CM = 356	L = 3337	SR = 139
CO = 151	LA = 72	SS = 880
CR = 538	LD = 20	ST = 377
CT = 172	LE = 352	SW = 1953
CV = 1015	LL = 40	SY = 89
CW = 72	LN = 90	TA = 93
DA = 348	LS = 1148	TD = 5
DD = 62	LU = 196	TF = 42
DE = 1738	M = 670	TN = 380
DG = 4	ME = 287	TQ = 255
DH = 74	MK = 216	TR = 116
DL = 82	ML = 47	TS = 121
DN = 234	N = 1812	TW = 510
DT = 91	NE = 278	UB = 2624
DY = 189	NG = 575	W = 1427
E = 1593	NN = 1627	WA = 150
EC = 130	NP = 138	WC = 79
EH = 315	NR = 195	WD = 264
EN = 297	NW = 1137	WF = 105
EX = 294	OL = 125	WN = 151
FK = 41	OX = 361	WR = 122
FY = 66	PA = 61	WS = 252
G = 681	PE = 519	WV = 121
GL = 345	PH = 10	YO = 110



FUMICON

BCPA Fumigation Conference



FUMIGATION | feature

Thursday
21 May 2015

The Orwell Hotel, Hamilton Road,
Felixstowe, Suffolk, IP11 7DX

Price: £55+VAT per person including a tour of
Felixstowe Port, lunch and refreshments.
The Orwell Hotel is offering special bed and
breakfast rates for delegates.



BCPA will be hosting Fumicon
2015 in Felixstowe on Thursday
21 May 2015.

Fumicon is aimed at addressing
key issues in the fumigation industry
regarding the testing and controlling of
cargoes and containers that are being
transported under gas. The Conference will
also consider other key aspects of
fumigation, including other technologies
that may be used to control pest species
that may not involve the use of toxic
products.

Attendees at the Conference will be

informed by key speakers outside of and
within the pest and fumigation industry.
BCPA Technical Manager Richard
Moseley explains, "This conference will be a
great opportunity for the UK's fumigators
to come together to share best practice and
learn from industry professionals. This year's
conference is made even more special as we
will be taken on a tour around Felixstowe
Port as part of the day's agenda."

The Conference will attract industry
experts with the aim of opening lines of
communication with major UK and
overseas retail, export and transport
companies to highlight the potential risks.
Chairman of BCPA's Fumigation and
Controlled Environments Committee stated
"This is a unique industry event that gives the
opportunity to mix with professional
companies from across Europe, listen to the
expertise of our speakers, and experience the
excitement of being at the UK's busiest port."

Who's the Conference for?

- Professional fumigators
and pest controllers
- High street retailers
- Port health authority
management
- Transport and haulage
industry
- Shipping companies
- Health and safety training
providers
- Persons working regularly
with cargo.

There aren't a substantial amount
of places on this Conference, so
make sure you book early to avoid
disappointment.

CPD points with BASIS PROMPT will
be awarded for attending.

To book go to
www.bcpa.org.uk/fumigation

SPECIALIST INSURANCE FOR THE PEST CONTROL INDUSTRY

Bradshaw Bennett have been arranging
specialist insurance for the pest control
industry for over 30 years.

We are the insurance partner of the
British Pest Control Association and
can arrange tailored cover to protect
you against the risks you face.



Bb bradshaw
bennett

www.pestcontrolinsurance.co.uk

Telephone 01625 505 870 Email pestcontrol@bradshaw-group.co.uk

Authorised and regulated by the Financial Conduct Authority.



WILDLIFE LICENSING



The protection of UK wildlife is important in ensuring the continuing diversity of species, maintaining population levels and distribution, and in addressing welfare and humaneness. There are also situations that may interfere with protected animals and their environments and where legitimate action should be permitted but that would otherwise conflict with or breach existing legislation, for example property development.

Problems and conflicts caused by wildlife range from serious economic damage, spreading disease, risks to public health and safety, to impacts on established flora and fauna. Balancing protection, taking a responsible management approach and reducing the burden on licence holders and users is the responsibility of Natural England, the government's adviser on nature conservation. New or modified licensing arrangements are part of an ongoing process that is flexible and responsive. An example of this is the threat posed by alien species where the priority is to prevent populations becoming established and damaging native animal populations (see page 26).

Natural England consults industry and other stakeholders on proposed changes and consideration of the broader topics that influence the situation. Normally, licences in place for the current year are reviewed prior to being re-issued the next year (a comprehensive

Paul Butt, Wildlife Management Specialist from Natural England, reviews current arrangements.

consultation was undertaken in 2014).

The ability to issue licences for a range of purposes is provided for in the Wildlife and Countryside Act 1981. Section 16 of the Act describes the wide range of categories that can be licensed. Natural England ensures that licences comply with the requirements of other legislation, e.g. EU guidance and interpretation of the Birds Directive. The provisions of the Animal Welfare Act 2006 are also incorporated where this has an influence on trapping or other control measures.

It is important to be aware that breaches of licences and the attached conditions could result in the users involved not being able to rely on that particular licence. It would be for the courts to decide on the legal aspects and consequences of such action. Taking action without the necessary licence can result in a fine of up to £5,000 and six months in prison.

The purposes for which a general licence (see opposite) may be used are an important aspect and users are advised to have considered how these apply to the circumstances and situations in which they are involved. For example, preventing serious damage or anticipating risks to public health and safety indicates that these problems may arise and that intervention

involving use of the relevant licence is both necessary and justified. In relation to birds a relevant factor is that all species their young, eggs and nests are protected against actions that, unless covered by a licence, would be illegal.

Significant efforts are made to ensure the contents of licences are as clear and as consistent as possible. However, it is essential that all relevant aspects including conditions of use are explained and that the explanatory notes cover legal requirements, the limitations of the licence and welfare considerations. This inevitably means that a significant amount of information is covered and users need to fully understand all sections and be confident that they are able to meet licence provisions. Others may not appreciate the need for control or are confused regarding the role of licensing and the legal position. Keep a copy of the relevant licence to hand as this may help in explaining the action being taken and how this is justified.

There is a requirement that users **must be** satisfied that legal (including non-lethal) methods of resolving the problem are **ineffective or impracticable** alternatives to the killing or taking the problem species. To be able to demonstrate that these aspects have been considered and evaluated it may be helpful to record in writing how the decision to rely on the general licence to resolve the problem was arrived at. When necessary, contact Natural England for guidance.



“Taking action without the necessary licence can result in a fine of up to **£5,000** and **six months in prison.**”

Licence categories and purposes

The pest control industry is likely to be involved in one or more of the following licence types:

GENERAL LICENCES

- Permit wildlife management activities presenting a low conservation or welfare risk
- No requirement to apply for these licences
- Users must be an ‘authorised person’ (they either own/occupy the site, or have permission granted by someone with necessary authority)
- Licence does not give right of access or permission to undertake work at a site



CLASS LICENCES

- Cover activities that are judged to require specific skills or experience to avoid risks to the conservation or welfare of protected species
- Detailed evidence is not required, but you should register to use these licences
- Registration maintained? Then user remains eligible to continue to rely on these licences
- Examples include catch/release of birds trapped in food premises, killing/taking of birds for air safety purposes, and the trapping and dispatch of the edible dormouse, *Glis glis* – despite being a protected species it is non-indigenous and cannot be released

INDIVIDUAL LICENCES

- Involve wildlife species where there is a greater risk of harm to populations resulting from control
- Require a completed application supported by evidence and other information e.g. details of damage, risks or other impacts and the measures that have been considered or tried to resolve the problem
- Apply by post or fax for a single, one-off application, or register an online account with Natural England for regular users of class or individual licences via the Government Gateway
- Need to confirm the expertise or experience of the individuals to undertake the work via proof of qualifications/references
- Completed applications are considered by Natural England – a wildlife adviser will visit the site and give advice/obtain further information
- Application takes 30 working days and normally last for one year – repeat licences are available e.g. for regular seasonal issues
- Contractor must report on action taken
- Examples include cormorants preying on fishery stocks, damage by badgers etc.

Changes for 2015

Following the consultation in 2014 and a review undertaken by the NE Executive Board, a number of changes and proposals were agreed and implemented for 2015, with others yet to be agreed (watch this space).

Those that are of most relevance and interest to the pest control industry include:

- Egyptian goose added to the licence permitting action to prevent agricultural damage
- Sacred ibis and Indian house crow added to the licence permitting action for the purpose of conservation (the species pose a threat to native breeding birds)
- Pied wagtail, blue tit, great tit, dunnock and song thrush and the use of mirrors in conjunction with traps or mist nets, added to the class licence permitting the capture and release of birds in food premises for the purpose of preserving public health and safety
- Greylag and Egyptian geese added to the licence permitting action for the purpose of preserving air safety, both on the aerodrome and in the 13km ‘safeguarding’ zone
- Requirements are added for prior registration under this licence from 1 April 2015 and for providing nil returns.



Natural England 0845 601 4523
wildlife@naturalengland.org.uk
www.naturalengland.org.uk
www.gateway.gov.uk



INVASIVE SPECIES

PEST CONTROL'S FRONT LINE

Most of us are familiar with the idea that grey squirrels and Japanese knotweed are non-native invasive species, but what exactly is an 'invasive species', how important are they, and where do they fit into pest control? Clive Boase of The Pest Management Consultancy explains.

In brief, non-native species are plants or animals which do not occur naturally in the UK, but which have been introduced by human activity. At present there are estimated to be about 2,000 non-native species established in the UK, most of which are beneficial or harmless. However a few are having a very damaging effect on the UK's economy, health or environment. These are known as 'invasive species'. In addition to the two mentioned above, other classic invasive species would be giant hogweed, American mink, the German cockroach, the brown rat and the signal crayfish. Across the UK, the total cost of the impact of invasive species (plants as well as animals), is estimated to be around £1.7 billion per year.

Is anyone taking the issue of invasive species seriously?

The Berne Convention of 1982 requires European countries to take steps to conserve flora and fauna. The impact of non-native species is recognised as one of the main factors responsible for reducing biodiversity.

In the UK, a governmental agency with responsibility for coordinating the response to this problem was established in 2006. The Great Britain Non-Native Species Secretariat (GBNNS) provides fact sheets and more.

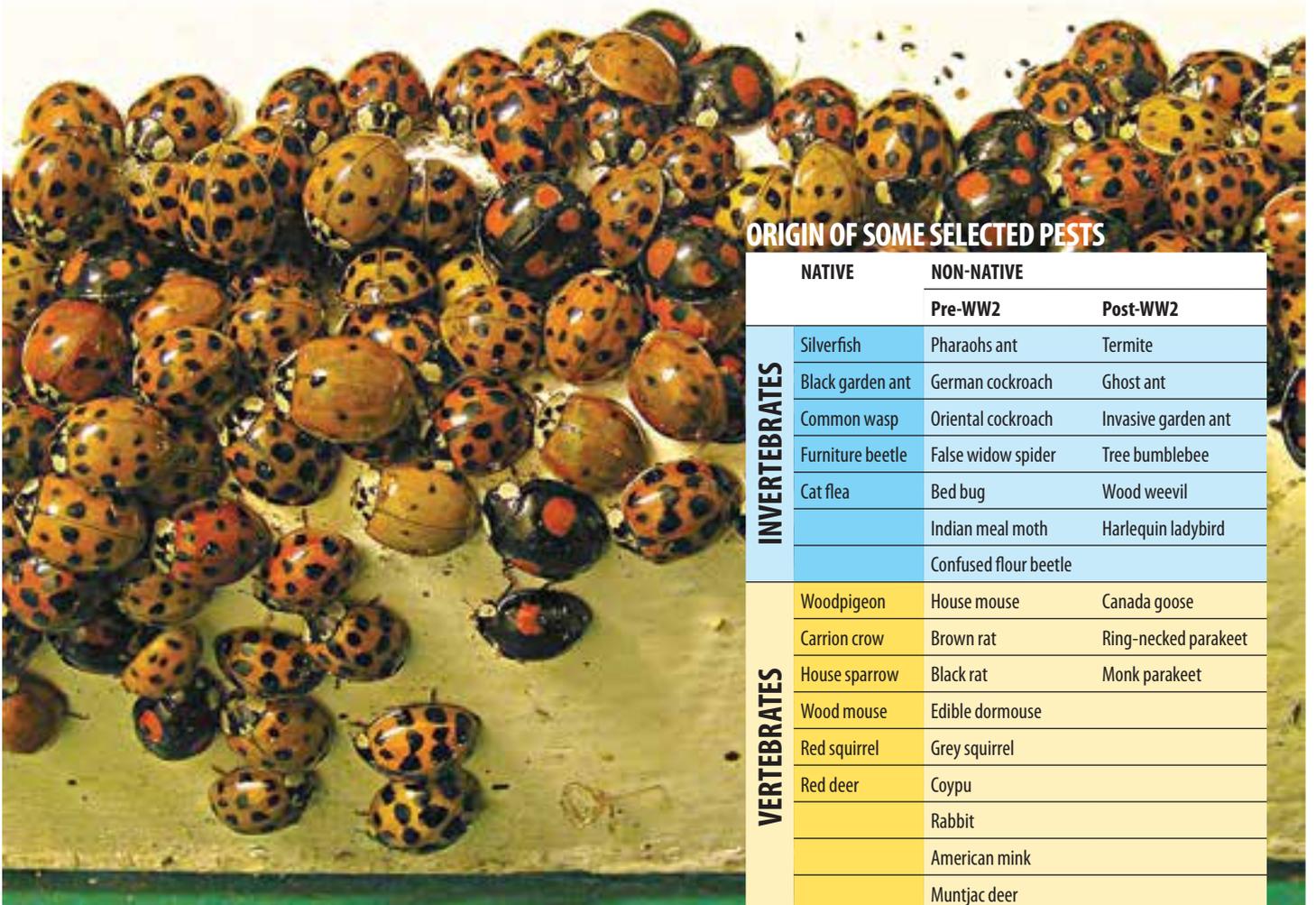
In England, the legal position regarding the introduction of non-native species is covered in Section 14 of The Wildlife and Countryside Act (1981). Regarding the release of non-native animals, section 14(1) of the Act states:

Subject to the provisions of this Part, if any person releases or allows to escape into the wild any animal which –

- (a) is of a kind which is not ordinarily resident in and is not a regular visitor to Great Britain in a wild state; or*
- (b) is included in Part I of Schedule 9,*

he shall be guilty of an offence.

It is this section which is responsible for the widely recognised prohibition of the release of live-caught grey squirrels, but the legislation clearly extends far beyond grey squirrels.



ORIGIN OF SOME SELECTED PESTS

	NATIVE	NON-NATIVE	
		Pre-WW2	Post-WW2
INVERTEBRATES	Silverfish	Pharaohs ant	Termite
	Black garden ant	German cockroach	Ghost ant
	Common wasp	Oriental cockroach	Invasive garden ant
	Furniture beetle	False widow spider	Tree bumblebee
	Cat flea	Bed bug	Wood weevil
		Indian meal moth	Harlequin ladybird
		Confused flour beetle	
VERTEBRATES	Woodpigeon	House mouse	Canada goose
	Carrion crow	Brown rat	Ring-necked parakeet
	House sparrow	Black rat	Monk parakeet
	Wood mouse	Edible dormouse	
	Red squirrel	Grey squirrel	
	Red deer	Coypu	
		Rabbit	
		American mink	
	Muntjac deer		

Harlequin ladybirds hibernating (picture courtesy of Nick Davies)



Monk parakeets nesting on a communication mast (picture courtesy of GBNNSS)

“

If **termites** were to become established in the UK, it would represent a **major addition** to UK pest control business. ”

The next big thing

Many non-native species reach our shores, but the following three species are selected as having potentially significant impact on UK pest control, if they became established:

The **yellow-footed hornet** (*Vespa velutina*) (aka Asian hornet) was introduced accidentally to France in 2005, probably via a container load of pottery imported from the Far East. It has since spread rapidly and has now reached as far north as Brittany, from where it could fly to the UK. Despite being slightly smaller than our native hornet, it preys avidly on adult honeybees and can be very damaging to honeybee colonies. The GBNNSS has an alert for this species, as its arrival is considered imminent. Pest controllers involved in wasp nest treatments in the counties bordering the UK's south coast should be especially vigilant for this species. See: <http://www.nonnativespecies.org/alerts/index.cfm?id=4> and our article in PPC65.

The **tiger mosquito** (*Aedes albopictus*) lives in south-east Asia, with the larvae occurring in small bodies of water e.g.

blocked drains. In 1979 this mosquito was found for the first time in Europe, in Albania, via rainwater trapped in old car tyres imported from the Far East. These mosquitoes gradually spread until they now occur in at least a dozen European countries, including France and the Netherlands. In Asia, these mosquitoes are known to be vectors of several human diseases, but in Europe, for many years, this mosquito represented no more than an aggressive biting problem. However in 2006-7 the situation changed, with an outbreak of Chikungunya disease in northern Italy, transmitted by *Aedes albopictus*. There were over a hundred human cases with several fatalities. Climate modelling has shown that these mosquitoes could become established in the UK, so research is already underway here to try to locate infestations. If this mosquito were to become established, it could represent a major addition to UK pest control activity. Watch out for small, black-and-white, daytime-biting mosquitoes. Ports are potential sites of entry, together with premises where horticultural

products are imported from overseas. See: <http://www.nonnativespecies.org/factsheet/factsheet.cfm?speciesId=3793>

Termites are a common structural pest in warmer countries, sometimes causing severe damage to timber structures. Closer to home, six species of termites (mostly *Reticulitermes* spp) occur in France, with problems being particularly severe in south-west France, where there are requirements that houses offered for sale must have a certificate showing that they are termite-free. These termites have been gradually moving northwards, and colonies are now established in Paris and even towards the Channel coast. If termites were to become established in the UK, it would represent a major addition to UK pest control business, and require the development of new technical skills, together with the approval of new pesticides. See: <http://www.nonnativespecies.org/factsheet/factsheet.cfm?speciesId=2988> and the case study featured overleaf.

/continued over...

How do they get here?

The English Channel is a partial barrier to the natural movement of many species, but trade and human intervention provide an alternative route of entry:

Accidentally imported within goods

A large range of our smaller pests, such as cockroaches, ants, and stored food pests, together with rats and house mice, were probably accidentally introduced to the UK, concealed within commodities or products such as grain, food products, timber, plants, soil or other goods. DEFRA's Plant Health Controls, and the work of port health officers are intended to reduce this risk, but it is likely that pests are still nonetheless being regularly brought into the UK. Spiders being regularly found on imported bananas are just one high-profile example of

this pest importation route (see Venomous Beasts, page 20).

Deliberate or accidental release of captive animals

In addition, accidental or deliberate release of captive non-native species has also been a very important issue. Now of course this activity is outlawed, but previously it was not uncommon for landowners with an interest in exotic animals to release them in their parks, gardens and lakes, in order to liven up their local landscape. Muntjac, grey squirrels and Canada geese probably all became established via this route. As well as deliberate release, there will also have been accidental release of captive animals such as farmed mink, which then became established in the wild. Unfortunately, despite awareness

programmes, this process continues today with the regular release in the wild of unwanted pets, such as fish and reptiles.

Aided by climate change

In recent decades, man-made climate change has enabled some organisms (e.g. the tree bumblebee) to colonise the UK. Although the colonisation process may be unaided, the underlying change that has enabled the colonisation is man-made, so these species are also considered to be non-native.

Once introduced, non-native species can spread surprisingly quickly. Both the harlequin ladybird and the tree bumblebee were first recorded in the UK in the early 21st century, and had colonised most of England in the following 10 years.



Mink attacking a young gannet (picture courtesy of John W Anderson)

So where does the pest control industry fit into the UK's invasive species strategy?

Clearly our industry potentially has a major role to play in the detection and control of invasive species. However it is probably true to say that its potential role is currently under-recognised. For example, DEFRA's Invasive Non-Native Species Framework Strategy for Great Britain (42 pages) mentions local authority pest controllers once, with no mention at all of the private pest control sector.

Awareness and reporting

Pest controllers are often the first professionals to encounter incursions of invasive pests, so need to be vigilant. Accurate identification is essential, and most distributors offer a free-of-charge service for their customers, and the GBNNSS is also keen to receive reports: alertnonnative@ceh.ac.uk

Planning

In terms of control programmes for invasive pests, these are most effective when centrally organised, and the GBNNSS has drawn up action plans for many key pests. For example, the plan for the yellow-footed hornet states that: "Chemical destruction is considered the preferred method, as other options such as fire and rifle shooting are potentially hazardous." There is clearly scope here for closer involvement of the pest control industry with government agencies, over the preparation of professional and practical plans for the control of invasive pests. BPCA is working with relevant bodies on this issue.

Control

There are numbers of programmes locally underway in the UK for control of invasive species. For control of widespread species such as Japanese knotweed, there are already specialist companies dedicated to this type of work. There are many examples of pest controllers being involved in invasive species control programmes. For example, pest control personnel in Scotland are involved in a programme to push grey squirrels back southwards, in order to protect the remaining red squirrels. In England, technicians are working on eradication of a colony of the invasive garden ant.

The future

Invasive species are already having a serious and costly impact on the UK, and it is likely that new and damaging species will continue to arrive. The UK pest control industry has a lot to offer in terms of detecting and controlling this threat. Closer coordination between the pest control industry and the government agencies currently involved in managing the threat, would represent a significant improvement in the UK's capacity to address this issue.

**COME AND SEE CLIVE'S TALK
ON THURSDAY 26 MARCH AT
10AM AT PESTEX.**

**FIND OUT MORE
AND BOOK YOUR
PLACE AT
WWW.PESTEX.ORG**

CASE STUDY

Termite incursion in Devon

Back in 1995 a householder in north Devon noticed that the timberwork in their porch was being damaged by insects. A local pest control company was called out, treated the problem, and all seemed to go quiet.

However in 1998 the insects re-appeared in the same property and an adjoining house. The Building Research Establishment became involved, the insects were identified as the termite *Reticulitermes grassei* (formerly considered a subspecies of *R. lucifugus*), and investigation revealed that they had probably been accidentally imported in the soil of a pot plant brought back from the Canary Islands. The gravity of the problem was realised, and other organisations became involved, including Imperial College and the Natural Resources Institute. An intensive monitoring and treatment programme was initiated within a 500m radius of the infestation. Special approval was obtained from the Health and Safety Executive for use of a termite bait product containing hexaflumuron. A budget of £190,000 was agreed for the work, and it was estimated that eradication may take 12 years.

The initial impact of the treatment was encouraging. By 2000 the insects were present in one infested timber only, and this was the last sighting for the next nine years. However in 2009 another pocket was found, and further survey and treatments were again initiated. In 2014, almost 20 years after the termites were first found, the colony is still not considered to have been fully eradicated, and this continues to have an impact on building works and development in the area.

In summary, unwittingly bringing an infested pot plant into the UK has resulted in a programme lasting 20 years, costing around £200k so far, and with no end yet in sight. The good news is that this incursion was identified relatively quickly, and as a result there is no indication of any further spread of these particular insects within the UK.

Experienced full-time London-based pest control sales person required.



You must have:

- At least two years' sales experience and a strong understanding of field sales
- The ability to develop relationships with corporate prospects
- Be able to generate your own appointments through cold calling and networking
- Excellent written and verbal communication skills to create presentations and to produce quotations
- Resilience, determination and creativity
- IT proficiency in Microsoft packages
- A full driving licence

PACKAGE

OTE £41K, 28 days' holiday rising to 33 days after two years, mobile phone, laptop and car.

To apply send your CV to Julia@beaverpest.co.uk



DON'T GET CAUGHT BREACHING REGS!

When did you last inventory your chemical store?
We cater for everyone – from one-man bands to national companies.

SPECIAL SPRING OFFER NOW ON!!

You have a legal obligation to store, monitor and dispose of hazardous materials in a correct and auditable manner.

The HSE operates a 'fee for intervention' scheme. The cost is significant and any breach still needs to be addressed.

It's cheaper to deal with any issues *before* inspection.



ChemClear Ltd provides a cost-effective, workable solution to complete the circle of supply, storage, use and disposal.

We offer:

- Mainland UK coverage
- Fully licenced staff
- Free advice on any aspect of hazardous material storage
- Collection and disposal of illegally held or surplus chemicals
- A guaranteed 20 working day collection from confirmation of order



Lane Head Farm, Liverton
Redcar and Cleveland TS13 4TH

David Brown 07436077304

www.chemclearltd.co.uk

info@chemclearltd.co.uk



Which way next?

What do you study after the Level 2 Award in Pest Management? BPCA Training Manager Mandy McCarthy-Ward explains the options open to you.

Congratulations! BPCA would like to say this twice! First of all, we would like to congratulate you on your achievement. As you will know, to study and pass the Level 2 Award in Pest Management takes time and effort. Studying the theoretical side of pest control for this exam means that you study a very broad set of topics including mammals, rodents, over 30 insects, legislation and pesticides. So there is a lot to understand, and a great deal to remember. Then to pass you need to be able to apply your knowledge and understanding of a broad subject under exam conditions. Many people may not have been in this situation for some time, so passing deserves acknowledgment and congratulations.

We did say we would like to congratulate you twice! As you will have gathered we commend you once for passing and again for recognising that it's good to continue your development and to identify what's next. So let's look at what other opportunities you could take up.

If you studied the Level 2 Award in Pest Management, you may wish to convert this into the Certificate, which provides a practical element to your qualification. Studying for the certificate offers you the opportunity to practice both chemical and non-chemical control methods on vertebrate and invertebrate pests in a safe and structured way.

Why not diversify?

You might want to expand your knowledge across other areas related to pest control such as urban bird management or bed bug control. BPCA's Urban Bird Management course provides you with a day of detailed specialist knowledge in essential areas such as bird legislation, identification, biology, behaviour, population reduction, proofing and safety. These are knowledge and skills which you will gain enabling you to work effectively with bird control. Treating bed bugs takes patience and determination. To treat bed bugs effectively

you will need to know about bed bug biology, inspection and survey, prevention, pre and post-treatment requirements, chemical and non-chemical control, application equipment and so much more. So if there's a bed bug problem in your area, why not attend the BPCA Bed Bug Control course and get the knowledge required to add this to your portfolio of services.

Demonstrate your pest knowledge

Become a BPCA Accredited Technician in Pest Control (ATPC), the next step on your career journey. When you are confident in your pest knowledge, you can take the ID tests of 50 common pests and items including equipment and signs of damage. The ATPC also tests your ability to write a client report and risk assessment. There's also a professional discussion to test your knowledge and ability. Following this, the next step is the Field Biologist exam for those of you working predominantly on food manufacturing sites (see opposite).

Not ready to take an exam yet?

Perhaps you simply need to ensure your CPD points are up to date? Visit www.bpca.org.uk and take one of our free CPD quizzes. All BPCA Members' and Affiliates can access these through the BPCA website. The results are sent directly to BASIS PROMPT – ensuring that you are kept up-to-date with your CPD. To add to your CPD points why not attend a Regional Training Forums or PestEx in March? Both events are guaranteed to be of interest with a wide range of seminars and topics all designed to improve your knowledge while earning vital CPD points.

Is the Level 3 Diploma in Pest Management for you?

This takes about a year of study with the units enabling you to demonstrate your pest knowledge, their infestation profiles and management including post-treatment

Award, certificate or diploma?

The Qualifications and Credit Framework (QCF) is an accessible framework providing flexible routes to full qualifications. When you study a course in the QCF framework, it will be broken down into units which make up the course e.g. the Level 2 Award in Pest Management consists of three units.

Every unit and qualification in the QCF has a credit value that tells you how long it takes to complete – one credit represents 10 hours' work e.g. for the Level 2 Award in Pest Management each of the three units are allocated three credits making a total of nine credits for this qualification.

Each unit and qualification has its own level, between entry level and level eight. The level indicates the challenge or complexity of the qualification with level three being equivalent to 'A' Level and Level 8 being equivalent to PhD.

The combined credit value of a qualification dictates the size:

- Award (1-12 credits)
- Certificate (13-36 credits)
- Diploma (37 credits or more)

follow-up. You are expected to have an in-depth knowledge, the assessment and application of this is carried out via an exam and portfolio-based evidence, which you will usually gather over a period of months. The Level 3 qualification is designed to be thorough, and it takes time and dedication to achieve a Level 3 Diploma. With this in mind RSPH are considering introducing a Level 3 Award in Pest Management which would be a stepping stone to achieving the Level 3 Diploma. For RSPH to create a new qualification there needs to be sufficient demand. So would a Level 3 qualification in Pest Management interest you? We would love to know your thoughts on the Level 3. Please provide feedback to training@bpca.org.uk

Good luck with your next step, and remember we are here to help!

www.bpca.org.uk/training

Want to be a field biologist?

A field biologist wears many hats, and is a senior individual who understands the ins and outs of pests in relation to pest management methods, and particularly from an auditing and inspection perspective. Field biologists are customer-

facing, often with significant responsibility. BPCA offers qualifications so individuals can work towards the Certificated Field Biologist Qualification. Check out the website www.bpca.org.uk or email training@bpca.org.uk

	LEVEL 2 AWARD	LEVEL 2 CERTIFICATE	URBAN BIRD MANAGEMENT	BED BUG MANAGEMENT	ACCREDITED TECHNICIAN PEST CONTROL	FIELD BIOLOGIST	LEVEL 3 DIPLOMA IN PEST MANAGEMENT
ASSESSMENT	45 question exam on vertebrates, invertebrates and health and safety (2.5 hours)	45 question exam on vertebrates, invertebrates and health and safety (2.5 Hours) Two practical examinations on pest management	50 question exam on bird biology, controls and legislation (1 hour) Practical examination on pest management	End of course test	Four exams Case study (to include client report) Risk assessment Oral exam ID exam	Completion of the following criteria: Field Biologist exam ATPC Level 2 Award in Health & Safety Level 3 Food Safety Supervision (or equivalent) CPD membership Portfolio of evidence	Exams on mandatory units (mixed L2 and L3) Practical tests Optional unit (from birds, mammals, rodents, invertebrates, sales, supervision) Portfolio-based evidence
EXPERIENCE REQUIRED	Practical experience (recommended)	Six months (recommended)	Practical pest control experience	Level 2 in PM	Level 2 in PM	Minimum two years	Level 2 in PM
AWARDING BODY	RSPH	RSPH	BPCA	BPCA	BPCA	BPCA	RSPH

Are you the best in your field?



- Could you teach pest controllers?
- Could you teach management, interpersonal skills, food safety, health and safety or pest-related subjects?
- Would you like to work for BPCA?

If the answer to these questions is **YES**, then read on...



BPCA works with some of the best trainers in the industry. We are looking for more people with the skills, knowledge, passion and experience to train the next generation of pest controllers.

If you think you are the best, have qualifications and experience in your chosen subject, and have training qualifications, send your CV in the first instance. This should be accompanied by a covering letter stating why you are the best, what you can do for BPCA, whether you are looking for permanent or freelance opportunities, and what rates you seek.

▶ Send your information to mandy@bpca.org.uk and we will be in touch.

Help us continue our legacy to lead the sector in professional training and development.

PROFESSIONAL
PEST MANAGEMENT



ATTRACTIVE TO COCKROACHES. ATTRACTIVE TO YOUR BUSINESS.

Bioactivated chemistry combined with a proprietary, high consumption matrix for comprehensive control of all cockroach pest species.

- ▶ Timely & comprehensive control of all key cockroach species
- ▶ For indoor and outdoor use
- ▶ Labeled for food-handling establishments
- ▶ Highly palatable formulation
- ▶ Bio-activation by cockroach enzymes

FOR LIFE UNINTERRUPTED™

 **Advion® Cockroach**
Gel bait

syngenta.

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. Advion® Cockroach Gel contains 0.6% of indoxacarb. This product is approved under the Biocidal Products Regulations. Authorisation number: UK-2010-0001. Advion® For Life (uninterrupted), the Alliance frame, the Purpose icon and the Syngenta logo are trademarks of a Syngenta Group Company. ©2014 Syngenta, Syngenta Crop Protection AG, Basel, Switzerland. Email: cpm.usa@syngenta.com. Web: www.syngentappm.com

TM

the gentleman's agreement

For years pest controllers operated an unspoken agreement to remove their bait boxes etc. at the end of a contract. But, increasingly, pest controllers are taking on new work only to find the site littered with the previous contractor's kit. Simon Forrester and Richard Moseley investigate the implications.

The tacit understanding between servicing companies that they will clear up after themselves at the end of a contract has historically worked to everyone's benefit. However, on occasion pest controllers find sites strewn with equipment and bait, and when they contact their predecessor to request its removal, they are often met with a short two word response (and it's not 'straight away').

The breakdown in this gentleman's agreement has implications for our whole industry. Clients see us as unprofessional, the risk to non-target species of unsupervised biocides is increased, and kit left lying around may give clients the idea that they should 'have a go' at pest control themselves – after all, there's a ready-made template right there on their site.

From the customer's viewpoint, they just want seamless cover between the two contractors.

However, they will not be particularly interested in the niceties of hazardous waste disposal, and will likely just dump old kit if not instructed

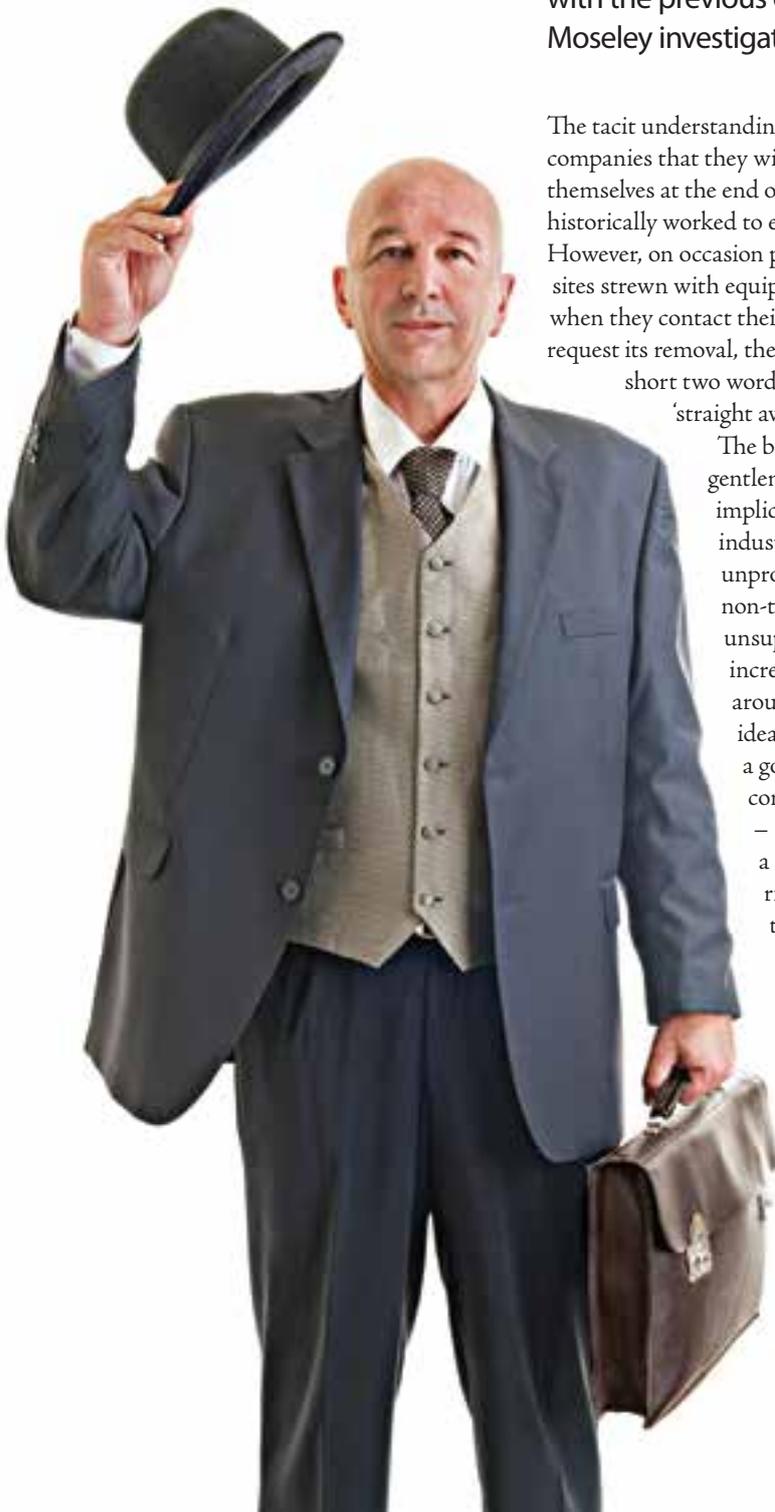
“The non-removal of biocides may put your predecessor in a position that is **legally difficult to defend.**”

in the correct way to proceed. This is an opportunity for you to establish yourself as their 'expert friend', helping them through the hassle of disposing of this nuisance while ensuring they stay on the right side of the law.

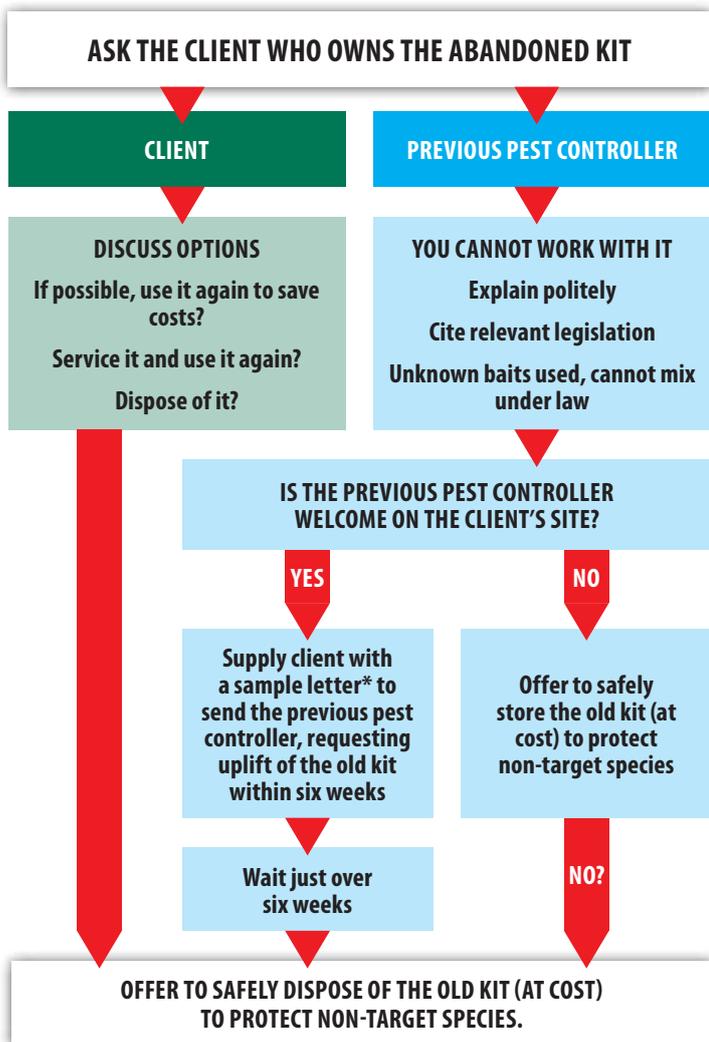
The non-removal of biocides may put your predecessor in a position that is legally difficult to defend. After all, SGAR labels will say something like “remove all baits after use and dispose of them in accordance with local requirements.” Paul Butt from Natural England commented: “Non-removal of unused bait at the end of a contract (and indeed on completing the control phase of any treatment) is a clear breach of the approval conditions and could result in a prosecution especially where baits are left accessible to non-target animals and other failures to follow and comply with the product label instructions are detected.”

Equipment left on site may become a health hazard, particularly in sites where food and its packaging are stored or manufactured. Your old client will not thank you for causing them to fail an audit, and customers have long memories. Richard Moseley from BPCA summarised his guidance as, “You put it down? You pick it up.”

/continued over...



Checklist for action



Ensure you use the appropriate disposal channels (see BPCA Waste Guidance documents).

*How BPCA can help

BPCA is producing a letter for you to give to clients that they can send to their previous contractor to arrange collection of old equipment. We also have examples for your Ts and Cs so you can build in a 'collection at termination' visit payment. These will be available from PestEx where copies will be available on the BPCA stand.

Legislation and contractual issues

Rodenticide may not be left onsite after completion of treatment – the product label will clearly require removal. The contractor has a duty of care to ensure bait is removed. Breach of this may be an offence in law.

Environment Act Protection Act 1990 makes fly tipping an offence.

Directive 2008/98/EC sets down the 'Definition of Waste'.

EC Biocide Regulations 528/2012 (EU BPR) The disposal of active substances and biocidal products shall be carried out in accordance with the Union and National waste legislation in force'

“

The 'illegal' deposit of any waste onto land may be **viewed as fly tipping** by the Environment Agency and local authorities.

”

Richard added: "The definition of waste is 'any substance or object which the holder discards or intends to discard'. If a pest control contractor fails to collect their pest control products after a contract or treatment, they must be 'discarding' hazardous waste. The 'illegal' deposit of any waste onto land may be viewed as fly tipping by the Environment Agency and local authorities. If you do fail to collect your pest control products, and the authorities view this as fly tipping, the maximum penalty that can be enforced is a £50,000 and/or 12 months in prison. If the conviction is in the Crown Court, the maximum penalties are unlimited fines and five years in prison.

We have an opportunity to be seen as the customer's friend, but unless we get smart we leave ourselves open to legal challenges, client dissatisfaction, and heavy prosecutions for failing to control hazardous waste.

In summary: if you can, please be a gent.



Dismate^{PE}

Management by confusion!

The mating disruption system with 12 years practical experience.



www.confusedmoth.com

Use bioicides safely. Always read the label and product information before use. HG2 Registration number 9246.



NEW

Protecta®
EVO **MOUSE**™
PATENT PENDING



FAST SERVICE FOR FAST RESULTS



▶ **FAST** single lock EVO® key for quick service



▶ Feed mice **FAST**:
- Holds 2 bait rods for soft bait, or
- Holds up to 2 BLOX of bait



▶ Internal teeth clamp on soft bait paper to minimize paper displacement

AVAILABLE NOW! Contact your Bell distributor for more information



More Than Meets The Eye

www.belllabs.com | emea@belllabs.com

Available from your Bell Distributor

