

British Pest Control Association Statement of Board Candidacy

Name: Fred Robinson

Member Organisation: Vergo Pest Management

My professional background:

I joined the UK pest control industry back in 1999 after leaving the Armed forces where I started my career working with Pestokill as a Service technician based in Cumbria for 5 years within this time I took over the service delivery on the Sellafield Nuclear power plant.

Working in this environment I came across many different pest species across this site and also got great exposure working with protected species such as Natter Jack toads as an example.

At this point I knew that I had found my calling in the world of Pest.

In September of 2004 as I was approached around an opportunity to go and work for another pest control company Eagle Services to join as a field trainer an opportunity which I grabbed with both hands due to my hunger to progress.

In this role it was my responsibility to complete all practical training in the field with all new starters across the business in the North of the country from Birmingham to the Highlands of Scotland.

While in role I then became qualified to the BPCA L2 accredited which then led to myself completing internal quality audits on service and then led to customer audits BRC, AIB etc.

This really springboarded my knowledge and hunger within the industry and further drove my ambition.

In 2006 Eagle Services was acquired by Mitie facilities management this allowed for huge investment across the business nationally and from this I was successful in becoming a Service Manager over the next 10 years I led a number of teams within the General pest community and also within the specialist proofing division.

From this the regions that I was running where the top performing ones within the business something which I am to this day extremely proud of.

I gained huge experience managing large accounts across many market sectors from retail, health care, manufacturing, production and many others.

My knowledge of the business and the wider industry then propelled my career further with promotions along the way with greater responsibility each time which I excelled with and the results followed.

In 2018 I achieved my own personal milestone when I was successful after interview for the role of Regional operations Director for the North of England and again my teams delivered with outstanding results which was recognised with internal recognition such as awards.

2019 Rentokil acquired the Mitie pest control and due to CMA involvement the business went through a number of rocky years to then be acquired by the US firm Terminix which led to myself being promoted to a National role as the National Field Operations Director.

2021 came the news that again the business I love was again being sold due to the Global purchase of Terminix by Rentokil.

In 2022 Norvestor Norwegian based private equity grp purchased the business and the re branded the business as Vergo Pest Management.

From this our business has grown from strength to strength and we are really making a truly positive mark on the UK pest industry.

Why I am putting myself forward:

I am putting myself forward to become a board member as after a 25 year successful career within the industry I have great insight and knowledge and the passion I have now is still the same as it was when I realised that Pest control was my true calling and being a member of the BPCA throughout this time I have seen the Association grow with the industry and I feel that I can add huge value due to this

There is a real need to drive the industry forward in such an ever-changing landscape which is only achievable by real positive engagement with our members and customers alike and I feel that I can truly support and drive this hence my eagerness to apply for this role on the board.

When I joined the professional standards committee I took so much from this as having a voice in the governing body in an industry which I love was such a big thing for me so the next logical step for me is to now join the board as we look at driving the professionalism of the industry and increasing our members experience and need for the association to get the recognition it truly deserves and as we face the reduction and removal of what have been much needed tools the pressure on the industry will only become greater so what a great opportunity to be part of the adaptation to the new ways of working of process which will follow.

The need for the use of AI and automation for many process back of house that lead to comprehensive reporting after inspection and also to then be able to use previously held data to allow the industry to be in a position to trend and forecast and eventually pest issues before they arise is the next thing that we as a group need to be at the forefront of and I believe that the BPCA is in a great position to promote this and I believe that if I am successful I will bring great knowledge of this to the association

The skills I bring:

The skills which I bring is extensive industry knowledge based from the many roles in which I have held over the years giving me a wide range of experiences to reflect on.

Huge knowledge of what BPCA members , customers and suppliers are looking for across the industry as I am working with them every single day.

I am a huge team Player but also very good at working on and completing projects on my own also known for my thinking out the box mentality which has really supported me over the years

Open and honest approach to everything I do

I hold a number of industry qualifications but also many academic ones such a CMI L5 in leadership and management bolstered by my own in personal skills which allows me to build trusted partnerships built on reliability and a truly can do attitude supported by my positive out look

If I am elected, I will endeavour to.....

Always represent the association and its members with enthusiasm, passion and drive to ensure all expectations are met and upheld and really show the value or members bring and they have a voice.

Support the association and its members as we look to further professionalise the industry further by doing it Safely and well to then gain a profit by coming together to address the issues we as a group of pest professionals face in such a ever evolving climate.

In everything I do I will show the up most professionalism and promote quality at every level by taking ownership and responsibility in everything I undertake by assuring and demonstrating that we the association truly care about out member s and that they voices matter

Signed by candidate:

F. Robinson

DATE: 08.02.2024