

PPC

PROFESSIONAL PEST CONTROLLER

LOOKING FOR
A SILVER LINING
WITH THE BPD



ISSUE 60 SUMMER 2010

THE JOURNAL OF THE BRITISH PEST MANAGEMENT INDUSTRY

Knocks the spots off other insecticide formulations



- Unique FFAST™ anti-evaporation technology for the highest level of performance

 Bayer Environmental Science
A Business Operation of Bayer CropScience

- Natural, water-based control
- Extremely versatile in use
- Ultra low volume
- Accepted by the Soil Association for organic use



AquaPy®

Bayer Environmental Science, 230 Cambridge Science Park,
Milton Road, Cambridge CB4 0WB
Tel: 00800 1214 9451 Fax: 01223 226635 www.pestcontrol-expert.com

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. AquaPy® contains pyrethrins 3% w/w synergised with piperonyl butoxide. HSE 5799. PCS 1161. AquaPy® is a registered trademark of Bayer. © Copyright of Bayer 2010 - All rights reserved.

Contents

SUMMER 2010

- | | | | |
|----|--|----|--|
| 4 | Handover to our new CEO | 25 | SSIP Explained
How Safety Schemes in Procurement can help you |
| 6 | News Digest
Alliance meets RSPCA; CEPA's Budapest conference; BPCA awards; Paul Butt 'partially' retiring; Wildlife Aware training | 26 | PestEx 2011
Find out how next year's exhibition and show is shaping up |
| 9 | Aftermath of the Anticoagulant Vote
Europe pulls back from brink of rodenticide ban | 28 | Bed Bugs
Learning the lessons for PCOs of the latest research into population growth |
| 10 | Welcome Simon Forrester
PPC talks to the new chief executive of BPCA | 30 | Members Profile
A look at new company Scanwise |
| 14 | Biocidal Products Directive
Consultant Ian Pepper looks at how the BPD review will play out | 31 | RSPH Level 2
Two new pest management qualifications 'go live' |
| 18 | Continuous Professional Development
Why CPD is the future for the pest management industry | 32 | New Products
Find out about the latest new pest control products on the market |
| 21 | Fox Attacks
What does the recent media focus on urban foxes mean for pest controllers? | 34 | What's On
Your calendar of BPCA and other industry events |
| 24 | Age Discrimination
A look at the legal issues thrown up by proposals to raise the retirement age | 35 | Professional Development
Check out the dates for forthcoming training opportunities |

PRESIDENT'S UPDATE



Dear All,

It's time to give up my PPC temporary residency and hand you over to our new CEO Simon Forrester. Once again, we extend a warm welcome to Simon - read his interview on pages 10-12 and you'll see just why we believe he will be an asset not only to the BPCA but to the pest management industry.

On behalf of that industry may I say a big thank you for the relentless hard work that went into lobbying against the proposed ban of anticoagulant rodenticides in Europe. The message is clear – industry's

lobbying provoked unparalleled reaction within the Commission, and the resultant positive outcome speaks for itself. Read more on page 9.

There has been other important business in the industry, despite anticoagulants grabbing the recent limelight. The Pest Management Alliance is proving invaluable and all organisations involved – CIEH, NPTA and UKPCO, along with BPCA – are fully committed to it. The Alliance, along with Natural England, meets RSPCA this month to discuss shared concerns, which has been possible due to the Code of Best Practice for the Humane Use of Rodent Glue Boards. We'll report more following the meeting.

Adequately trained and competent is something that does not faze the industry professionals. We all know what it requires, but we must be able to better demonstrate our training and competence to stay ahead of European regulation. And so, I am extremely proud to be President of the Board in a year when BPCA membership criteria changes have been implemented. As voted for by the Members in 2005 registration on a CPD scheme will be a mandatory requirement for all relevant staff, phased in over a three-year period.

CPD is an important tool in preventing legislation coming in the next few years and demonstrates strongly, that this industry can regulate itself. It was the clear choice to make this a key focus of PestEx 2011, watch out for more information as it becomes available on the BPCA and PestEx websites, and Kevin Higgins tackles CPD head on at page 18 – have a read, see what it means for you? Or see how easy it is for you to be CPD compliant!

So I hope you can see progress being made, however we're not perfect and we don't get everything right. For one, as an association we need to communicate much better both within and outside the industry, and this will be a key role for Simon. I look forward to reading in future PPC issues about BPCA's continuing growth and development under his direction and guidance.

So, it's goodbye from me for now but, as always, please get involved with the Association, you should all know where I am by now and why not drop Simon a line – simon@bpca.org.uk - he'd love to hear from you.

Martina Flynn,
BPCA President



**PROFESSIONAL PEST
CONTROLLERS REGISTER**

CPD for 2010: 2 points PC/14880/2010/g
PROMPT is a registered trademark of BASIS
(Registration) Ltd.

To join PROMPT visit www.basis-reg.com/default.aspx

PPC

PROFESSIONAL PEST CONTROLLER

PPC (Professional Pest Controller) is published by Dewberry Redpoint Ltd for the British Pest Control Association

BRITISH PEST CONTROL ASSOCIATION

1 Gleneagles House, Vernon Gate,
South Street, Derby, DE1 1UP
Tel: 01332 294288
Fax: 01332 225101
Email: enquiry@bpca.org.uk
Web: www.bpca.org.uk

DEWBERRY REDPOINT

Progressive House, 2 Maidstone Road,
Foods Cray, Kent, DA14 5HZ

ACTING EDITOR David Foad

REPORTER Georgiana Ndlovu
T: 020 8269 7863;
E: georgianan@dewberryredpoint.co.uk

ADVERTISING Jan Johnson
T: 020 8269 7919

GROUP STUDIO MANAGER
Karen Townsend

GROUP PRODUCTION MANAGER
Clare Ovenell

DESIGN Gurd Bhandal

PRODUCTION Audrey Harrison



PPC Issue 60

As the Biocidal Products Directive review process draws to a close, the outlook is still far from clear. But there are grounds for optimism - the silver lining - that these regulatory changes will drive the resolution of the remaining areas of difficulty.

If you've got a view on this or other issues facing the pest management industry today let our editorial team know at the number above or contact BPCA on T: 01332 294288 or E: enquiry@bpca.org.uk.



Zero % pesticide residues

Get 24/7 Intelligent Pest Management with **exosex™ SP_{Tab}**, the environmentally friendly moth control system

Exosect's innovative, environmentally friendly method of pest control avoids factory shutdowns and assists manufacturers and processors to achieve zero residues in their foods. When used as part of an IPM approach **exosex™ SP_{Tab}** places you one step closer to providing retailers and consumers with what they really want – safe, high quality food, containing zero pesticide residues.

A further benefit of this unique technology is that when it is used, monitoring traps remain active providing reliable, accurate data for pest, hygiene management and data auditing purposes.

Ask your Pest Control advisors how **exosex™ SP_{Tab}** Stored Product Moth Control can help you actively reduce your use of insecticides.

For more information visit: www.exosect.com



CEPA's aim for common standard



UK Europest delegates take a break in Budapest

Delegates to CEPA's delayed conference meeting in Budapest in June have been told the organisation is working with the European Committee for Standardisation (CEN) to establish common standards in pest management services.

The standard will specify the requirements, recommendations and basic competencies needed for pest services operators to meet the needs of private companies, public authorities and consumers.

CEPA Director General at the time Rob Fryatt described it as a "bold move" but said it could prove invaluable

once the requirements of the Sustainable Use Directive are enforced.

He told the conference: "The target is to have the standards accepted by 2012. CEN has now accepted the proposal from CEPA to establish a European Standard, UNI (the Italian National Standards body) has accepted the role of secretariat and proposals from CEN are in circulation." However, CEN's Maitane Olabarria warned that a completion date of 2013 was more realistic.

Other conference speakers included Dr Andy Adams, representing CEFIC, on the impact of the Sustainable Use Directive and independent consultant Dr Alan Buckle on the use of anti-coagulant rodenticides.

And BASF's Daniel Lucien spoke on behalf of the CEPA Manufacturers College on the activities of the CEPA Working Group, including building an effective lobbying network.



Paul Butt's 'partial' retirement

Rumours of Paul Butt's retirement appear to have been exaggerated. The senior specialist with the Wildlife Management & Licensing Service of Natural England (NE) says that from August he is "taking partial retirement and this means that I will continue to work for two days a week".

One of his main roles recently has been liaising with the pest control industry on wildlife management and pest control issues, particularly on misuse and abuse of pesticides. "This has provided a valuable link between NE and the wide range of organisations, management bodies, companies and individuals with interests in the many and varied topics and aspects dealt with by the industry."

He has also contributed to seminars and workshops, representing NE on working groups and other committees and assisting with the production of guidelines, codes of practice and advisory literature on pest control and wildlife management.

"I hope to continue in this role I've found stimulating and rewarding, albeit at a reduced level.

"This will involve providing advice, attending events and having an input to CRRU & RRAG. In respect of the latter I have a particular interest in rodent control and as we currently face an interesting and inevitably difficult stage regarding the availability and use of anticoagulant rodenticides this is an area I anticipate will generate further work," he said.

Alliance, RSPCA discuss glue boards



The Pest Management Alliance and Natural England have held talks with the RSPCA to discuss shared concerns about the unregulated use of glue boards. The Alliance consists of the BPCA, the Chartered Institute of Environmental Health (CIEH), the National

Pest Technicians Association (NPTA) and the UK Pest Controllers Organisation (UKPCO).

The meeting follows the drawing up of the Code of Best Practice for the Humane Use of Rodent Glue Boards, which was done thanks to the close co-operation of both Natural England and the Department of Farming and Rural Affairs (DEFRA).

A BPCA spokesman said the meeting "demonstrates just how quickly the Alliance's work is having a positive impact for the industry".

They added that the pest management industry shares the RSPCA's concerns about the use of glue boards by untrained persons, who were unlikely to monitor the boards adequately to avoid rodents being trapped for unacceptable periods and unlikely to know how to despatch the rodent cleanly and humanely if one was caught.

Contact the Alliance at info@pmalliance.org.uk

* See Issue 61 for a full report on the talks

PestWorld 2010 in October

International pest professionals will be heading to PestWorld 2010 from 20-23 October, which is being held at the Hawaii Convention Center in Honolulu, Hawaii.

The annual event, organised by the National Pest Management Association (NPMA) in the US, claims to be the largest and most international gathering in the pest controller calendar, with over 3,000 pest management professionals attend.

At least 500 delegates representing 56 countries will come from outside the US.

The exhibition is the heart of the event and will feature over 150 exhibitors, including manufacturers, distributors and business service providers.

Record wasps' nest

What is thought to be the biggest wasps' nest ever recorded in the UK has been discovered in the loft space of a pub in Southampton.

Measuring 6ft by 5ft and thought to contain up to half a million wasps, the nest was estimated to be 15 times bigger than the average size.

Pest controller Sean Whelan was called in to tackle the problem, using a telescopic pole to knock open the top of the nest and then applying insecticide.

Kevin Higgins of the BPCA was quoted in the Daily Mail as saying: "It's certainly the biggest I have seen and would be a UK contender." The Bees, Wasps and Ants Records Society later confirmed its record status.

BPCA honours high-flying exam candidates

The recent annual general meeting of BPCA saw the presentation of the 2010 awards. Russell Gayfer received the John Bull Award for achieving the best result in the BPCA Fumigation Diploma.

And Dee Ward-Thompson won the Charles Keeble Award for achieving the best result in the BPCA Accredited Technician in Pest Control Examination.



BPCA President Martina Flynn with Russell Gayfer



BPCA President Martina Flynn with Dee Ward-Thompson

* Photos are published courtesy of Pest magazine.

Roland Higgins named new Director General of CEPA



Higgins: Multi-linguist

The European Pest Management Industry Association (CEPA) unanimously voted at its General Assembly held in Budapest, Hungary in June to appoint Roland Higgins as its new Director General. He replaces Rob Fryatt, who held the position for the previous four years.

Higgins has trade association experience having been chairman, and secretary general of the European Modern Restaurant Association. He is also an accomplished linguist, speaking five languages (English, Dutch, French, German and Spanish) to help him communicate with the 19 national associations and 12 international members who are currently members of CEPA.

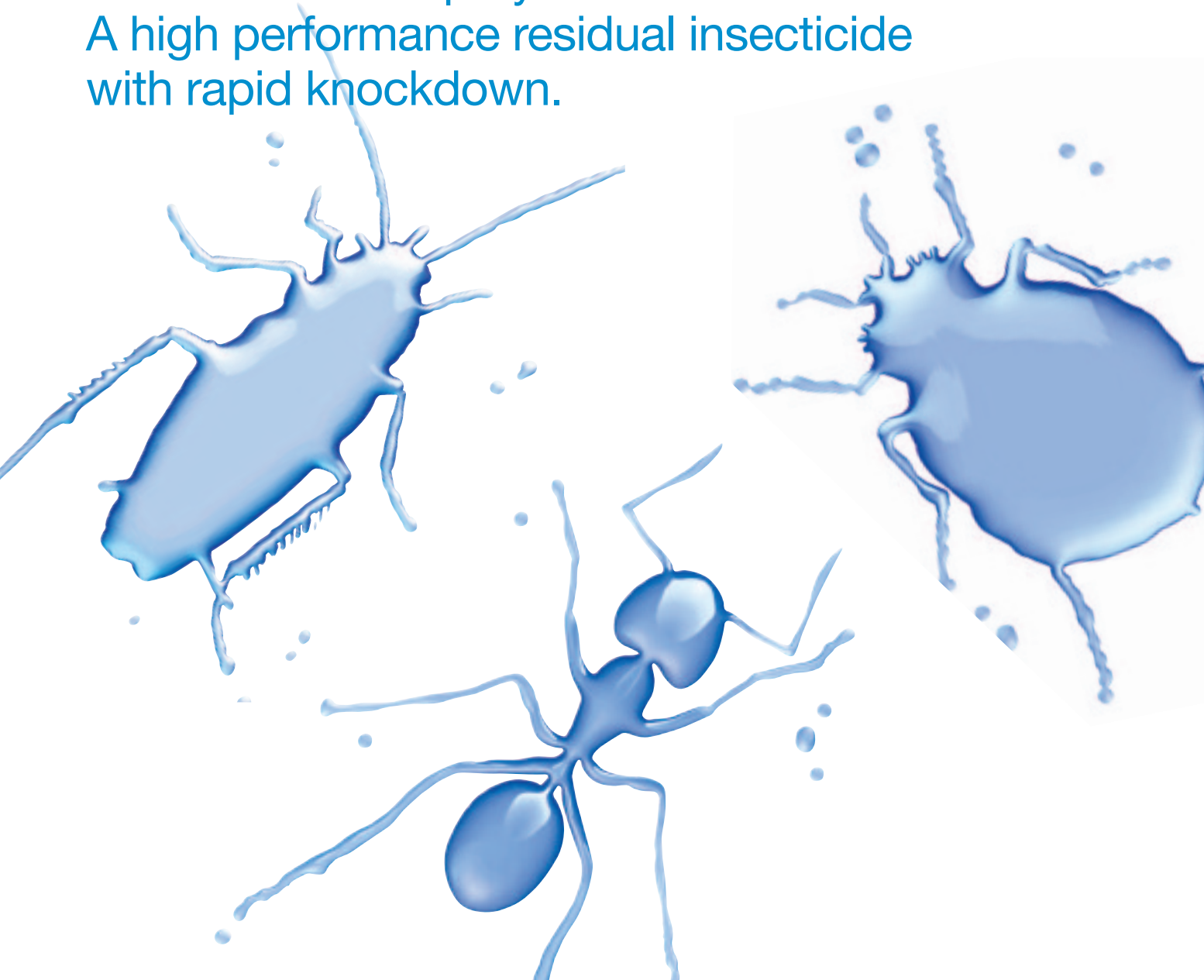
Before this he was group marketing and communications director for the Quick Restaurants Group.

Of his appointment, Higgins said: "I'm keen to continue to raise the CEPA profile with all those EU organisations in Brussels who impact on the pest control industry.

"I also want to create added value for the industry and introduce new communication tools for all CEPA members."

FENDONA®

The first choice spray treatment.
A high performance residual insecticide
with rapid knockdown.



BASF Pest Control Solutions



Bringing together the well-respected technical resources, products skills of BASF and Sorex. We provide the strongest portfolio of research based products, systems and support to help you solve your pest control problems as cost effectively as possible.

Enabling the most effective solutions to your pest problems.

 **BASF**
The Chemical Company

www.pestcontrol.basf.co.uk

BASF plc, St Michael's Industrial Estate, Widnes, Cheshire WA8 8TJ. Tel: 0151 420 7151

Fendona® contains alpha-cypermethrin. Use insecticides safely. Always read the label and product information before use.

Fears eased on EU threat to anticoagulants

A vote taken by ENVI has helped allay concerns in the pest control industry about the future use of anticoagulant rodenticides.
Georgiana Ndlovu reports

The use of the active substances that have been the mainstay of rodent control operations across Europe for the last 50 years was put into doubt earlier this year.

In his article in Issue 59 of PPC Dr Alan Buckle, vice-chairman of the Rodenticides Working Group on the

proposed in the original draft.

The use is conditional, though, on “evidence the active substance is necessary to prevent or control a serious danger to public or animal health or to the environment, to food and feed safety, or to the public interest”.

“KLASS’S DRAFT WAS AMENDED THANKS, IN PART, TO INTENSE LOBBYING OF MEP’S LED BY THE BRITISH PEST CONTROL ASSOCIATION”

European Chemical Industry Council, revealed that the active substances were being scrutinised after doubts about their use were raised by the European Commission.

He warned that if the European Union decided against the continued use of rodenticides they could be banned as early as 2013.

But the vote by the Committee on Environment, Public Health and Food Safety (ENVI) on June 22nd means their use will be restricted rather than banned.

The vote was prompted by MEP Krista Klass, who proposed a ban on their use with her new EU Biocidal Products Regulation (BPR).

The move would have dramatically restricted the use of many activities currently used in public health and animal hygiene to help prevent damage to property and installations.

But Klass’s draft was amended thanks, in part, to intense lobbying led by the British Pest Control Association.

This campaigning is credited with having a major effect on the eventual amendment vote where it was agreed anticoagulants were permitted to remain on the market and be used in a much wider range of situations than

Compromises have been made to allow this position to be reached. If an active substance remains on the market as a result of this clause, any Member State which allows a product containing it to be used must “draw up a substitution plan concerning the control of the serious danger by other means including non-chemical methods, which are as effective as the biocidal product concerned and shall without delay transmit that plan to the Commission.”

In addition, ENVI MEP’s went on to vote to overturn the EC’s review of one of the UK’s most widely used rodenticides - difenacoum. Before this, the European Commission’s BPD review of the anticoagulants had treated all anticoagulants in the same way and decided that a series of “specific provisions” should be applied to all compounds.

The situation has been simplified and these mitigation measures are being applied on a product-by-product basis, after “considering” each and deciding “if appropriate”.

However, longer term the proposed BPR goes for a vote in European Parliament later in the year, with more votes on it planned in 2011.

Welcome Simon Forrester

As BPCA extends a warm welcome to its newly instated chief executive Simon Forrester, Georgiana Ndlovu talks to him about his vision for the future of the association and he explains how his passion for association management will drive him in his new role



Q. Congratulations on your appointment as the new chief executive of BPCA. Tell us more about you.

A: Thank you – I am very excited about joining the association. I was born in Staffordshire and moved to London to study environmental science at university in the late eighties. Then, after working for some time in a range of roles I discovered my passion was for trade associations, and so I pursued this as a career.

Q: Your academic record is impressive - did you take your studies further after university?

A: I took a postgraduate qualification in environmental science, then went on to study for an MBA. It was at Birmingham City University specialising in innovation management. I loved the challenge of looking at things from a strategic level, and scenario planning to determine how the organisation might respond. I did my thesis on collaboration between associations – so my academic path has seen a pretty consistent climb towards the role I have just taken on.

Q. Following your studies, how did you launch your career?

A: After leaving university, I joined Kings Healthcare NHS Trust in a human resources role, finishing as Assistant Director of HR. My role within the Trust was quite broad, with responsibilities for everything from monitoring staff sickness levels and reducing reliance on agency staff to setting up more efficient workforce planning systems, so the Trust had the right number of A&E nurses or oncology

doctors, based on forecasts about the local population.

Q: Tell us about some of your proudest achievements.

One of the projects I'm most proud of is the introduction of a sickness management system that saved the Trust (and the taxpayer) £1 million in just a year. But it was my next move - to The British Dietetic Association (BDA) - where I took on the role of Information and Business Officer that I found an area that truly excited me - that of association management. I ended up staying at The BDA for five years, getting an excellent grounding in how to run a complex association. The role was extremely involved and one that really hit me over the head and told me that this was more than just another job.

Q: You clearly loved your time at The BDA - what made you move on?

A: Sounds like a cliché, but I was looking for a fresh challenge. After five years directing, I'd managed to get my teeth into everything from running membership events and setting up meetings between organisations to helping to create their first ever website. I even managed to meet the wonderful lady who was to become my wife there! After all that, I felt I could do no more.

Q: So what was next for you?

A: I realised fast that I enjoyed my time working with associations so much that I wanted to develop my career further in this area. But I wanted to try the other side of association management, looking after associations with companies as members - and just as I was thinking that it would be fantastic to work for one, I spotted the role at BACD, the trade body for business tourism in the UK. I spent five years there growing the association, and did my MBA part-time. I realised that in order to really use the qualification, I needed the 'number one' job of chief executive, so I looked round and found the role with the Association of Interior Specialists.

Q: Yes, you were chief executive at AIS up until the end of July. Tell us more.

A: I didn't know anything about interior fit-out (apart from managing a couple of office re-fits) when I took on the role but I was intrigued enough by it to go along to the interview to find out more. And it was clear instantly that while I didn't know the subject, I knew I could add real value to the association by helping improve the benefits and services they offered. I was impressed with the members who were very knowledgeable - passion always impresses me - and it got me. I went on various training courses, and threw myself into the company - boosting turnover by 30% and then four years down the line we'd grown membership by 25%. The warm praise I received made me more driven. It was great to see the association

develop from what was seen as an old boys club into a strong, independent, leading association. The staff team were crucial in our success.

Q: Sounds like you were making strides at AIS - why move?

A: I'd been doing some thinking and decided that I was ripe for a change. I took it seriously and researched BPCA and my first impression - the one that won me over I believe - was that it was a good, strong association. I certainly didn't want to take on a lame duck. And then in the interview, I got a real sense of the positive things in store for the association and I wanted to be part of them. Seeing all of this got me excited about the idea of joining BPCA and happily, here I am.

Q: What else attracted you to the association?

A: I quickly found that the organisation had a depth and wealth of knowledge with a very strong team incorporating events, administration and a passionate ownership. You would expect that kind of service levels from a team of 100, not a team of 12. It was impressive.

Q: What are your initial aims in your new role?

A: The first thing I'm really excited about is going along to the five-day training course that's being run for technicians. I'm also keen to get straight out there and see the people that matter - the members - and find out both what BPCA members are doing on a day-to-day basis and what issues they face. I know with such a broad membership I can't see everyone individually, so I hope they will see me at a BPCA meeting.

Q: How will you engage with the members who don't know you yet?

A: First and foremost I want to see how members themselves want things to be done, what they are dealing with and what their concerns are - because we are here for them. I want to understand the staff and the members and see how they want to develop themselves. And importantly, I want everyone to have a say in their own development - I want to know every voice is being heard.

Q: What are you looking forward to most?

A: Meeting members and setting new challenges for BPCA from the ground up. I want not only to get involved in, but truly to understand, everything from administration to the training aspect with the technical staff.

Q: How will you tackle the rogue traders and cowboys who continue to taint the industry?

A: I see there being three main drivers: legislation, which will entail lobbying the government so that unscrupulous people aren't able to trade; awareness, via relations with

PROFILE OF NEW CEO

trading standards; education for the consumer - so that they are able to pinpoint a rogue and avoid them.

Q: What are some of the concerns you have for BPCA and what measures will you take to address them?

A: I feel concerned when I am walking around DIY stores and supermarkets and I'm seeing products that really shouldn't be used by untrained individuals being sold freely. The buyers of these could have had no specific training and that's dangerous. I'd like to see a restriction on the sale of these items - they should only be applied by people properly trained to use them and I'll be putting my wholehearted support behind an initiative to see this and more controls like this put in place.

Q: Rats are a huge problem. What's your view?

A: Effective solutions need to be found to the rat population, which poses a serious risk to public health. The humane treatment of pests and animals is paramount and it's important for me that we are ever aware of corporate social responsibility (CSR) and the ethical treatment of animals in doing this.

Q: How will you help members?

A: I will be keen to attend the career and professional development courses that they go on myself to see from the inside what is going on for members. I'll also be going out to exhibitions and talking to people face to face and conducting surveys. The biggest thing as I have already highlighted will be understanding - up close - the problems that people are facing and I'll do that by shadowing people and again simply asking them directly what is important for them.

Q: Do you see any advantage in coming to BPCA from outside of the industry?

A: Firstly, I have no vested interests nor do I bring any outside agenda when I start my role. What I have is experience in managing and investing in associations and how best to develop them. At the AIS I oversaw a high level of membership recruitment. One of my key tasks will be to maintain membership levels - working to continually deliver by demonstrating the value of BPCA - and that includes value for money. In fact, my aim is to make membership a "no-brainer". Finally, I will be able to provide a fresh pair of eyes.

Q: What developments would you like to see within the organisation thanks to you taking the helm?

At this stage it's very early doors as I need to get out and speak to the people first - ask me again in three months! But my vision now is to improve on what is already a good strong organisation based around the board, the staff team and the membership.

Q: How will you take on competing associations?

A: Reaching out to other organisations will help us achieve our aims more than cutting ourselves off. For example, PROMPT CPD (see more in our article on page 18) everyone must get involved. We can work together to get people involved in the CPD scheme, which shows a level of training. It's all about filling in the gaps of the jigsaw and the best way to do that is to work together.

Q: What's the biggest challenge facing BPCA members?

A: Fitting everything we want to get done into the time that we have. In the current climate we are going to want customers to see that cost isn't the only driver and you get what you pay for. There are lots of innovative things out there but training staff costs money. We want people to come to BPCA members first rather than going to someone who isn't qualified then asking our members to fix things afterwards.

Q: Many still view pest controllers as "rat-catchers". How will you help change this public perception?

A: We will be looking to raise the reputation of the industry by highlighting the vetting undertaken in our industry and demonstrating continuous development and standards with the PROMPT scheme. We want to stand out in the sector because of our quality.

Q: What do you see as the legacy of your predecessor?

A: Sadly, because there was a gap between Oliver Madge's departure and my taking up the position I cannot say too much. But what I do know is that he was very well liked, as was Richard Strand before him and they have been responsible for BPCA growing from humble beginnings to become a force in the sector that's truly recognised.

Q: What previous achievements do you think will assist you in your role?

A: I had a big hand in driving forward an umbrella organisation of 32 trade associations. We worked together to ensure that on any government contracts payments were made within 30 days. It created a massive impact. All people need payment on time - it's an even bigger issue in the current economic climate - and it paid off - literally. We went to government and got things done.

Q: What's your number one goal?

A: Ousting out the rogue traders who can literally kill with one mistake. We don't want anyone that isn't trained to be operating in the UK - this is far too serious. The sorts of people who are operating like that belong only in history.

*** You can contact Simon directly by e-mailing: simon@bPCA.org.uk**

PiSYS

Low cost off-the-shelf digital pen system designed specially for smaller pest control companies

INSECT INFESTATION BIRD INFESTATION OTHER

baited with block bait

HYGIENE HOUSEKEEPING OTHER

RECOMMENDATIONS

Do not disturb

RISK ASSESSMENT: Have all hazards be

TRADE NAME

Customer Signature

Technician Signature & P

NEW RELEASE now includes a management information layer

- Generate 'state of service reports'
- Use the reports to help make business management decisions
- Allow your customers to see their own treatment reports online
- Secure access from any internet-ready computer

www.pisysdigital.com

Available at a reduced rate to British Pest Control Association members

For more information visit www.pisysdigital.com or call 01651 277000

Looking for the silver lining with the Biocidal Products Directive

Ian Pepper has worked for many years in the field of global regulatory affairs for a number of companies. Now a private consultant, he looks at how planned changes to the Biocidal Products Directive (BPD) may play out

There is no doubt that the saying 'a bad workman always blames his tools', has some truth, but what if those tools were simply taken away one day? Without the use of tools, good or bad, many of the jobs we do today would be impossible. Well that is what is slowly happening in the pest control supply sector ... and it will get much worse as we near the end of the Biocidal Products review programme.

Those of us that have worked in pest control over the last decade or so have enjoyed a relatively good choice of reasonably priced biocides and pesticides. As a proportion of the total cost of delivering our service, the cost of the chemicals we use is relatively small. But that is set to radically change in the near future in my opinion as we have witnessed similar parallels in other industry sectors such as pharmaceuticals and veterinary medicines.

Until now, the outcome of the Biocidal Products Directive (BPD) has been much in line with what was expected. The first stage of the regulatory process –

the clearance of active substances for inclusion in Annex I - has gone slowly forward. At the time of writing this article, 34 active substances have been included: 16 wood preservatives, twelve rodenticides, five insecticides and one slimicide.

There are concerns that the target of having all 280 active substances in the review programme onto Annex 1 by 2014 now looks difficult to achieve. Nevertheless, new regulatory developments are now taking place quite quickly in that products are finally coming up for re-authorisation in the individual Member States (MS).

This is driving the need to resolve several areas of difficulty quickly. For the first time, under the new 'mutual recognition' rules, regulatory authorities are having to register in their own countries biocidal products that other MS have initially evaluated for their own markets.

Some are uncomfortable about this, possibly because once the active substance has entered Annex

I, product evaluation at MS level is not prescribed in the BPD. Considerable variation is anticipated with some states potentially more - or less - demanding than others. Steps are being taken to address this, but it may already be too late for the first products to emerge through the re-authorisation process.

In addition there are real fears that there will be a significant 'log-jam' in the regulatory approval processes in the European countries as more and more products come up for renewal at the same time. This could mean products enter a form of 'limbo' where they are not technically illegal as they have been applied for, but they have not received their new authorisations entitling them to stay on the market.

Industry had hoped that 'automatic' product registrations would be granted throughout the EU. However, it is evident from discussions that evaluations will still take place at MS level to a greater or lesser extent and therefore this is now unlikely to happen under the current arrangements.

Current & Future Impacts

Industry estimates put the number of biocidal active substances 'lost' to the market since the start of the process in 2002 at over 500. The number of

associated products also being lost as a result could ultimately be in the thousands. Warnings about the 'shrinking' of numbers of available active substances and products were not heeded and we now find ourselves with just 320 'supported' materials.

These active substances will form the basis of all of the biocidal products available in the EU in the future. With only two new ones cleared in the EU under the new rules since the process started, we also cannot look forward to new actives replacing those that have been 'lost'.

This happened in some bigger and more buoyant sectors, such as the pharmaceuticals and agrochemicals, but the relatively small biocides sector just cannot sustain the R&D costs required. The result is that the pest control industry and other sectors are finding it increasingly difficult to deliver the same services as before as the products they once used gradually disappear. This is now driving the need for considerable thought into new pest control, cleaning and hygiene operations for the future.

In spite of its very legitimate concerns over the impact of the BPD and how it would actually function, industry has always been willing to make this legislation work to everyone's benefit. Many

“THERE ARE CONCERNS THAT THE TARGET OF HAVING ALL 280 ACTIVE SUBSTANCES IN THE REVIEW PROGRAMME ONTO ANNEX 1 BY 2014 NOW LOOKS DIFFICULT TO ACHIEVE”

BIOCIDAL PRODUCTS DIRECTIVE

companies now have to try even harder to make it work at all, as they have paid a high price simply to stay in the EU biocides market.

Changing Marketing Agenda

Companies that have made the decision to support their active substances generally fall into two camps: those who have a significant presence in the end market and have a customer-facing business model and those who supply active substances to formulators and rely entirely on them to bring the products to market. Some, of course, follow both routes, but this can be a potentially difficult marketing operation to manage.

Under the current system, how do companies do business and supply downstream to a number of different formulators? At present, in several MS countries, including the UK, one company can supply products to different 'marketing companies' who can then place the product on the market under their own brands, even though they are not the approval holders.

This concept works because the authorities can permit one company to seek an approval in the name of another, often a DIY chain or supermarket, which then subsequently retails the product to the end-user. This allows companies to market through a wide range of outlets without all of their 'branding' customers having to seek approvals in their own right.

At one time, it seemed that MS would no longer permit this under the new product authorisation regime, as any company placing the product on the

market would have to be the authorisation holder, as defined in Article VIII of the BPD. This would mean, in effect, that every downstream own-brand retailer would potentially have to know the full formulation details of every product and would have to take full administrative and regulatory accountability for that product. Many retailers and manufacturers would not want this to happen, for a wide variety of reasons.

However, after lengthy discussions, much lobbying and support from some authorities, Article VIII was legally interpreted as only requiring the 'first' company placing the product on the market to be the authorisation holder. This cleared the way for 'marketing companies' to sell under their own brands while the supplying company holds the authorisation in their name. This has yet to be formally ratified, but the consensus is that this will be the way forward.

Some MS regulatory authorities insist that any company placing a product on the market under its own brand must know the full composition of the product. One argument against this, apart from it being unnecessary, is that the safety data sheet directives clearly omits the full detailed composition from the key components that must be flagged to a customer. This works satisfactorily for the hundreds of chemicals sold in the EU that are far more toxic than many biocides so it is difficult to justify any real reason for this stipulation.

The New Regulation

A number of changes are planned to the BPD and these will need to take account of the lessons learned

“AT PRESENT, IN SEVERAL MEMBER STATE COUNTRIES, INCLUDING THE UK, ONE COMPANY CAN SUPPLY PRODUCTS TO DIFFERENT ‘MARKETING COMPANIES’ WHO CAN THEN PLACE THE PRODUCT ON THE MARKET UNDER THEIR OWN BRANDS, EVEN THOUGH THEY ARE NOT THE APPROVAL HOLDERS.”

over the past few years. We see the opportunity brought by the new proposed Biocidal Products Regulation to improve the processes and correct the errors of the past as very welcome.

The changes under consideration are significant and will go some way to improving the situation. By way of example, under the new Regulation the concept of the low-risk Annex 1A entry for substances and products is set to disappear and the directive will become a Regulation, which will thereafter automatically enter into force in the MS.

Treated materials and articles will be dealt with more effectively and the active substances in such materials imported into the EU will be within scope of the controls. Other areas such as in situ generated active substances will be more effectively regulated and food contact materials will also be considered.

Amidst the other changes there may finally be the one-stop registration facility industry had hoped for 20 years ago through a community authorisation programme. Subsequent mutual recognition processes should be strengthened and streamlined as a result. Sadly, there is still no change agreed for the amendment of the Letter of Access process, which has so exercised industry over the last few years.

Voting in the ENVI and other Brussels committees to bring forward a number of changes is currently taking place with a number of issues to be debated later in the Parliament, but there will be no immediate change to help those facing the problems today.

Many readers will have heard of the attempt by one of the EU Committees to restrict and perhaps even

effectively remove completely the anti-coagulant rodenticides. Industry vigorously defended these products as to remove them would cause significant and dangerous increases in the rodent population. When challenged, one Brussel's representative was reported to have said that he rarely saw a rat and there was therefore no need for these products. I need add no further comment.

And in conclusion ...

The new regulation is scheduled for 2013 or 2014. Until then, we have to make the best of the situation we have under the current directive. With good management, careful planning and sufficient resources, the most capable companies will survive or even flourish, but many will also give up or fail.

As ever, we will see the survival of the fittest, but these may also just be the biggest and this may not necessarily be to the overall benefit of the end-user. Many predict that product prices will have to escalate sharply to meet the new costs, choice will be diminished and many good SMEs will disappear from the market as they find their position unsustainable.

Were these outcomes a price worth paying for the yet unsubstantiated harmonised EU market and the 'necessary' product safety improvements? Only time will tell.

In the meantime, we should appreciate the products we still have and use them wisely. We do not know for certain how much longer we will have them.

It would seem there are plenty of clouds ahead with just a few very hard to see silver-linings.

CPD – WHAT IT MEANS TO YOU

BPCA mentor Kevin Higgins has spent years striving for more stringent regulation over the pest control industry - in a bid to boost its credibility, boot out rogue traders and shake off that 'rat catcher' image. Might CPD compliance be the final pay-off for him?

Georgiana Ndlovu reports

Q. WHAT IS CPD?

A: Continuing Professional Development (CPD) is a combination of approaches, ideas and techniques designed to help individuals manage their own learning and growth. The focus of it is firmly on results. Already implemented in the agricultural industry, I expect the government to make it mandatory for our industry to have accreditation for it possibly as early as January 2013.

Q. WILL CPD BE WELCOME?

A: If it is, it will take some getting used to, but it will be a good thing for the industry. It looks like there are going to be some changes – some which may be unsettling initially – but in the long run it will work out for the best for us.

Q. CAN CPD BENEFIT TECHNICIANS?

A: Certainly. It will help them build up their reputations as trustworthy and accountable and remove the dreaded perception some have of pest controllers as 'rat catchers' - instead recognising what they really do. No longer threatened by untrained professionals, CPD will give technicians the opportunity to prove their credibility.

Q. WHAT CHANGES CAN THE INDUSTRY EXPECT?

A: The fundamental change under new regulation will be that pest controllers that are not registered onto an approved CPD scheme will be made to resit their Level 2 exams, and they are likely to be made to repeat these examinations every three years.

Q. WHAT ARE THE BENEFITS TO THE INDUSTRY?

A: The industry has demanded recognition and with CPD it is getting the opportunity to prove its professionalism and dedication by showing commitment to ongoing learning.

Q. WHAT IS THE BPCA DOING ABOUT IT?

A: BPCA's 2010 AGM confirmed that registration on a CPD scheme will become a membership requirement planned in over three years from 2011.

Q. HOW CAN CPD HELP TACKLE THE ISSUE OF ROGUE TRADERS?

A: Currently anyone can practice, but the BPCA has always promoted clear, recognisable training and qualifications. Promoting CPD and our membership criteria to the end

user will really raise public awareness when choosing a controller.

Q. WHAT ABOUT NON-BPCA MEMBERS?

It's very difficult to enforce rules on anyone calling themselves a 'pest controller'. As an association that is what we try to do – to police it - but if there's no official quality standard to judge against it's very difficult for customers to check out the credentials of a technician.

Q. HOW DO YOU ASSURE THE HESITANT AND CRITICAL?

By reminding them to remember that to be considered professional we must all share the responsibility of raising the quality of our industry. Technicians should - and do - want this because it gives them a professional standard and proof of personal commitment to their job and the industry.

Q. WHAT DO YOU HOPE WILL COME OUT OF CPD?

Ultimately, we are constantly responding to the end user and CPD will carry this on. We've joined forces with associations outside of BPCA to ensure there is an industry scheme accessible to all.

Q. WHY IS THE BPCA BACKING IT?

Having criteria that raises standards is what we've always angled for. And with this we are reiterating that we are an organisation that cares about the industry and is committed to driving it forward.

Q. TELL US ABOUT THE POINTS SYSTEM.

It gives members and anyone CPD registered the chance to build up points that will qualify them for their next year's membership. Points can be built up through in-house CPD training and meetings that are registered with the independent PROMPT scheme and also via attendance at PestEx and other industry exhibitions. Attendance at regional meetings, subscription to magazines like PPC and BPCA assessment visits count too. It means that you have to prove you are doing what is required to be 'up to standard' - and if you're not you won't hold onto your PROMPT membership and ID card.

Q. WHAT WILL HAPPEN IF YOUR POINTS FALL SHORT?

If the points haven't been acquired, then ID badges will not be issued and registration denied – it's as simple as that.

You can contact Kevin by e-mailing kevin@bpca.org.uk or join PROMPT by visiting the website: www.basis-reg.com/default.aspx

CASE STUDY

PESTOKILL

Starting in 1985, Pestokill is one of the UK's largest independent pest control companies. Already promoters of BPCA professional qualifications and consistent in their own in-house training, they say they were keen to gain recognition and keep standards high by joining the PROMPT scheme. The company wants people to know that a previously self-regulating industry can actually be a serious profession - and career.



WHY CPD?

Operations director, Cliff Eccles, and training manager, Chris Woodward, on why they took up CPD and PROMPT:



Pestokill's Cliff Eccles

"We now feel that after 25 years there is light at the end of the tunnel with professional recognition of qualifications looming and the future prospect that qualifications and proof of continuous learning will be required in order to apply pesticides.

"We felt it was better to self impose an environment of continuous learning rather than have this forced upon us in the future. Lots of questions are being asked, with many of the service personnel wondering 'what is there to do after Level 2 qualification?'

"In theory you could have passed the exam 25 years ago, left the industry after one year and now return to pest control and be servicing a high specification food factory.

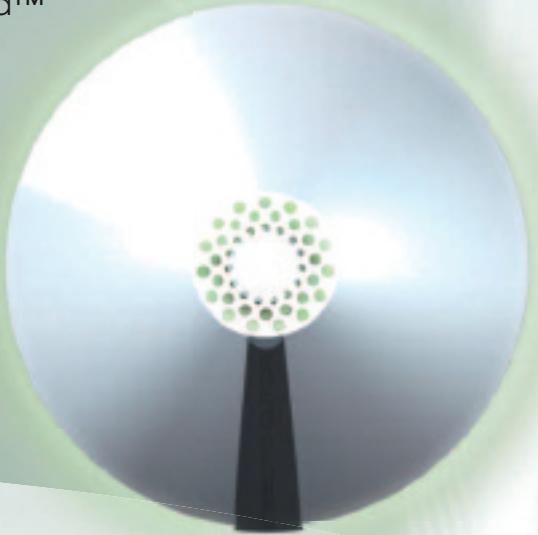
"We decided to adopt the PROMPT scheme to show our commitment not only to our service teams in their personal development, but also to the BPCA that we would put our full support behind this system and be leaders by investing the time and money to continually develop our personnel.

"The ultimate aim must be for the pest control industry to be more professional and regulated to ensure that the end user receives a safe and effective service using best practice.

After all, this is potentially a licence to kill!"



Stylish and contemporary, the Aura™ decorative flykiller is an ultra discreet unit designed for front-of-house applications.



T
W www.insect-o-cutor.co.uk
E info@pandlsystems.com

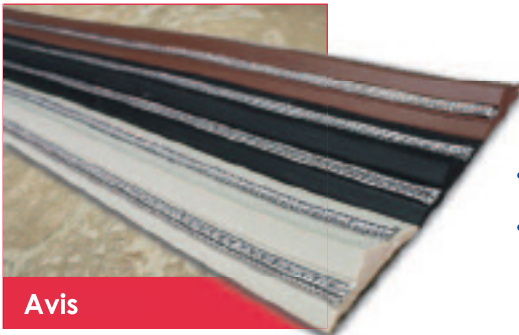


P+L Systems

NETWORK

High quality products and services for bird management

www.networkbird.net



Avis

AVISHOCK™

- Discreet, effective protection against birds
- Ideal for use on signage, roofs and canopies



Bird Spikes



Bird Wire



Bird Nets



Other Bird Systems

Also available:



AVIPOINT™

T +44 (0)800 988 5359

E info@network-pest.com



P+L Systems

Fox Attacks

A growing issue
for pest
controllers?

The mauling by a fox of nine-month-old twins Isabella and Lola Koupparis while they slept in their cots has highlighted the urban presence of foxes and prompted a number of calls to BPCA from worried members of the public. Georgiana Ndlovu reports

The attack on the babies in June at the twins' home in Hackney, left Lola bitten in the face and arm and Isabella with injuries on her arms. Following the incident, both twins had to go for hospital treatment for what were described as "life-changing injuries."

Hackney Council, who "handled" the foxes well-documented case - said at the time that it had no dedicated environmental health officers dealing with problems caused by foxes because they were such a rare

occurrence. They added that they had used a private contractor to deal with the fox nuisance in this case but refused to name that contractor or explain the methods they had used to handle the incident.

In a statement issued by Hackney Council, a spokesperson said: "We usually receive around a couple of phone calls a month from people concerned about foxes getting into their bins, and we always advise residents to make sure they secure their bins and their fences, and be

sure not to leave food out.

“We have never had reports in the past of foxes attacking residents.

“All the expert advice we have had suggests that shocking incidents like this are incredibly rare, and our thoughts are with the children and their family.”

The council spokesman went on to provide the standard-issue advice that is often provided to residents who are concerned about pests in general and will be familiar to pest management service providers.

It includes putting rubbish out in wheelie bins

The dramatic – and rare as we know it – incident sparked fresh scare stories. The London Evening Standard newspaper, in particular, revealed how private contractors across the country have experienced a surge in calls from housebuilders.

And it followed up more recently with a report about a family whose members were so scared by the impact of foxes around their home that they described themselves as feeling that they were being “held hostage.”

The tale came after two urban foxes crept into the family’s back garden in Wimbledon. The parents said they

“WE HAVE NEVER HAD REPORTS IN THE PAST OF FOXES ATTACKING RESIDENTS. ALL THE EXPERT ADVICE WE HAVE HAD SUGGESTS THAT SHOCKING INCIDENTS LIKE THIS ARE INCREDIBLY RARE”

or closed containers instead of plastic bags; only putting refuse out on the morning of collection; not leaving food out for other animals such as cats and also making sure that no areas where foxes could find shelter – such as neglected spots under buildings - are visible.

BPCA regional mentor Richard Moseley says the main reason pests, including foxes, are attracted is that household rubbish is not stored and collected securely (see column opposite).



didn't feel that they could allow their children to play safely after the local council in Merton refused to cull the foxes, who had found a “favourite sun spot” next to their son’s climbing frame.

In July, the Daily Mirror published a story describing the ordeal of 13 year-old Bethany Blackburn, who had been “attacked by a snarling fox” as she camped in her garden with friends. The teenager was treated in hospital for three deep puncture wounds after the fox “circled her tent for two hours before ripping a foot long hole in the canvas and sinking its teeth into her left foot”.

And that’s just a sampling of some of the horror stories involving the behaviour of foxes that have sprung up in the press recently.

Unsurprisingly, the sudden media attention has triggered more work for the pest control industry - which is tasked with handling the increasing calls, and allaying the public’s fears.

Shortly after the ‘twins’ story made headline news, London Mayor Boris Johnson urged councils to “get together and focus on their duties for pest control”.

He told the BBC: “It’s right that boroughs should focus on their duties for pest control because as romantic and cuddly as a fox is, it is also a pest.

* You can contact BPCA regional mentor for advice on the issue of foxes by e-mailing: richard@bpc.org.uk

BPCA INSIDER VIEW

Regional mentor Richard Moseley talks about the increased profile of foxes – and what this means for the pest control industry.



NOTHING NEW

Foxes are not a new phenomenon; they've been around for years but the problem has gradually increased along with the trend to change urban greenery into estates full of flats. The result is a species needing to adapt, along with our industry. This is a niche area and something people aren't sure how to deal with yet. It's unsurprising the public is concerned about being bitten – but bites are a minor risk. Foxes spread *Toxocara Canis* (usually associated with dogs) which can cause blindness in children. Another issue is Mange, an infestation of the skin by mites, and there is some evidence that in some cases the disease may be spread to dogs.

MORE CALLS

While there are no statistics on how many more calls we've received since the 'twins' story hit, it's safe to say that what was once a rare call for help to deal with foxes in towns and cities has become routine for our members. I normally have to deal with two calls a year, now I am dealing with 20, though most come from people looking for clarification on legislation. The problem of foxes is getting bigger, and the reason is the easy access to food. Some members of the public are actually going out and feeding them.

RUBBISH SOLUTION

There are definitely more foxes in city areas, but the continual argument is that the problem can be kept under control as long as waste is controlled. The issue is not the frequency of rubbish collection but the storage and security of collected rubbish. We are living in a 'throwaway society' whereby rubbish is being collected over a weekend and this creates the perfect environment for foxes. What we are telling people is to get in touch with us and get a pest controller to come out and take a look, as well as general measures such as keeping an eye on waste and ensuring the property is secure. Ideally people should install two-metre high fences and really take a look at their properties, checking for any gaps where these pests can get in.

HUMANE DISPATCH

With rats we use poisonous bait and that usually does the trick, with foxes we use traps and need to be very careful as humanity must be considered when catching and dispatching any animal – even when it is deemed a pest. Take the recent example, for instance, where a man received a £1,500 cruelty fine after drowning a squirrel. Our message is always the same – get in touch with a professional pest controller if you have a concern. Don't act alone. With the larger mammals there is always an emotive issue. Half the public love them, feed them and even bring them into their homes, while the other half hate them and see them as pests. That's where we have a big issue when it comes to dispatching without being inhumane.

WHAT'S UGLIER THAN A DEAD MOUSE IN A TRAP?

We're sure you can think of something. . .but, to your customers, a dead mouse is disgusting.

So we developed the *Snap-E Mousetrap Cover* to keep mousetraps and dead rodents concealed and out of reach.

Snap-E[®] COVER



- Can be used with wooden snap traps or Snap-E mousetraps
- Keeps children & pets away from traps
- No chemicals
- Safety key required to prevent accidentally opening
- Rugged construction
- Inspection holes
- Blends with surroundings
- Available in white, black, gray and brown
- Use in common areas

Call your local distributor today for all of your Kness supplies

Kness
641-932-7846
www.kness.com

Growing old with age discrimination issues

Employers should prepare for more changes in the law governing discrimination in the workplace, with age issues looking set to dominate the agenda for the rest of the year.

It is becoming an increasingly hot topic in employment law following a number of recent landmark cases.

The focus is now on the mandatory age of retirement, currently being reviewed as part of the Equality Act going through Parliament, propelled by a Government intent on raising the retirement age.

The Equality and Human Rights Commission has lent its weight to moves to totally scrap the prescribed retirement age, allowing all pensioners to work past 65 instead of being forced to give up work if their employer so required.

It claims valuable skills are being lost from the country's workforce, but the move could be fraught with difficulty for both employers and employees.

The idea of scrapping or lifting the retirement age is something of a double-edged sword. Currently an employer can agree to retain staff aged 65 and over, where their experience and knowledge can still be used and it is right this should be the case as older employees can have different but equally valuable skills.

However, we must recognise that employers may wish to consider retirement for those employees who may not be able to carry on their role in the same way, provided, of course, this is done fairly and correct legal procedures are followed. There is therefore a balance to be drawn.

Baroness Margaret Prosser, deputy chair of the EHRC, has said the current age limit is outdated because not only do most people want to carry on working past 65 but mandatory retirement is forcing able workers out of the jobs market.

We must remember that age discrimination does not only impact upon



By Stephen Woolley, Head of Commercial Litigation and Dispute Resolution Department at Robinsons Solicitors.

older workers but also on younger ones.

As more and more people wish to work past retirement age, there may be more cases of dissatisfaction involving younger workers who, for example, could be made redundant or lose opportunities for promotion or engagement while older colleagues are retained.

This is seen as a real issue by the younger generation.

One recent age discrimination case involved Derby aero engine manufacturer Rolls-Royce, which lost its High Court appeal after claiming that considering length of service when making redundancies – as agreed with unions – was discriminatory.

And this year a 29-year-old applicant firefighter took the service to tribunal after it turned him down, saying he was too old. It argued that physical strength, an occupational requirement, declined with age and his claim was rejected.

Currently men and women can be compelled to retire at 65. Women can claim state pension at 60, this rises to 65 by 2020.

Last year Help the Aged and Age Concern lost their court battle to end the default retirement age. But the judge, Mr Justice Blake, said he only found in favour of the Government because it had promised to review the retirement age this year – and it was likely that the mandatory retirement age would be increased.

*** You can contact Robinsons Solicitors on 01332 291431.**

Safety Schemes In Procurement (SSIP)

SSIP promises to simplify the pre-qualification stage of procurement, reduce duplication and improve health and safety standards across industry - with the benefit of making assessment a one-step process

WHAT IS THE SSIP?

SSIP is a series of mutual recognition (deemed to satisfy) agreements between health and safety pre-qualification schemes. The main aim of SSIP is to simplify the pre-qualification stage of procurement, reduce duplication and improve standards of health and safety in the construction industry. There's no need to think of your company as a 'CHAS', 'NHBC' or 'EXOR' assessed sub-contractor. Instead, your company is now an SSIP assessed sub-contractor meaning you need only undergo one assessment process.

WHY WAS THE SSIP FORMED?

Recent reports to Government departments have called for immediate action to stop the pre-qualification bureaucracy and duplication that wastes time and money. This waste is impacting on the 'bottom line' and much of it falls on SMEs.

SSIP was set up to tackle this burden and the inefficiency it creates. It is estimated that the construction industry needs to generate in excess of £1 billion in annual turnover to compensate for the cost of unnecessary pre-qualification activity.

By bringing together some of the largest health and safety pre-qualification schemes in the UK, the SSIP has marked a real turning point for the construction industry in its bid to tackle wasteful procurement practices.

SSIP members recognise that the unnecessary duplication of PQQ data was creating a huge burden to sub-contractors, particularly SMEs who lack the resources to cope with the significant cost and paperwork it creates.

HOW LONG IS REGISTRATION VALID?

The validity period for each SSIP membership registration varies depending on a number of factors, including risk and the needs of a scheme's main contractor.

HOW MUCH DOES IT COST?

This can vary from scheme to scheme but if you are already registered compliant with another SSIP scheme member, for example CHAS, and you meet the qualifications needed for a "deemed to satisfy" registration, you will not have to pay a full assessment fee.

HOW LONG DOES ASSESSMENT TAKE?

Again, this varies from scheme to scheme and is dependent on the sub-contractor providing everything needed for the assessment. But usually, schemes will try to complete their initial assessment within ten working days.

MUST I PROVIDE EXTRA INFORMATION?

Yes, in particular circumstances you may have to. Some of the schemes gather additional data, such as financial, for use by their main contractors. Some schemes may need extra health and safety questions answered or evidence to meet main contractors' specific needs.

For more information visit www.ssip.org.uk. Alternatively, you can contact BPCA regional mentor Richard Moseley on 07590 712094 or e-mail: richard@bpca.org.uk to find out how CHAS registration interacts with SSIP.

Make CPD work for you

PestEx 2011 will make Continuing Professional Development (CPD) key for its audience at London's ExCeL from 6-7 April



The details of next year's major event in the UK pest control calendar – PestEx 2011 – are being firmed up, with the BPCA keen to put the focus on the key theme of CPD.

Attendees will learn about how CPD can really help them, whether as individuals, managers or business owners, and the important role CPD plays in ensuring essential development is continuous to keep abreast of the day-to-day

essentials - technical and industry developments, legislation and regulatory changes.

And simply attending PestEx to find out about these issues will also earn delegates valuable points for CPD, helping those who've yet to embrace it take a valuable first step into continuing development and leading the industry.

In partnership with the PROMPT scheme, BPCA will be looking to provide those who sign up to PestEx with a programme of seminars to 'Learn and Earn', all of which will carry CPD points themselves.

Not only will seminars include unravelling the CPD

myth, but issues that impact on the pest control industry today and in the future will feature heavily, as well as topics that focus on information and updates essential to technicians and managers, including:

- Technical Updates
- Sustainable Use Directive
- Corporate Social Responsibility
- Tendering skills
- Qualifications and Training Standards
- Pest Control and the Law

Watch the PestEx website and read PPC for further information as it becomes available. The seminar programme is being planned across two seminar theatres and will have something for everyone in the industry. And with a practical area - there will be a few surprises in store!

There will, of course, be a large number of suppliers and service providers exhibiting at the show. And access to a whole range of new products and invaluable time with exhibitors and industry specialists means this is the exhibition and event of 2011 not to miss.

In 2009 PestEx attracted more than 1,500 visitors from all over the world; over half of them represented private pest control companies, just under 20% came from local authorities and 13% were from industry-related organisations.

*** For more information visit: www.pestex.org.**



PestEX

THE PREMIER PEST CONTROL EVENT
LONDON - 6 & 7 APRIL 2011
www.pestex.org

Get face to face with key senior
decision makers within the
International Pest Management Industry

EXHIBITORS

- The premier UK event dedicated to all sectors of the pest management industry.
- Puts you in front of the largest audience empowered to purchase pest control products and services.
- PestEx attracts over 1500 visitors over the two days from all over the world.
55% of visitors from private pest control companies,
19% from Local Authorities
13% from industry-related organisations.

To view the latest floorplan and book your stand visit www.pestex.org or contact the sales team on +44 (0) 845 108 5504



ExCel • London • UK
6 & 7 April 2011
www.pestex.org



Detect Early – Act Quickly

MidMos Solutions Ltd has teamed up with experts worldwide to come up with a mathematical model to track the activity - and growth - of bed bugs

Bed Bug Population Dynamics

Realising the problems in accurately tracking the growth of an active bed bug infestation, MidMos Solutions Ltd., a subsidiary of Brandenburg U.K. has worked with leading experts around the world to produce a mathematical model quantifying the theoretical development of a bed bug population.

As a model, the results are calculated using 'ideal' breeding and survival rates but it gives a fascinating insight into the pattern of population growth and the implications for PCOs in detecting and treating bed bug problems and in moving towards a more proactive service.

The Model

The table given in Figure 1 (opposite) shows the number of eggs, nymphs and adults in an establishing infestation over the first 180 days following introduction of one pregnant female. The numbers in the early stages are very low with a high probability of remaining unreported and undetected by visual inspection, particularly taking account of the use of cracks and crevice harbourages, evening and overnight active periods, intermittent feeding from hosts frequently in transit and differing levels of sensitivity to bites, with many people now found not to react to bites at all.

What Is Happening In Detail?

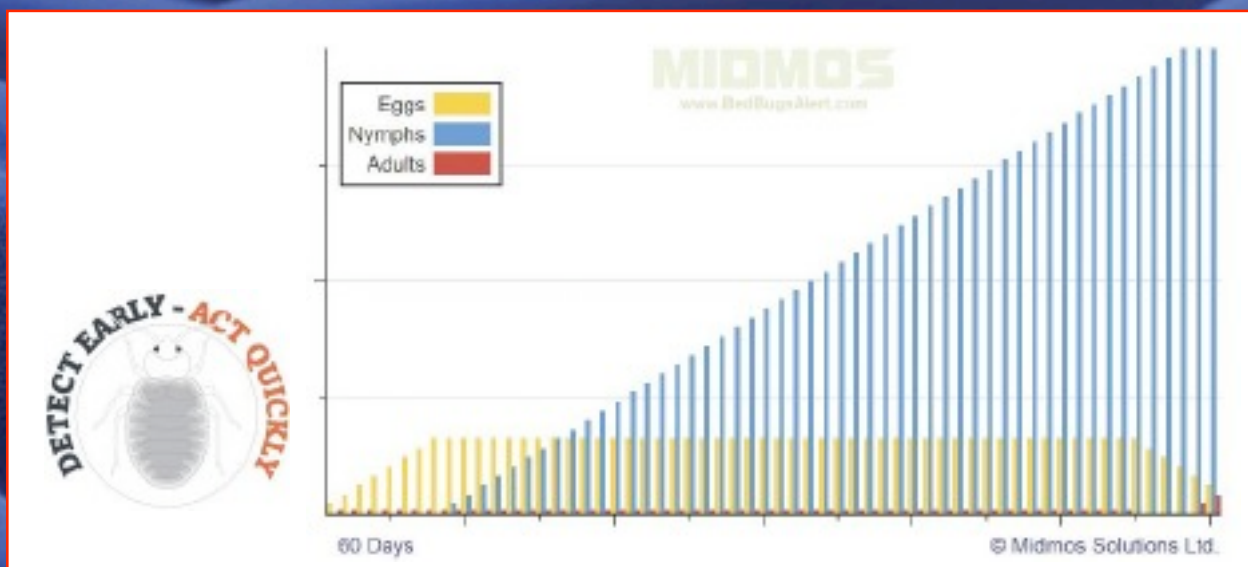
During the first 60 days, the population consists mainly of eggs and nymphs allowing the time for natural development through five instar stages. Indeed, at the end of this period the model predicts there could be only six fully grown adults. Visual detection would still be difficult.

Only approaching 90 days is there now a significant number of adults, continuing to increase slowly until reaching the critical point for population explosion at approximately 120 days.

At this point the development 'pipeline' is full and growth will become exponential with bed bugs increasingly visible in seeking new harbourages and feeding more regularly as the larger numbers at each life cycle stage take the blood feed necessary to nymphal development and egg laying. Visual inspection by trained eyes will be effective but, unfortunately, complaints from an irate, distressed and violated host may come first.

In reality the model cannot take account of real-life factors such as ambient temperature, natural mortality, and the effects of predators, disease and temporary or long term loss of a host food source, meaning that activity levels and surviving numbers at each stage of the life cycle are likely to be significantly lower than predicted over the time periods used. This implies that detection of the problem in

	30 Days	60 Days	90 Days	120 Days	180 Days
Eggs	24	9	852	1,914	70,824
Nymphs	66	150	939	5,350	123,972
Adults	1	6	96	159	7938



real-life will be even more difficult than suggested in the conclusions drawn from the model.

What Does It Mean For The PCO?

If the PCO is to do anything more than provide reactive treatment in response to customer complaints, he has to target the early development period. Failure to do so will mean the bed bugs already impacting on the client's business with increasing risks of consequential costs in compensation, lost occupancy revenues, replacement costs of furniture and bedding and the indefinable costs of bad publicity and damage to brand and reputation.

In treatment terms, delay will see increased risks of bed bugs moving to multiple harbourages and dispersing to adjacent rooms due to population pressure or the need to find new hosts. All will make treatment more difficult, more expensive and increase the potential for leaving undetected and untreated pockets of infestation. The next call-back is in the making.

The key to successful early treatment is early detection, but as we can see from the model, that means finding small populations wherever they may become established and in today's hotels, hostels, apartments and accommodation blocks, the time and costs of repeated expert inspection have driven the search for effective remote detection and monitoring.

Leave-behind bed bug monitors, such as the BB ALERT® Active and Passive units from MidMos Solutions, properly positioned by a trained PCO will give 24/7 surveillance in every room. They can detect a single active bed bug at nymph or adult stages and be inspected by room staff looking for simple clues to activity. In itself, this not only increases cost-effectiveness for the client and early warning for the PCO but embeds the PCO in the client's business as the source of staff training and response, building customer loyalty and retention.

The monitors also provide visible evidence and the means of building a permanent record of conditions in a room and the success of eradication treatment, helping to demonstrate 'due diligence' on the part of the client and of the PCO.

As part of an early stage detection and treatment programme, monitors can now give the PCO an insight into the overall situation in a building to let him treat early and with confidence before the developing bed bug population reaches critical mass and consequential risks and treatment become a very expensive proposition.

To develop your own model visit www.bedbugsalert.com/pdm

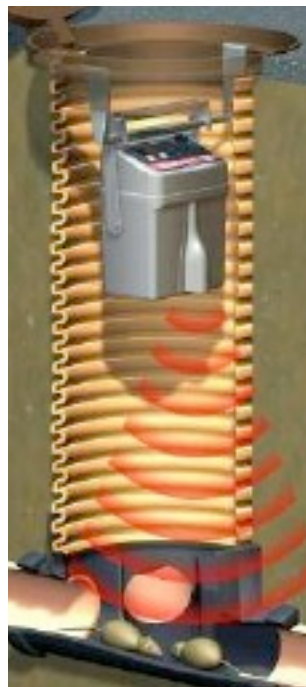


ScanWise is a new company dealing with pest control and we are 100% committed to controlling the rat population.



We possess an innovative product that has been tried and tested in Denmark achieving excellent results. Our product has the ability to kill the rat quickly and humanely, using no harmful poisons and is 100% environmentally friendly. We would like to introduce our new products the WiseTrap and the WiseCam that work directly in the sewer, causing no interference.

The WiseCam allows infra-red inspection of areas within the sewer to give an insight into the rats nesting and travelling patterns. It can also be used for other types of surveillance tasks. This then allows an area with the most activity to be targeted by the WiseTrap.



The WiseTrap has the ability to isolate sections of the sewer from rodent infestation, whilst also being in continuous communication with the outside world via SMS. This enables ScanWise as a company to control the sewers, eliminating rats in their natural environment, quickly and effectively.



As we know rats are a huge problem and Scanwise aims are to control and eliminate the age old problem of rat infestation. We know that this is very much possible with our innovative products. We are currently working closely with food manufacturers, hospitals and various councils where we are monitoring their sites for any activity of rats. As we have a new product within the UK market we are constantly on the lookout for new projects. If you have a rat problem, then we have the solution.

Tel: 01704 227711 email: info@scanwise.co.uk www.scanwise.co.uk
Marsh House . Ralph's Wife's Lane . Banks . Lancashire . PR9 8ER

QUALIFICATIONS

NEW LEVEL 2 QUALIFICATIONS IN PEST MANAGEMENT 'GO LIVE'



Richard Moseley of the BPCA: We support the new qualifications



Following extensive consultation with the pest control industry, RSPH is pleased to announce that the two new qualifications are now accredited and have been offered by approved centres from July 1st 2010.

The two new qualifications have been titled:

- The Level 2 Award in Pest Management and
- The Level 2 Certificate in Pest Management

The new Level 2 Award is identical to its predecessor, the Level 2 Certificate in Pest Control and can be offered by all of existing approved centres. The new Level 2 Award will provide the underpinning knowledge required for people working in the industry. It is also designed to provide those in related industries such as food manufacturing, catering and facilities management with a sound understanding and awareness of pest control issues. It is a suitable qualification for non field based staff in pest control companies who would benefit from a good grounding in pest control in order to advise clients and pass on details of jobs to the technicians. The Award consists of three units; vertebrate pests, invertebrate pests and H&S and legal aspects. Assessment is the same as for the existing Level 2 Certificate in Pest Control.

The Level 2 Certificate in Pest Management consists of the same three units as the Award, with an additional two 'techniques' units. It is important that pest controllers in the industry know you are not required to do either of the

2 new qualifications. Successful completion of the new Level 2 Award can be complemented at a later date by the candidate sitting the two techniques units and achieving the Level 2 Certificate in Pest Management. The new techniques units will cover essential skills such as identifying pests, writing COSHH and risk assessments, selecting and using appropriate pesticides and baits, selecting and using appropriate traps and proofing materials and advising clients. These new units will provide the necessary practical skills for new entrants into the profession to start to carry out pest management activities, or allow an Award candidate to progress to the Certificate at a convenient later date.

Richard Moseley of BPCA commented: "The association supports the new qualifications, and we acknowledge the importance of adding a practical element to the exam structure. The BPCA team is working hard to put together our practical assessments which, like other approved centres, will have to be verified and approved by RSPH before candidates can be assessed. We hope to have them registered with RSPH in the near future. We do not currently envisage a change to the format of our five-day General Pest Control Course, but intend to make the practical elements for the Level 2 Certificate easily accessible to our members and candidates."

He added membership criteria of the BPCA will require the Level 2 Award or equivalent, meaning no change in the level of qualification necessary to join the association.

The current RSPH/BPCA Level 2 Certificate in Pest Control was accredited until the end of June 2010. Candidates registered with RSPH before this date have one year to complete the qualification, RSPH will not be able to accept registrations for the current qualification after June 30th, or award certificates after June 2011.

RISE IN INSURANCE COSTS?

Are you getting
value for money?

Bradshaw Bennett offer an exclusive specialist liability scheme, approved by the British Pest Control Association.

The scheme offers wide cover and high claims limits are also available.

For further details or an immediate quote, please complete the enquiry form below and return it to:

The Scheme Managers, Bradshaw Bennett Ltd, Catherine House, Catherine Street, Macclesfield, Cheshire SK11 6BB

T: 01625 505870 F: 01625 511691
E: sch@bradshaw-group.co.uk W: www.bradshaw-bennett.co.uk

Business name and address:

Tel:

Name of contact:

Please tick areas of activity:

- | | |
|---|---|
| <input type="checkbox"/> Pest Control Servicing | <input type="checkbox"/> Manufacture |
| <input type="checkbox"/> Fumigation | <input type="checkbox"/> Bird Work |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Timber Treatment |
| <input type="checkbox"/> Other (please specify) | |

Are you a member of BPCA? Yes No

Please indicate your current turnover by ticking the relevant box:

- Under £100,000
 £100,000 - £250,000
 £250,000 - £500,000
 £500,000 - £1M
 Over £1M



Authorized and Regulated by the
Financial Services Authority

NEW PRODUCTS

NON-FAT BASED COCKROACH KILLER UNVEILED

Maxforce Prime is the name of the new gel bait from Bayer Environmental Science that has been designed for the control of all major cockroaches. It is available now from all of the company's main distributors.

Maxforce Prime has been designed to offer the best consumption rates across cockroach species and, more importantly, cockroach development stages (nymphs).

The company claims that Maxforce Prime has proven high efficacy against all major cockroach species and lifecycle stages. Withstanding temperatures from 0-30 degrees C, the product is odourless with a consistency said to be "easier and more consistent to apply than other fat-based cockroach gels".

Maxforce Prime is approved for use by professional operators only in the UK (HSE 9093) and will soon be available in Ireland.

For information visit: www.pestcontrol-expert.com

 **Rentokil**
The experts in pest control

**NEW
VACANCIES**

Technical Field Consultants

Located throughout UK

This role is designed to offer technical support to Customers and Front Line Colleagues. The TFC will ensure compliance is achieved within field operations particularly in terms of quality and service standards.

The Technical Field Consultant role helps drive the technical agenda through the business at a front line customer facing level and has a key role to carry out in the Rentokil UK technical training programme both in terms of writing and delivering technical courses. Technical Field Consultants are also responsible for driving quality throughout the business at all levels.

To apply for this role you need to meet the following criteria:

- Over 5 years traceable practical pest control experience
- Currently holding RSPH Level 2 pest control qualification or equivalent
- Extensive knowledge of UK pest species
- Extensive knowledge of UK legislation in respect of pest control practices
- Experience of delivering training courses to large groups
- IT literate with working knowledge of MS Word, Excel, Visio and PowerPoint

If you meet the above criteria and are interested in this exciting opportunity, please send a copy of your CV and covering letter stating why you should be considered for this role to Savvas Othon, Technical Director at savvas.othon@rentokil.com

INSECT-O-CUTOR LAUNCHES AURA FLYING INSECT CONTROLLER

Styled in a modern design, the Aura Flykiller from Insect-O-Cutor is designed to be a discreet solution to the problem of flying insects in front-of-house areas and is especially ideal for use within cafes, restaurants, bars and hotels.



The product's circular shape has been designed to reflect light to attract flying insects from a full 360° around the unit, attracted by the patented Synergetic green light. Aura also houses a discreetly positioned glueboard to give a "100% useful glue area" which remains hidden from customer view behind the polished façade.

The unit can be plugged into a mains supply or hand-wired for extra discretion with simple-to-free access to the starter, tube and glueboard provided by the hinged front guard.

For more information visit: www.insect-o-cutor.co.uk

READY-TO-USE SOLUTION FOR BLACK ANT CONTROL

Maxforce LN is the ready-to-use ant bait solution for black ant control launched by Bayer Environmental Science.

It consists of sugar and honey combined with the active ingredient imidacloprid forming part of the special bait matrix, which attracts the ants to feed on it and take the bait back to the colony.

Colony eradication can be expected within 7-14 days after treatment, depending on the size of the infestation. The product is ideal for use in and around domestic housing, commercial and industrial premises, public swimming pools, terraces, patios and pathways.

As Maxforce LN is presented in a bait station, it works well in sensitive areas.

Each bait station is individually packed in an air proof pouch keeping it fresh until the pouch is opened on site providing maximum effectiveness.

For information visit: www.pestcontrol-expert.com

Health and Safety ALERT

An article recently published in the *Cardiology Journal** suggests that the number of people killed in the UK each year by wasp stings could number in excess of 1000.

It now appears that wasp stings can trigger heart attacks in a number of susceptible people several days after being stung. This is known as

Kounis Syndrome.

WaspBane is the only high efficiency wasp trap on the market proven to reduce risk by up to 97.5% compared to other traps.



Wasp persistence cross over studies have shown that that unlike other traps, WaspBane reduces the number of wasps persisting in the area to be protected.



For more information on the WaspBane wasp trap, please call 01480 414644 or e-mail: info@waspbane.com

Use WaspBane - the safe, professional solution to reducing risk.



* Dzikewicz et al. Allergic Myocardial Infarction, *Cardiology Journal* 2006, Vol. 15, No. 3, pp 220-225

CALENDAR

To help busy pest management service providers plan their diaries for the months ahead, our calendar highlights the major industry shows, exhibitions, workshops and meetings coming up.

2010

21-23 SEPTEMBER

CIEH
Best of the Best 2010
Telford International Centre
<http://www.cieh.org/events/>

23 SEPTEMBER

BPCA Regional forums
London
http://www.bpca.org.uk/index.asp?slevel=0z7z160&parent_id=160

14 OCTOBER

BPCA Regional forums
Nottinghamshire/Lincolnshire
http://www.bpca.org.uk/index.asp?slevel=0z7z160&parent_id=160

20-23 OCTOBER

NPMA
PestWorld 2010
Honolulu, Hawaii
<http://www.npmapestworld.org/Events/>

28 OCTOBER-1 NOVEMBER

3rd International Forum for Sustainable Management of Disease Vectors
<http://www.chinavbc.cn/forum/english/index.asp>

3 NOVEMBER

PestTech
National Motorcycle Museum, Solihull
www.pesttech.org.uk

4-6 NOVEMBER

SIPA, 1st International Exhibition on Urban Pests and Environmental Education
Portugal
http://ancpu.pt/SIPA_EN/

18 NOVEMBER

SOFHT, Annual Luncheon & Awards 2010
<http://www.sofht.co.uk/events/sofhtlecture2010.asp>

17-19 NOVEMBER

PARASITEC 2010
Paris
<http://www.parasitec.org/>

2011

6-7 APRIL 2011


PestEx 2011
<http://www.pestex.org>



THE BRITISH PEST MANAGEMENT MANUAL

ORDER YOUR COPY TODAY

£110.00 +P&P



A reference manual for the management of environmental health pests and pests of the food industry

A valuable guide for today's pest technician

Call 01332 294 288

ISBN 978-0-9563600-0-8

WWW.BPM-ORG.CO.UK

The advertisement for the British Pest Management Manual features a central image of the book's cover. The cover is white with a blue spine and a blue and green horizontal band at the bottom. The title "THE BRITISH PEST MANAGEMENT MANUAL" is printed in black, with "BPM" in a blue circle above it. Below the title, it says "A Reference Manual for the Management of Environmental Health Pests and Pests of the Food Industry". To the right of the book, there are two columns of text: the top one describes it as a reference manual for environmental health and food industry pests, and the bottom one describes it as a valuable guide for pest technicians. At the bottom of the ad, the ISBN number and the website URL are provided.

TRAINING COURSES					
Course Title	PROMPT CPD Points	2010 Dates	Venue	Cost (exc. VAT) BPCA Members	Cost (exc. VAT) Non-Members
GENERAL PEST CONTROL					
General Pest Control Course	24	5-10 September	FULLY BOOKED		
		12-17 December	Warwick University, Coventry	£840*	£995*
Insect Identification	10	8 September	Warwick University, Coventry	£160	£185
		15 December			
PEST CONTROL AND THE FOOD INDUSTRY					
Stored Product Insect Inspection & Control	10	6 October	BPCA Offices, Derby	£160	£185
So you want to be a Field Biologist?	8	22 September	Hilton, Newbury North	£160	£185
SPECIALIST SITUATIONS AND APPLICATIONS					
Urban Bird Control & Management	20	16-17 November	BPCA Offices, Derby	£295	£350

EXAMINATIONS					
Course Title		2010 Dates	Venue	Cost (exc. VAT) BPCA Members	Cost (exc. VAT) Non-Members
LEVEL 2 AWARD IN PEST MANAGEMENT (exams can be arranged to suit the requirements of organisations at the discretion of the BPCA, minimum of 6 candidates, there may be an additional cost)		10 September	Warwick University Coventry	£125	£140
		24 September	London (TBC)		
		22 October	North England (TBC)		
		26 November	South East England (TBC)		
		17 December	Warwick University Coventry		
BPCA Accredited Technician in Pest Control		2 September	BPCA Offices, Derby	£215	£290
BPCA Certificated Field Biologist		27 October	BPCA Offices, Derby	£270	£370
BPCA Certificate in Bird Management		1 October	BPCA Offices, Derby	£85	£100
BPCA Fumigation Diploma		1 October	BPCA Offices, Derby	£120	£125
BPCA Fumigation Certificate of Proficiency		1 October	BPCA Offices, Derby	£200	£250
ONLINE LEARNING				Cost (exc. VAT) Members	Cost (exc. VAT) Non Members
The flexible approach to pest control training				£300/yr	£500/yr

*includes full-board accommodation and Level 2 Award in Pest Management exam fee

For further information, or to make a booking please visit our website, www.bpct.org.uk, or alternatively contact **Tammy on 01332 225113** or tammy@bpca.org.uk

VAT will be charged on all courses and examinations. While every effort is made to ensure all training events run as planned the BPCA reserve the right to cancel courses/exams at the discretion of the Association. A full refund will be given to all delegates booked onto a course/exam that is removed from the training program by the BPCA.

Hard Work Has Never Been This Easy



TALPIRID[®]

MOLE TRAP

PATENT PENDING

Bell Laboratories has engineered a heavy-duty dual-spring trap, designed for use by the professional pest control market. TALPIRID Mole Trap offers professionals speed and safety in servicing mole accounts. This specially designed "hands-free" trap is fast and easy to place and set. When set, the low-profile trap sits close to the ground – no bulky metal or equipment sticking out. The trap can be easily disengaged and relocated to other mole tunnels, depending on mole pressure. TALPIRID Mole Trap can be re-used again and again.



Speed of Servicing



Low-Profile, Heavy-Duty



Dual Springs, Maximum Catching Power



Chaucer House, Chaucer Road, Sudbury, Suffolk CO10 1LN England
Tel: +44 1787 379 295 • Fax: +44 1787 883 353
www.belllabs.com • EMEA@belllabs.com • Bell Laboratories, Inc. Madison, WI 53704 USA

THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY