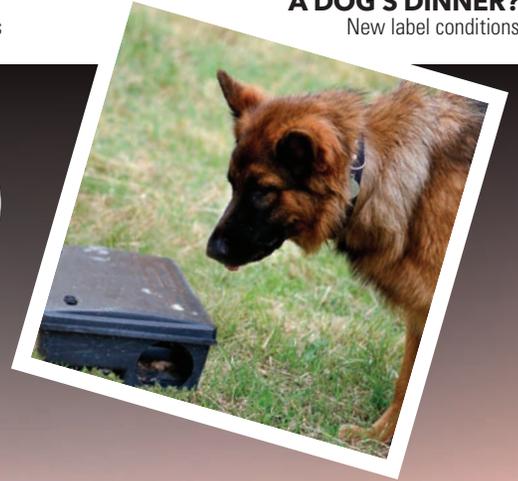


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New label conditions



# PPC106



**WEIGHING IN  
ON ANIMAL  
WELFARE**

**THE INCREASING DILEMMA  
FOR PROFESSIONAL PEST  
MANAGEMENT**

**FLIP ME OVER**

**BPCA**

**PestEx**

The pest management show

**LOOKING FOR PESTEX?  
PPC HAS GOT YOU COVERED!**

**BPCA** 27  
Another tricky year, but plenty to celebrate.  
**ANNUAL REPORT 2021**



**PROFESSIONAL PEST CONTROLLER MARCH 2022**  
THE JOURNAL OF THE UK PEST MANAGEMENT COMMUNITY



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Online CPD quiz = 1 point each

Remember to log anything else you've learned in your CPD diary for even more points. [bpca.org.uk/add](http://bpca.org.uk/add)



**Basis Prompt**  
Reading PPC mag = 2 points  
Online CPD quiz = 1 point each  
[bpca.org.uk/cpd-quiz](http://bpca.org.uk/cpd-quiz)

# The busiest start to a year – ever!

2022 is shaping up to be a massive year for professional pest management. Just look at the page count of this issue – there's so much to get through!

With changes to label conditions of your bait boxes (page 12) to new developments on glue boards in England and Scotland (page 10), there's plenty to catch up on in this issue.

Regular contributor Chis Cagienard takes a look at some pivotal new research into the humaneness of rodent control products (page 14), and Ian Andrew examines when a pest isn't a pest (page 19). These kinds of issues are likely to pop up A LOT this year – so take note.

Starting from PPC's back cover, you'll find the PestEx Showguide. Use it wisely to plan your days; you won't see everything and meet everyone, so prioritise your time wisely. When writing this, Covid-19 restrictions are easing again, so we're confident that PestEx will have an air of celebration that no pest professional would want to miss.

BPCA's annual report (page 27) summarises all the work we did together in 2021 and is an opportunity for members to scrutinise the Association. BPCA isn't just the Staff team or the Board – it's ALL of you. That's why we publish the report here, for the whole sector to read.

We've still managed to fit in plenty of technical articles, the latest news (page 4), legislation updates and member stories.

PPC interviewed long-time volunteer Rob Long from Sabre Kent (page 25) to discover why he has put so many years into BPCA's Board and Committees. Michael Coates from Combat Pest Control talks all things physical and mental health (page 24) as our newest regular contributor.

Whether it's bird management (page 22), best practice updates, thought-pieces or just 56 pages of valuable CPD – PPC has got you covered.

PPC is your magazine. Contact us today if you want to see something in our next issue.

See you at PestEx!

*Scott + Dee*

**Scott and Dee**

PPC editors  
[hello@bpca.org.uk](mailto:hello@bpca.org.uk)

**FLIP TO THE BACK COVER FOR OUR PESTEX'22 SHOW GUIDE - but don't forget to come back to read this stonking issue of PPC!**



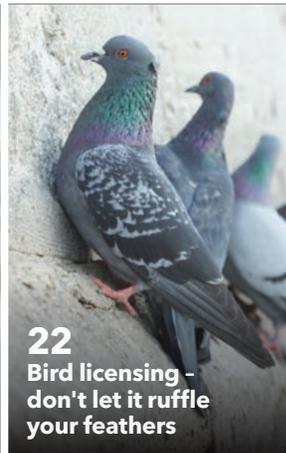
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You may have read about the recent publication of Dr Sandra Baker's paper on the assessment of common rat management methods and related welfare impacts. We asked regular PPC contributor Chris Cagienard to review the paper, which discusses animal welfare and the protection of public health.

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The purpose of good pest management has always been to protect our health when certain animals come within problematic proximity to people. We asked Dr Alex Kew to look at the public health risks that arise from common pests, to better educate and protect our clients.

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**FULL SHOW GUIDE**  
Careful now! We don't want you reading our bountiful PestEx show guide backwards, so flip this issue of PPC to the back cover – all will be clear!

## LODI UK GEARS UP FOR PESTEX

Lodi UK's Shelly Knight tells us about her role and why PestEx is one of the top events in her pest control calendar.

With the exhibition nearly upon us now, I thought it'd be nice to write a short piece about my experience in pest control and a little about me: the London-based Business Development Manager from Lodi UK.



PestEx is one of my favourite events in pest control.

Not only because it has a fantastic location, just a few steps from my house up the Southern Line into London, but mainly because the sales area that I cover for my work is London, so I have the chance to meet my customers.

Since I began working after college, I've always had a customer-focused role, which I've enjoyed because people are my passion.

The thing I most like about this line of work is being able to provide customers with great service, products and the relationships built.

And, above all, I appreciate my engaged, loyal customer-base.

I've worked at Lodi UK for four years, and one of my favourite aspects of the role is that as a team we always strive to provide customers with next day delivery of innovative products such as Phobi CAPS, Digrain Bugster EC, Digrain C40WP and many more.

I believe that because pest controllers are key workers on the front line of public health, it's imperative that we do our best to support them.

Although the marketing team at Lodi is keeping a few things secret about what to expect on our stand at PestEx, I can say our motivation is about reconnecting with clients who we may not have seen over the pandemic, while educating our audience on new products.

I'm looking forward to seeing you at PestEx, 16-17 March at ExCeL, London – stand 81!

### Register for PestEx

Get yourself a free place at the biggest pest management event in the UK.

[pestex.org/register](http://pestex.org/register)



## FIFTH BIRTHDAY FOR LONDON NETWORK FOR PEST SOLUTIONS

London Network for Pest Solutions (LNPS) marked five years since being launched with a team get-together in East London.

Since February 2017, LNPS has more than doubled turnover, doubled staff numbers, won national and local awards and launched a new sanitisation service.

LNPS is a limited company wholly owned by the London Borough of Newham. It employs 17 staff and now has a turnover of £1.3 million with a mixture of local authority and private clients.

LNPS's formation changed the way council pest control services had been delivered for the past 40 years and allowed 'the council' to compete with the private sector for work.

Customers include residential properties, businesses, schools, charitable organisations and landlords in Newham and surrounding areas.

The London Borough of Newham was the first council in the country to form a private pest control company. The strategy has been a win-win for the council and customers.

LNPS Managing Director Paul Cooper said: "Five years is an important milestone for us which we marked with a get-together with all our staff.

"We are committed to investing profits back into the business to ensure the highest levels of training, equipment and vehicles which enable us to provide excellent services all day, every day."

The company puts customer service and quality of service before profits and has built a reputation for honesty and trustworthiness. LNPS also aims to be as 'green' as possible. This is underpinned by the company's ISO 14001 accreditation.



## NEW MEMBERS

### Full servicing members

- Atlas Environmental Solutions, Warrington
- Kent Pest Management, Kent
- Little & Large Pest Control, Essex
- Pestbusters East Kent, Kent
- Pinpoint Environmental Services, Hays
- Ridtek Pest Control, Hampshire
- Three Counties Pest Control, Axminster
- TJ Hilton Pest Control, Fareham

### Observer members:

- Camro A/S, Denmark
- Elis Pest Control, Denmark
- Pestkil, Cayman Islands
- Pro Serve, Qatar
- Saudi ASMA Environmental Solutions LLC, Saudi Arabia

### Associate members

- Edwardian Hotels London, Middlesex

# NOT ALL RAT BLOCKERS ARE EQUAL

Ask your Supplier!

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- Little or no testing

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METEX**

**BETTER**

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- Good value
- Best seller

**NORDISK INNOVATION**

**BEST**

- WRc Approved
- Unbeatable quality
- 100,000+ installed

## BPCA CHARITY OF THE YEAR 2022

Each year BPCA's Staff team chooses a charity for which they can support and raise funds.

During lockdown the BPCA Staff team steadily raised money for Prostate Cancer UK.

Though difficult at times due to the restrictions, the fundraising efforts began in March for #MarchTheMonth where the team walked 11,000 steps per day; each step to represent more than 11,000 men who die from prostate cancer every year.

Next up we had a Euros 2021 sweepstake, with the teams being divided up between our Staff team to help build our fundraising pot further.

Team members also took part in Run the Month October, 50 miles throughout the month any way they wanted – whether it was a mile at a time or a couple of cheeky marathons!

And throughout the year, during our online events like webinars and Digital Forums, we asked for small donations in exchange for the fantastic free CPD events we were putting on.

By the end of 2021 our total stood at a whopping £2,677!

We owe a huge thanks to everyone who donated; whether it was a big donation or small, every single penny will go towards an amazing cause.

### So what's next?

After a quick poll on Teams, the BPCA Staff team chose the next charity they'd like to support for a full year.

Our fundraising efforts in 2022 will be for Dementia UK: a charity providing support for dementia sufferers and their families.

Dementia is an umbrella term used to describe a range of conditions affecting the brain. There are over 200 subtypes of dementia, but the five most common are: Alzheimer's disease, vascular dementia, dementia with Lewy bodies, frontotemporal dementia and mixed dementia.

Dementia UK provides specialist dementia support for families through the Admiral Nurse service.

Throughout the year the Staff team will be doing various fundraising activities – whether virtually or in person – to raise as much money as possible.

We'd love you to get involved with your own fundraising activities; let us know what you have planned and how you get on.

And if you'd like to support our charity of the year with a small donation, you can do so by visiting [bPCA.org.uk/donate](https://bPCA.org.uk/donate)



## NEW CERTIFIED BED BUG DETECTION DOGS WEBSITE LAUNCHED

Bed Bug Foundation (BBF) has launched a new website specifically designed to make it easy for pest controllers to locate independently audited companies offering bed bug detection dog services.

[bbf-k9.org](https://bbf-k9.org) lists companies spread across Western Europe, providing full contact details for services in the UK, Germany, France, Spain, Italy and Sweden.

Each of these audited companies have handlers and dog teams that have passed independent certification with the BBF within the past 12 months. These detection services are available to be added to a servicing company's contract with an existing client.

### What is the BBF?

The Bed Bug Foundation (BBF) is a not-for-profit company that supports the pest management industry and general public in the correct identification and treatment of bed bugs.

The BBF works with a network of dog training schools across Western Europe, acting as a certifying authority for bed bug detection dog teams.

[bbf-k9.org](https://bbf-k9.org)

## SAFE, SECURE SPRAYING TO TACKLE PEST CONTROL DUTIES

Sprayer specialist Laser Industrie has launched its comprehensive range of professional-grade compression units in the UK.

The sprayers are robust and versatile enough to apply aggressive liquids designed to combat viral, bacterial and fungal pathogens while conveniently handling specialist cleaning agents.

A brand within the Hozelock Exel portfolio, ISO 9001 certified Laser Industrie commands a 30-year track record in manufacturing speciality ranges for every sector.

Made in France, the hand-held sprayers provide the perfect partner for pest control operators working inside and out.

The range is colour coded to provide easy access to the most appropriate sprayer for the purpose. Sturdy key components such as cup seals, o-rings and woven Tricoflex hosing match content demands, standing up to punishing spray schedules and environments.

EPDM, Viton and Nitrile seal options ensure safe, secure containment and application of liquids as diverse as acids, solvents, detergents and bases.

The full range of parts and accessories for Laser Industrie's technically advanced, robust hand-held sprayers (some models including hygienic stainless steel lances) are readily available.

Service and support are available on all leading social media platforms, overseen by a national account manager covering the UK and Ireland.

[laser-industrie.com/en](https://laser-industrie.com/en)

Twitter: @LaserIndustrie

Instagram: laser\_industrie

ADVERTISING



**LASER**  
INDUSTRIE

## NEW FOR 2022: ADD YOUR BPCA REGISTERED CARD TO YOUR GOOGLE OR APPLE WALLET



This year, anyone on the BPCA Registered scheme can choose to have a digital flashcard version of their identification card available on their phone.

Your digital pass lets you:

- Quickly scan into events
  - Prove your identity to your customers
  - Show off your commitment to CPD
- ...all with a quick swipe of a screen.

This new feature is completely free and requires almost zero setup.

All we need is an individual email address for anyone on the scheme. More information on the flashcards will be available to participating members in the 2022 packs.

### What about physical cards?

You'll still get your normal physical BPCA Registered identification cards, just as you always have.

However, this year we've invested in biodegradable cards to reduce plastic waste.

### Ready to make the switch?

All BPCA members are welcome to join BPCA Registered – our individual recognition and CPD scheme.

BPCA Registered was designed by the pest control community, meaning the scheme is tailored to our industries specific needs.

Contact us today to arrange a demonstration with one of our team.

[registered@bpca.org.uk](mailto:registered@bpca.org.uk)

01332 225 114

[bpca.org.uk/registered](http://bpca.org.uk/registered)

## UKAS ISO ACCREDITATION FOR CONTEGO RESPONSE

BPCA member Contego is pleased to announce it achieved UKAS ISO certification across three standards: quality (ISO 9001), health and safety (ISO 45001), and environmental management (ISO 14001).

Auditors visited Contego for a six-day long audit process, and commented on the excellent standard of work. They congratulated the team, certifying the company with zero non-conformances.

Paul Guthrie, Fleet and Compliance Manager, said: "We're proud of our reputation for putting our customers first, looking after our people, and having some impressive environmental credentials. That's why we are beyond delighted to announce that we are now UKAS ISO certified across three standards"

"The team has worked super hard to meet the standards and the audit process was quite arduous, but we knew we were in good shape."

He continued, "From day one, we wanted Contego to be a company that turned pest control on its head, and our commitment to continuous development through accreditation is a huge part of the plan."



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## BBWEAR MAKES PESTEX DEBUT



Cornwall-based beekeeping clothing manufacturer, BBWear, is a family business founded in 2000 by Belinda and Michael Bright. It develops and produces a range of British made protective clothing for beekeepers.

Incorporating a critical level of research, production and quality control with the reigning ethos of locally produced British garments, BBWear has grown to be regarded as a market leader by customers and retailers alike.

As the interest in beekeeping and conservation continues to grow, BBWear has opened a shop selling clothing and beekeeping equipment, and now wants to introduce itself to the wider pest control market at PestEx.

James Bright, Sales Director at BBWear, commented: "We're really looking forward to taking our first major step into the pest control market at PestEx, having made clothing for the beekeeping market for 22 years.

"We hope to get the BBWear name out there as THE brand to wear when it comes to dealing with bees, wasps and hornets.

"The best protection on the market and made from our unique fabric, not one but two of our Ultra Suits worth £399.99 will be up for grabs at PestEx: one on our own stand and one in the BPCA competition - a fantastic chance to get your hands on one for free!"

The BBWear competition will have attendees guessing how many holes are in a large piece of ventilated BBWear fabric on display at their stand. Entrants will even be asked to try a suit on, so that BBWear will know what size they are if they win.

James continued, "We're looking forward to seeing you all there on 16 and 17 March, so come visit stand 49 and say hi!"

## NEW APPOINTMENTS AT PELSIS GROUP



BPCA member Pelsis Group is pleased to announce the appointments of new Chief Executive Officer and Chief Commercial Officer.

Derek Whitworth has been confirmed as interim chief executive officer (CEO) of Pelsis Group. He was previously CEO of TMD Friction, a global automotive tier one supplier, from 2005 to 2012 and acted as Executive Chairman of automotive remanufacturer BBB Industries from 2014 to 2017.

Derek is currently Executive Chairman of silicone release liner manufacturer Loparex BV, and of laundry solutions and air vending services provider CSC Serviceworks Inc, amongst others.

The Board has also agreed the appointment of Jan-Derck van Karnebeek as Pelsis's interim Chief Commercial Officer (CCO). He is a 19-year veteran of The Heineken Company, culminating in six years as the global CCO.

Commenting on the appointments, Pelsis Chairman, Martin Schwab, said: "I'm very pleased to welcome Derek and Jan-Derck to Pelsis, and look forward to accelerating the development of the company as a major international player in the global pest control industry.

"The Board of Pelsis would like to thank Andrew Milner for his impressive work in building the company since he joined in 2019."



## PELSIS ACQUIRES INSECT PEST CONTROL SYSTEMS MANUFACTURER

BPCA member Pelsis Group has acquired Brandenburg, a manufacturer of flying and biting insect control systems, for an undisclosed sum.

Brandenburg has become a wholly-owned subsidiary with all its 110 employees, customers and suppliers transferring to Pelsis.

The deal marks the second acquisition made by Pelsis in the last two months. The first was the purchase of Madrid-based professional pest control products businesses Sanitrade and distributor Vesta Distribuciones in December.

Brandenburg, which is headquartered near Dudley in the West Midlands, also has operations in North America based out of its facility in Saint Charles, Missouri. In addition, the company has a manufacturing plant in the Pune region of India.

Following the acquisition, Pelsis now has a turnover approaching €200m and employs more than 700 people across 18 sites located throughout Western Europe, the US and India.

Brandenburg founder and chief executive, Mathew Kaye, said: "Joining the Pelsis Group presents a great opportunity for deep collaboration and further investment in product innovation.

"Ultimately, it improves our ability to grow and develop our business to serve our customers even better. We are very excited about the future."

Pelsis Group chief executive, Derek Whitworth, commented: "We are very pleased to be bringing Brandenburg into the Pelsis Group family of brands, as the business shares similar goals, values and aspirations for the future."



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## CLEANKILL SAYS GOODBYE TO LONGEST-SERVING PEST CONTROL TECHNICIAN

Industry stalwart and Cleankill Pest Control's longest-serving technician Phil Nye has retired after 20 years with the company.

Phil started his career with Rentokil in 1977 as a technician, and was a field biologist and a supervisor before joining Cleankill in 2001.

At Cleankill's staff conference Phil was presented with a specially commissioned trophy featuring two rats and a globe to represent his love of travelling. The inscription said "Presented to Phil Nye on the occasion of his retirement. The rats can now sleep easy."

At the conference Phil gave a talk about how things had changed since he started his career.

Cleankill Managing Director Paul Bates, said: "Phil was a real asset to the company and was excellent at training new staff who we wanted to mirror his attitude and knowledge.

"Phil eased gradually into retirement, reducing to four days at age 65 and then three days a week at 68. He originally covered London and in the last few years worked in Hampshire, Sussex and Surrey.

"We never had any customer complaints – only compliments – and he was definitely one of the best technicians in the industry. He will be missed."

When Phil joined the company in 2001 Cleankill employed seven staff. Now employing 50 staff, multi award-winning Cleankill has grown year on year and now has several thousand clients throughout London, Bristol, Buckinghamshire, the South East and across the UK.

Cleankill is the only pest control company in England to achieve and retain the Gold Investors in People accreditation.



## PESTFIX TO SHOWCASE GROWING PRODUCT RANGE AT PESTEX

PestFix intends to promote its new and growing range of branded products at PestEx in London this March.

With SolarFix, GuanoFix Plus and RodentFix BB, PestFix aims to bring its products to all who work in the pest control industry at the event.

And what's more, all these products are up for grabs in the BPCA 'PROtect at PestEx' competition at the event.

Terry Burrows, Managing Director at PestFix, said: "We intend to have an Avix bird control laser on our stand that visitors can play with (safely) from a mobile phone. The user-friendly app makes this advanced technology easy to work with.

"PestFix has never been more excited to exhibit at PestEx this year. We have so much to show visiting pest controllers, from our new range of own brand

products to discussing training requirements and how the PestFix Academy can help the sector.

"We also have special guests from the makers of the Bird Alert and Avix laser systems offering hands-on playtime with the tech."

He continued, "We'll have a large number of our team attending including directors, marketing, operations, commercial managers so we can work directly with visiting pest controllers on ways to improve and support them as a supplier.

"Not to mention special event offers, competitions and freebies! Nothing means more to PestFix than building and strengthening relationships with our customers, and PestEx is the perfect place to do this. See you there!"



## ENFIELD-BASED IPM ACQUIRED BY ORKIN

Orkin, a subsidiary pest control brand of US-based Rollins Inc, finalised the acquisition of Enfield-based Integrated Pest Management Ltd (IPM) before Christmas.

Matt Turek, division president of Orkin International stated: "The acquisition of IPM will help us to continue to expand our footprint within the UK. Both Orkin and IPM share a culture of exceptional customer service.

"We're pleased that Gareth and his team will remain with the company and we look forward to learning and sharing best practice."

Gareth Turner, managing director, founded Integrated Pest Management Ltd in 2000. Commenting on the sale of IPM, he said:

"Following discussions with the Safeguard/Orkin UK leadership teams I am very confident that we have found the right partner.

"IPM will always be something that I will cherish. It has been my life for the last 22 years and what we have achieved as a team is remarkable. Safeguard/Orkin will now take us to the next level."

## HOCKLEY EAGERLY AWAITS RETURN OF PESTEX

Pest control product manufacturer Hockley International is inviting you to see its stand at PestEx this March.

UK-based Hockley has many years of experience in the manufacture, formulation, and packaging of insecticides and other products for the pest control market; products that treat a wide variety of insect pests and application environments.

Hockley will be at PestEx to continue the launch of Mostyn Duo CS, a broad-spectrum insecticide, new to the market.

George Allison, Environmental Health division manager, said: "We're really looking forward to the return of PestEx. This is our third time exhibiting at PestEx and it's the biggest show that we attend. With travel to the UK getting easier, it's the perfect time for the show's return.

"We enjoy chatting to our industry colleagues from all over the world and to pest controllers from here in the UK.

"We encourage you all to visit us on stand 31b. For us, there's no substitute for hearing about your experiences of using our products, and if you do stop by we have two new products on display.

"Both were launched in the latter half of 2021, and are already getting great feedback."

Visit stand 31b for more information about the products, along with brochures and videos and a small number of the traps which Hockley will be giving away.

George urged visitors to come say hi to the Hockley Team: "We'll be on hand for PCOs to come and chat to us, and we're happy to answer any questions. Look forward to seeing you all there!"



## BASF RETURNS TO PESTEX TO SHOWCASE AWARD-WINNING RODENTICIDE

BPCA member BASF Pest Control Solutions is set to return to PestEx in March 2022 to exhibit its portfolio of innovative solutions to the pest control industry.

Having exhibited at the show for over 15 years, this year the BASF team will showcase its award-winning cholecalciferol rodenticide, Selontra®, which offers pest control businesses a unique solution to solve their rodent problems.

Since launching to the UK market in November 2020 as part of its Europe-wide roll out, Selontra® has been awarded the Pest Best Product award by the independent UK-based magazine, Pest.

The BASF team will be joined on the stand, by industry instructor Oliver Madge, who will be on hand to discuss any rodenticide queries or issues with attendees.

Visitors will also be able to take a short interactive, ten-minute Selontra® training course on the stand.

Visitors to the BASF stand will also be in with a chance of winning a host of prizes by trying their hand at the Whack A Rat game, with the fastest time winning a FitBit Watch and runner-up positions taking home a host of BASF merchandise.

Helen Hall, BASF pest control specialist, said: "We're really looking forward to returning to PestEx this year, having attended this prestigious pest exhibition for many years.

"This year, we're delighted to showcase Selontra® to the industry and hope visitors will join us on stands 64 and 28 for a game of Whack the Rat and to learn more about the product and training programmes available to pest controllers."

The stand will also showcase BASF's full range of products for pest control operators. [pestcontrol.basf.co.uk](http://pestcontrol.basf.co.uk)



## LETTER TO THE EDITOR

### Buckets of trouble

I recall from PPC magazine that you are keen to receive photos of both good and bad practice within the industry.

I guess you receive more pictures of bad practice than good! I can give you another example of bad practice, attached.

I visited a contracted premises today, to be told the neighbouring premises had called the local council due to a rat issue. The council attended and were reported to have applied rodenticide to the fresh water drains 'by the bucket load'.

Please see the attached picture of rodenticide waiting to be washed into the water course with the next rainfall.

In the light of current industry news, (Pest Control News, issue 128,

page 26) this presents a problem for contamination of fish. This then presents a contamination issue for the European otter *Lutra lutra* and the kingfisher *Alcedo atthis*.

Kind regards, **Orlando Jackson, Pegasus Pest Control**



## SYNTHETIC SEX PHEROMONE FOOLS VORACIOUS ASH BEETLE

Tricking a beetle that is devastating ash trees in many parts of the world into thinking there is love in the air could be hugely beneficial to the forestry industry.

A chemistry student at the University of Chester has been working with industry leader International



Pheromone Systems (IPS) to meet the challenge of producing a 'matchmaking' synthetic pheromone, for monitoring and managing an insect responsible for the global destruction of millions of trees.

A serious economic pest, the Emerald Ash Borer, *Agrilus planipennis*, is devastating ash trees in Eastern Europe, Georgia, North America, Canada and China and could spread further as a result of trade in timber goods.

Lures that slowly emit insect pheromones are used in traps to monitor and, in some cases, control specific pests.

Some pheromones are easier to source or make than others. The pheromone for the Emerald Ash Borer Beetle however is very difficult to source which makes it expensive to use in traps.

Field trials have been conducted in Québec, Canada to test a new synthetic pheromone against the main commercial lure. The tests showed the synthetic pheromone worked just as well as the commercial one.

Technical Manager for International Pheromone Systems Dr Sam Jones explains: "Insects that are usually controlled by natural predators in their native regions are able to proliferate rapidly when reaching new regions with suitable conditions.

"Continued growth in international trade introduces pests to new regions and global warming often increases the range in which the pest can effectively survive and populate. This is the case with the Emerald Ash Borer. An effective pheromone lure for monitoring and management of this pest is therefore of utmost importance."

The project was funded by the European Regional Development Fund (ERDF) 2014-2020 programme as part of the Eco-Innovation (Cheshire and Warrington) Programme.

Dr Ziedan added: "We are now interested to hear from potential customers and will start manufacturing when we know there is a clear demand. The larger the volume we produce the cheaper it will be for customers."

### Want to learn more?

If you have any questions about the project, get in touch with IPS.

[internationalpheromones.com/contact-us/](http://internationalpheromones.com/contact-us/)

### Reflections on ratting in America

I just wanted to share with your readers a story about some of the amazing experiences you can have as a pest controller if you grab opportunities when they arise.

About six years ago I watched a programme about volunteers and their dogs, who go around New York City and Washington DC controlling rats. I was intrigued, so after watching I searched online for the people involved.

For about 12 months I spoke with Scott Mullaney, Unique Pest Management, about his outings and his business. I told him I was heading over to Washington DC to see my family and expressed my interest in visiting him to get a first-hand look at how they go about controlling rats within a city setting. They were more than happy for me to go out on a night's ratting with them.

Having only ever done it in a farm and agriculture setting, it was brilliant to watch the pairing of man and dog in a more complex environment in the city.

So into the dark and dirty service alleyways of Washington DC we went! My job was to be a blocker and use a hockey stick, redirecting any rats that came towards me and moving them towards the dogs. It was just the most surreal and fun night, and we managed to get a lot of rats.

Quite frankly, I've never seen so many rats in my life!

Regards, **Stuart Blair, Graham Pest Control**

### Your comments

If you see anything you read here that you'd like to comment on, do it!

[hello@bpca.org.uk](mailto:hello@bpca.org.uk)



## PESTS IN POLITICS: WINTER 2021/2022

With pest management under the spotlight, particularly regarding glue boards, BPCA has spent more time than ever monitoring what's happening in the UK parliament and the devolved administrations. PPC helps keep you firmly in the loop.

### ▶ Southwark pest control budget

Councillor Victor Chamberlain tweeted on 26 January, "proposed increases to pest control fees by up to 130% in Southwark's draft 2022-23 budget are unfair to people on lower incomes. Liberal Democrat members of the Overview and Scrutiny Committee criticised the council on this yesterday".

### ▶ Scottish Gov invests £550,000 in pest solution

AgriLand reported on 30 November that the Scottish government invested £550K in a small device that counts weevils, and notifies foresters when the weevil population gets to critical levels, as a solution to pest management in forestry across the UK. The device was designed by the engineering company and BPCA Member, Spotta.

### ▶ Neonicotinoids and the impact on bees

A debate took place in Westminster Hall on Wednesday 2 February at 9.30am on Government approval for the use of neonicotinoids and the impact on bees. The debate was opened by Luke Pollard MP.

### ▶ Animal Sentience Bill

On 8 December 2021, the Countryside Alliance described the Animal Sentience Bill as a "terrible piece of legislation" and a "bureaucratic nightmare".

### ▶ Pests in Scottish council houses

Scottish Liberal Democrats tweeted on 10 January 2022: "RT @scotlibdems: Figures show there were 16,203 pest control incidents in 2020 alone. @willie\_rennie said this huge number of council house tenants shouldn't have to put up with this. Council budgets have faced the squeeze and had a dramatic impact on their ability to deal with these issues".

### ▶ Glue boards - Scotland

On 12 January 2022, Siobhian Brown asked the Scottish Government what it is doing to take forward the recommendations in the Scottish Animal Welfare Commission's report on the use of rodent glue traps in Scotland, including the recommendation to ban such traps.

The Minister for Environment and Land Reform (Màiri McAllan) responded: "We have carefully considered the Scottish animal welfare

commission's findings, alongside all other relevant evidence, and I am pleased to announce today that we intend to end the cruel practice of setting glue traps. The commission's report is clear that the use of glue traps relates to significant animal welfare issues, not only for rodents but for non-target species such as wild birds. Therefore, we will introduce legislation to ban glue traps in this parliamentary term.

Siobhian Brown, replied: "I welcome that news. Glue traps are one of the cruellest methods of rodent control. As well as banning the use of glue traps, will we also ban their sale?"

Màiri McAllan, said: "Our intention is to ban both the sale and the use of glue traps. However, implications arise from the United Kingdom Internal Market Act 2020, which can undermine decisions that this Parliament makes, including in wholly devolved climate and environmental policy areas. We intend to work through those issues to achieve a ban".

On 20 January 2022, the Scottish government announced plans to implement a total ban of rodent glue boards. BPCA will lobby for an exemption for pest professionals, similar to the Glue Traps (Offences) Bill in Westminster (probably through licensing).

On 19 January 2022, a committee of MPs gathered to scrutinise the Glue Traps (Offences) Bill line-by-line. The Bill passed the committee stage without amendment. BPCA engaged with every MP on the committee with our concerns regarding sticky insect monitors, the definition of a pest controller and licensing arrangement. All these concerns were addressed by the committee of MPs.

### ▶ Glue boards - England

On 4 February 2022, the Glue Traps (Offences) Bill went through its report stage in the Commons. Mark Tami MP tabled a few amendments, which were subsequently withdrawn.

His amendments were around some of the language used and the potential for loopholes in the Bill.

Jane Stevenson, the MP behind the private members Bill said in her response:

"The other points the right hon. Gentleman raises in the amendments give me the chance again to plead with the Minister to make the licensing enforcement regime watertight. I share the concern that people given licences should have to prove a very high level of competence in the ability to dispatch quickly and humanely any animal stuck on a glue trap. I thank the right hon. Gentleman again for his contributions".

Mark Tami MP also raised his concerns about the availability of these traps on eBay and in other places. He wants to ensure they are not accessible even via the internet.

Victoria Prentis, Minister for Farming, Fisheries and Food, noted that Defra will work with the industry on licensing. BPCA has written to her to reaffirm we're ready to engage with the process and help make the scheme workable.

The Bill is now progressing through the House of Lords. The first reading took place on 7 February. This stage is a formality that signals the start of the Bill's journey through the Lords.

Second reading is yet to be scheduled.

### ▶ From the EU

The EU has made a non-inclusion decision for active substance d-allothrin, which is used in some insecticides. Although we're not sure on the timeline, the UK is likely to follow suit considering the lack of any divergence in chemical regulation yet post-Brexit.

Dutch authorities have raised concerns about rodents pulling rodenticide out of secure bait stations and have requested data from the industry.

The European Chemicals Agency (ECHA) has just closed its consultation on alternatives to chemical rodent control. In short, the agency is looking to find evidence that non-chemical alternatives are sufficiently effective enough to mean that they no longer need to reauthorise rodenticides. BPCA has contributed to the consultation on behalf of members.

### ▶ Direct engagement

BPCA Executive Board member and Managing Director of Elite Pest Management in Gainsborough, Mick Kilburn met with his local MP, Sir Edward Leigh to discuss his personal concerns about pest professionals losing access to their toolkit.



Remember, if you want to talk to your MP, BPCA can support the conversation.

**hello@bpc.org.uk**

## PESTS IN THE PRESS: OCTOBER TO DECEMBER 2021

### WINTER SHIVERS SHAKE UP PRESS INTEREST IN ALL THINGS PEST

As the weather turned colder, press attention invariably shifted to the critters – cockroaches, fleas and the like – that decided to move into homes and businesses for the winter.

Regional newspapers across the country covered stories from BPCA on a range of insect pests in the last quarter of the year, helping push out key messages about pest awareness and broadening understanding of the value of professional pest management.

**'Bloodthirsty' squirrel attacks 18 people in small Welsh village in two-day Christmas rampage**  
**Evening Standard**

BPCA continued to hit the headlines nationally, with mentions in the Daily Express and World News, amongst others. There was plenty of coverage for 'Six signs you may have fleas in your home' followed later in November with 'False black widow sightings on the rise', 'Beware the heat-loving pharaoh ant' and 'Top five tips to stop rats and mice this winter' featured in December.

BPCA's focus on sector-specific titles also proved successful through the latter part of the year, with

coverage in titles across the food chain from farmers and growers, to processors and producers.

In the autumn, press releases issued to the regional and national press focused on raising awareness around fleas, zoonosis in rats and mice, false widow spiders, cockroaches, pharaoh ants and red spider mites with an article on woodlice finishing off our planned PR for the year.

While false widow spiders was a hot topic in The Sun, the BPCA's press release about the 'six signs of fleas' also gathered plenty of coverage.

However, reporters at the Daily Mirror and the Daily Star must have been getting in the mood for Halloween; both reported on 'vampire fleas' in their headlines.

And other journalists enjoyed some alliteration in their headlines, with both 'pesky pests' and 'pesky pigeons' in December and a savage squirrel who claimed the final headlines of the year after 'terrorising' 18 people in Wales.

As well as targeting the regional and national press, some of our general awareness articles were adapted to specific markets, so pharaoh ants had a version for hospitals and bakeries, while cockroaches were tailored to the hospitality sector.

#### TOP 3 HEADLINES

**VAMPIRE FLEA HELL FOR BRITS**  
Daily Star

**PREPARE FOR BOOM TOWN RATS**  
British Farmer & Grower (South East)

**'BLOODTHIRSTY' SQUIRREL ATTACKS 18 PEOPLE IN A SMALL WELSH VILLAGE IN A TWO-DAY CHRISTMAS RAMPAGE**  
Evening Standard

ARTICLES TO-DATE **476**

CIRCULATION **926,716,391**

This approach helps underpin the value of professional pest management in different sectors, and resulted in requests for in-depth articles from sector-specific titles including:

- Country Smallholding
- Facilitate Magazine
- Tomorrow's Cleaning.

#### Read all about it!

Spot something in the press? Idea for a press release? Tell us.

[hello@bpca.org.uk](mailto:hello@bpca.org.uk)



## A New Twist on Insect Traps

- Pre-filled
- Easy to use
- Modern design
- No contact with the insects
- Clean
- Non toxic
- Poison-free
- Natural ingredients
- 80% plastic reduction

**Forest Wasp & Fly Trap**

**BPCA**  
British Pest Control Association  
OBSERVER

**AldefGlobal**

[www.aldefglobal.com](http://www.aldefglobal.com) [info@aldefglobal.com](mailto:info@aldefglobal.com) [facebook.com/aldefglobal](https://www.facebook.com/aldefglobal) [aldefglobal](https://www.instagram.com/aldefglobal)

# A DOG'S DINNER?

NEW LABEL CONDITIONS ON 'ROBUSTNESS' OF RODENTICIDE BAIT BOXES



**"The guidance is a bit vague, which means that manufacturers and pest professionals can use their professional judgment."**

Changes required by the Health and Safety Executive (HSE) to legally binding instructions on rodenticide product labels have significant implications for users in pest control, farming and gamekeeping.

Updated text will appear on labels from January, according to the chairman of the Campaign for Responsible Rodenticide Use (CRRU), Dr Alan Buckle.

HSE requires that tamper-resistant bait stations must now be:

- Strong enough to prevent entry or destruction by dogs
- Strong enough to prevent entry or destruction by children under six years of age using hands, feet or objects reasonably expected to be available in the use area (eg household objects, toys etc)
- Lockable or sealable so that children and dogs cannot gain access through the opening or mechanisms used to fill the bait compartments
- And for use 'outdoors around buildings': resistant to destruction or weakening from exposure to typical non-catastrophic weather (eg direct sunlight, extremes of temperature and humidity, rain, snow etc).

### How do you tell if your bait box is tough enough?

HSE has not specified a specific testing regime, which means it'll be largely down to your own risk assessment to decide if a box is tough enough to meet the criteria.

The simplest way to do your due diligence is to ask your supplier if your existing bait boxes meet the new criteria.

### Is this the end of plastic bait boxes?

No. HSE had not stipulated what the box should be made of. It just needs to be tamper-resistant and fit for its purpose.

### What about open trays?

No. Open trays that are, for example, secured in wall cavities or a place where there is no risk of non-target access, are still appropriate in certain situations.

Trained professional pest controllers continue to have the option to use rodenticide in 'protected bait points'. It's only when you choose a bait station that you're required to meet the new criteria.

### Couldn't a big enough dog break almost any box?

Well, yes.

The guidance is a bit vague, which means that manufacturers and pest professionals can use their professional judgment. If you and your manufacturer believe that your tamper-resistant bait station is fit for purpose, then you're complying with the legislation.



### Got any questions?

If in doubt, the best move you can make is to consult either the supplier or bait station manufacturer for assurances that your boxes meet the new criteria.



If you're a BPCA member and you have any concerns or queries, get in touch with our technical team.

**technical@bpc.org.uk**



BPCA EMAIL [technical@bpca.org.uk](mailto:technical@bpca.org.uk)

INBOX

SENT

ARCHIVE

BIN

SPAM

# ASK THE TECHNICAL TEAM

**Subject: Delusional parasitosis**  
**How do I spot delusional parasitosis (DP) and how would I handle it?**

DP can be difficult to spot but recognising the symptoms is vital so that you can proceed sensitively. Most often, people with DP will describe the insects as being on their body, rather than in the house.

I've seen two cases: one in which the person believed they had insects under their skin and could see them moving around, and another where the person could 'see' microscopic insects flying into their eyes and crawling into their body.

The key thing to remember when you suspect DP is be thorough with your monitoring; using monitoring traps all over the property could actually help the individual to understand that there's nothing to be concerned about.

Once you've monitored and can provide evidence that there isn't any pest activity, try to explain this to the customer. If they're still adamant, which they often are, it may be best to sensitively encourage them to speak to their GP. If possible, you could also try to speak with their family or carer; explain the situation to them, as they may be able to help.

Other than that, there is nothing else you can do. We aren't medical professionals and we need to know our limits.

And remember, if you don't find any insects then do not carry out any treatment. If you were to carry out a treatment not only would this be contrary to legislation, you may also reinforce the delusion and make it worse for the person.

**Subject: Increase in roadkill**  
**Why are there so many dead grey squirrels on the roads at the moment? Are they ill?**

Some people have noticed an increase in roadkill, particularly grey squirrels. Some ecologists have suggested it might be because there is a larger adult breeding population this year.

Fewer squirrels, as well as many other wild animals, were killed by traffic in the spring and last year because of the reduced traffic in lockdowns, therefore the population numbers may have increased.

This is all speculative but some interesting food for thought! Readers should feel free to get in touch and let us know if they have any more information on the subject.

**Subject: Legal responsibilities with wasp nests**  
**Is there a legal requirement for homeowners to deal with wasps nests on their property, if the wasps are affecting people passing by (such as a hedgerow backing onto a path)?**

It's not necessarily a legal requirement for the homeowner to treat a wasp nest on their property.

However, if a passer-by was to be stung by a wasp in a nest that a homeowner was aware of, and that injured person suffered a serious reaction, then it may be possible that a personal injury claim or civil suit could be filed.

The most at-risk groups are children, elderly people, those with allergies and pets - all of whom can be particularly sensitive to wasp stings. An assessment of location and risk associated with the wasp nest would be beneficial, so that a decision can be made regarding its removal.

**Subject: Dispatching pests in live capture traps**  
**How do you get over the feeling of dispatching a live captured rat or mouse?**

To help you deal with that feeling, it's important to understand why they need to be controlled.

We manage rat and mouse populations in order to prevent serious diseases from being spread to people. Leptospirosis, hantavirus, and salmonella are just some of the diseases that can be fatal to even healthy people. We provide a very important public health service.

In my experience, a technician's anxiety in dealing with live rodents in traps can be resolved with training and understanding the processes for this type of treatment.

Shadowing other technicians, attending training courses or even talking with other experienced pest controllers is a great way to gather information and support on dispatching rodents correctly, in line with animal welfare legislation.



Are you a BPCA member with a technical question? Get in touch...

[technical@bpca.org.uk](mailto:technical@bpca.org.uk)  
 01332 294 288  
[twitter.com/britpestcontrol](https://twitter.com/britpestcontrol)

SPEED VIEW

**Delusional parasitosis is a tricky subject and should be handled sensitively**

**Assess the location and risk posed by a wasp nest to decide if it should be removed**

**Pest controllers carry out an important public health service - it's not always glamorous or pleasant but somebody has to do it**

**Lockdowns may have caused larger squirrel populations**

# PESTS VS PUBLIC HEALTH

PAPER REVIEW: AN ASSESSMENT OF ANIMAL WELFARE IMPACTS IN WILD NORWAY RAT (*RATTUS NORVEGICUS*) MANAGEMENT



You may have read about the recent publication of Dr Sandra Baker's paper on the assessment of common rat management methods and related welfare impacts. Regular PPC contributor Chris Cagienard, Managing Director of BPCA member Pest Solutions, reviews the paper.



**MORE AT PESTEX'22**

**"Animal welfare impacts in Norway rat management"**

17 March at 11:30 in the Technical Theatre

## SPEED VIEW

**Pest professionals need to engage in ongoing academic research to fight the corner for public health**

**Six common pest control methods were graded on their welfare impact on a scale of less to more suffering and lower to higher impact**

**Anticoagulants/cholecalciferol/cellulose baiting scored the worst on welfare according to the study**

**The study is not perfect and there's a need for more research**

**The question we need to ask is, "how can we have the best welfare impact possible"?**



An online CPD quiz based on this feature is now available on the BPCA website. BPCA affiliates can take a CPD quiz at any time [bpca.org.uk/cpd-quiz](http://bpca.org.uk/cpd-quiz) or sign up at [bpca.org.uk/affiliate](http://bpca.org.uk/affiliate)

**P**est control needs a seat at the table – professionals working on the frontline of pest control have been an absent voice in ongoing discussions and research that have a significant impact on our toolkit, and the legislation we all have to obey.

We are grateful for people like Dr Alan Buckle, who are dedicated to standing in the gap, protecting our toolkit and our ability to protect public health. But this is a gap that we, the industry professionals, need to fill. We need to engage in the ongoing academic research that impacts us all.

As part of Dr Baker's research presented in this paper, we were able to have a few professional pest controllers included in the stakeholder group. Myself and fellow BPCA members, Dr Mike Ayers and Jane Fearn-Daglish, participated in the research work as co-authors in the published paper.

### Methods assessed and outcomes of the study

The following common control methods were assessed for their welfare impacts as part of the study:

- Snap traps
- Cage traps and concussive killing
- Glue traps and concussive killing
- Anticoagulant poisoning
- Cholecalciferol poisoning
- Cellulose ingestion (not used in the UK).

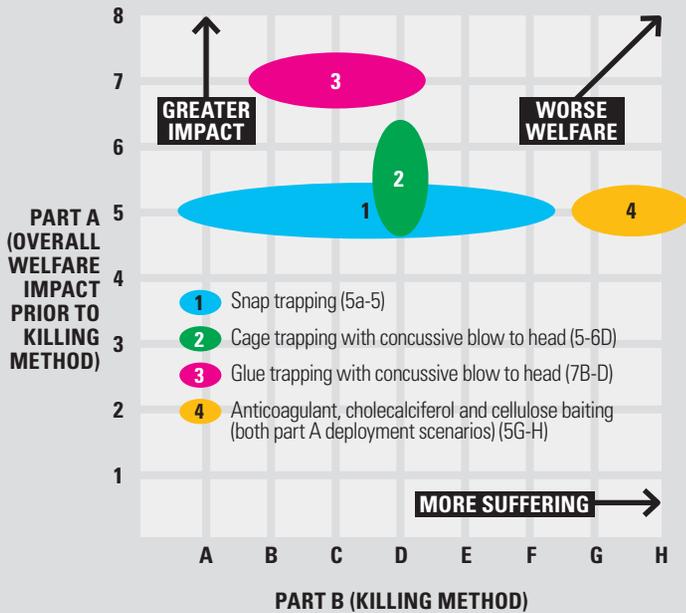
Each method was assessed according to the model laid out on the paper. Each method was graded on its welfare impact on a scale of less to more suffering and lower to higher impact. The centre line indicates a grade of better to worse welfare outcomes (see chart opposite).

In summary, the study reported that snap trapping scored the best on welfare, followed by cage trapping with a concussive blow to the head. Glue boards (with a concussive blow to the head) and anticoagulants/cholecalciferol/cellulose baiting scored the worst on welfare according to the model used in the study.

### Study limits

The study is not perfect, but it's instrumental in framing the welfare impacts of control methods we deploy.

It's easy to think that we should be allowed to carry on the excellent work we do in protecting public health without the 'assaults' on our toolkit. This does sound reasonable, but it's not realistic. Instead, we need to take responsibility for defending our methods and toolkit with facts and evidence.



**“With the term ‘pest’ being challenged by some well-intentioned people, we must remember that we define a pest out of necessity and not wanton disregard for the animal or species in question.”**



Download the paper from [ingentaconnect.com/contentone/ufaw/aw/2022/00000031/00000001/art00005](https://ingentaconnect.com/contentone/ufaw/aw/2022/00000031/00000001/art00005)

I find it hard not to conclude that anticoagulants got a raw deal as part of this research due to how the assessment model worked. I remind the reader that the results of this study were obtained as part of a defined assessment model. Therefore, they need to be understood as not a definitive conclusion but rather a helpful starting point for further research.

An example of this would be that if you were to assess proofing as a control method following the same scale, it could potentially score quite severely. We know that proofing and prevention, in general, are the most proactive and humane methods of control we can enact. But, what would the welfare impact of excluding a rat from a building that contains its food source, or trapping it in a cavity, be? It could be of significant consequence.

Proofing does not have a killing method but trapping a rodent in a cavity or excluding it from its food may result in its death. That unintended killing method may introduce significant suffering for a prolonged period.

The same could be intimated for removing food sources, resulting in a similar effect. Not only are proofing, hygiene and housekeeping recommendations among the best and most effective tools available to a pest controller, but they are effectively mandated by law by the Environmental Health department to protect public health.

The last suggestion may seem a little sensational at first. It’s hard to solely justify the scoring of the welfare impact of a control measure in isolation because almost all urban commensal rodents naturally experience these welfare impacts daily, just as part of living in close association with humans.

This is my justification for stating that I believe anticoagulant

rodenticides receive a raw deal in the way they are scored in this study. This doesn’t mean I think the results of this study are without value, but they strongly point to the need for more research.

I think glue boards and snap traps scored fairly, but we must consider that the extended range for the welfare score for traps is because foul catches can happen. A snap trap can be the most humane option for rodent control while also potentially being the most inhumane option if a foul catch occurs.

I’m an advocate for a mandatory trap approval scheme, like the one proposed by Alex Wade, and for further training to ensure that professionals take time to consider trap deployment.

**Protecting public health**

While supporting the work that Dr Baker and other stakeholders achieved in this research, we need to ensure that we don’t evaluate the results in a vacuum.

With the term ‘pest’ being challenged by some well-intentioned people, we must remember that we define a pest out of necessity and not wanton disregard for the animal or species in question.

We control pests because of the essential requirement to protect public health, save food production, and create safe environments.

There exists a balance where we must consider the welfare impacts of what we do against this essential need. This is the biggest takeaway from the paper for me. Pest control has a welfare impact. It always will. But this should be considered in light of the implications for public health.

**The alternative (is frightening)**

Some may use the outcomes of this paper to justify irresponsible removal or restrictions of the essential toolkit of a professional pest controller

such as anticoagulants. I urge those individuals to consider the catastrophic implications that this would undoubtedly have on public health in the UK and worldwide.

Pests still need to be controlled. If our toolkit is diminished, we’ll work to operate with the remaining tools we have as professionals. But the associated costs of pest control will rise significantly, driving out those without the means to pay, and the untrained amateur will do whatever they deem fit behind the scenes. I can only imagine how dark a place this would be for animal welfare.

Obviously, the lethal methods we deploy to control rats do not end with a good welfare outcome for the rodents in question. So the question we need to ask ourselves is, “how can we have the best welfare impact possible”?

Pest professionals take animal welfare seriously. In return, we must ask animal welfare advocates to take professional pest control seriously.

**Time to join the conversation**

Please take the time to read this paper and form your own opinion on the research.

If you have a strong opinion on the research, write to us and we might publish your reply in the next PPC.

We have the BPCA Academic Relations Working Group founded, in part, to respond to discussions coming from this paper. How can we influence the research that is currently happening and ensure that our voice is heard?

Get involved today  
[hello@bpca.org.uk](mailto:hello@bpca.org.uk)



# PUBLIC HEALTH VS PESTS



**MEDICAL PROBLEMS AND INFECTIONS FROM PESTS**



The purpose of good pest management has always been to protect our health when certain animals come within problematic proximity to people. We asked Dr Alex Kew from University College London Hospitals to look at the public health risks that arise from common pests to better educate and protect our clients.



**SEE ME AT PESTEX'22**

**"PestEx: Paws for thought - medical problems and infections from pests"**  
16 March at 10:30 in the Technical Theatre

**SPEED VIEW**

**A study found at least 13 different infections in brown rats, with a few specimens having nine infections simultaneously**

**Leptospirosis can be picked up from food contaminated with rodent urine**

**Hantavirus symptoms include fever, low blood pressure, worsening shortness of breath and bloody or dark coloured urine that can look like Guinness**

**A common symptom of cryptosporidium infection is severe watery diarrhoea which can persist for two weeks and, on occasion longer, especially in those with weakened immune systems**

**The UK doesn't have many insect-transmitted diseases that are found globally - however climate change may see many become endemic**

**Untreated Lyme disease can go on to affect the nervous system, joints and heart**

**Overseas pathogens can sometimes be easily transported to the UK by migratory birds**

**O**ver the last 150 years or so, urban expansion has increased rapidly throughout the globe. This has not only brought with it encroachment into the natural habitat of many wild organisms but has also provided highly adapted urban specialist species with an increasing amount of environment for them to exploit.

This increasing interaction, between humans and species considered pests, has also seen a marked increase in the number of zoonotic infections spread by these species. In this article, we highlight a few of the more commonly seen infections to be aware of when dealing with some urban pests in the UK. We also indicate the signs that members of the public can look out for, depending on the pest encountered.



**BIRDS**

Much like rodents, there are many pathogens associated with birds and transmitted by birds that can affect humans. Unlike rodents, birds have wings, so pathogens associated with other countries can sometimes be easily transported to the UK by migratory birds.

We have not discussed every pathogen as it would make this article very long but have selected a few important infections to be aware of. These are split into bacteria and fungi. Avian flu is not discussed due to how it is managed and observed in the UK to prevent epidemic spread.



**Bacteria**

**Psittacosis**

Caused by the bacterium *Chlamydia psittaci*, transmission occurs after people come in contact with infected bird excrement or bird eye and beak discharge. People tend to inhale the bacteria, which can go on to cause no illness at all or more severe infection ranging from a chest infection to systemic fever, enlarged organs and weakness.

Pet owners, poultry workers and employment with close proximity to birds, nests and nesting sites increases the risk of infection. Antibiotics are effective at treating psittacosis.

**Campylobacteriosis**

Caused by the bacterium *Campylobacter jejuni*, transmission occurs via bird droppings and aerosols. Symptoms of campylobacter infection in persons with a normal immune system often include diarrhoea, abdominal cramps, and high temperatures. Diarrhoea can also be bloody with infection.

Most patients do not require treatment with symptoms lasting less than a week. Those with severe symptoms or who become very unwell can be treated with rehydration and antibiotics. Rarely, some patients can develop a rare post-infection neurological condition, called Guillain-Barre syndrome, and should have an urgent medical review if symptoms of numbness and muscle weakness in the hands, feet, arms or legs and problems with balance occur.

**ONLINE CPD**  
An online CPD quiz based on this feature is now available on the BPCA website. BPCA affiliates can take a CPD quiz at any time [bpca.org.uk/cpd-quiz](http://bpca.org.uk/cpd-quiz) or sign up at [bpca.org.uk/affiliate](http://bpca.org.uk/affiliate)

**Fungus**

**Cryptococcosis**

Caused by the yeast-like fungus *Cryptococcus neoformans*, transmission occurs after inhalation and exposure to bird droppings and contaminated soil. Clinical disease is much more common in immunocompromised individuals, but infection can consist of chest infection, skin infection and meningitis. Anti-fungal treatment is available for anyone with concerning features or exposure history, especially if they are immunocompromised.



**"...with a few individual rodents being found to carry 9 of the 13 infections all at the same time."**

**RODENTS**

Rodents, primarily commensal rodents, have been associated with human disease and infection for hundreds if not thousands of years. The black rat *Rattus rattus*, the brown rat *Rattus norvegicus* and the house mouse *Mus musculus* can spread many pathogens into urban dwellings.

One study [pubmed.ncbi.nlm.nih.gov/7567093/](https://pubmed.ncbi.nlm.nih.gov/7567093/) in the UK found at least 13 different infections in the brown rat population, with a few individual rodents being found to carry 9 of the 13 infections all at the same time. Regular defecation and urination of rodents, and movement around food sources can pose a particular health risk.



**Bacteria**

**Salmonella/Vibrio/Listeria spp**

These are all bacteria that can be caught from handling rodents or their droppings and urine. Illness associated with these bacteria can range from mild self-limiting gastroenteritis and diarrhoea to severe sepsis and multi-organ failure.

By far and away the most common presentation, especially in people with normal immune systems, is of mild gastroenteritis, which can resolve on its own.

**Leptospirosis**

This infection, caused by the bacterium *Leptospira*, often appears in the news after outdoor water swimmers become unwell and need antibiotic therapy. Although swimming in rivers and lakes can expose people to Leptospirosis, the infection can be spread by any exposure to rodent urine or other infected bodily fluids. This exposure also includes drinking or eating food items that have become contaminated with rodent urine.

Removing contaminated items and cleaning rodent urine and droppings, using correct precautions such as gloves and eye protection, is extremely important. Like many infections, Leptospirosis can be mild and self-limiting, presenting similarly to influenza.

However, some presentations can be much more severe with continuous high fevers, rash, headaches, muscle aches, chills, jaundice, kidney failure and bleeding, including blood in the sputum, urine, or faeces. Severe Leptospirosis is dangerous and so medical therapy should be sought immediately in someone presenting with severe symptoms so antibiotics can be administered.

**Rat-bite fever**

Commonly caused by the bacteria *Streptobacillus moniliformis* in Europe, this infection is not only spread by bites/scratches of rodents, hence the name, but can be spread by consumption of rodent excrement, often when people consume contaminated food items.

Symptoms can include rash, multiple painful joints, fevers, chills, headache, nausea, and vomiting. The infection can be significant and severe, and therefore antibiotic therapy is recommended for anyone suffering from rat-bite fever.

**Parasites**

**Hantavirus**

This RNA virus is acquired following exposure to rodent saliva, urine and faeces, and can cause a clinical syndrome with similarities to severe Leptospirosis. Symptoms can include a non-specific flu-like illness but can progress in some people to kidney failure.

Much like Leptospirosis, anyone presenting with severe or worsening symptoms of fever, low blood pressure, worsening shortness of breath and bloody or dark coloured urine that can look like Guinness after rodent exposure, is advised to seek immediate medical review.

**Parasites**

**Hymenolepiasis**

Hymenolepiasis is caused commonly by two species of tapeworm - the dwarf and rat tapeworm. Infection happens when humans ingest rodent excrement in contaminated food items, infected arthropods within food items or consume unintended infected material such as soil.

The infections themselves are often asymptomatic but can cause diarrhoea, abdominal pain, weakness and anorexia.

**Cryptosporidiosis**

Caused by the microscopic parasites *Cryptosporidium* spp, infection is caused when surfaces, unwashed hands, soil or water and food becomes contaminated with the faeces of infected rodents or other people.

The most common symptom of cryptosporidium infection is severe watery diarrhoea, which can persist for two weeks and, on occasion, longer, especially in those with weakened immune systems. Young children, pregnant women and those with weakened immune systems can be particularly at risk of more severe diarrhoea.

As we can see, a number of these infections are acquired by consuming items contaminated with rodent excrement. Therefore any person with close contact or exposure to rodents should take extra precautions to make sure surfaces, food items and other materials are thrown away or decontaminated, and kept as clean and hygienic as possible.

/continued...

## PUBLIC HEALTH VS PESTS



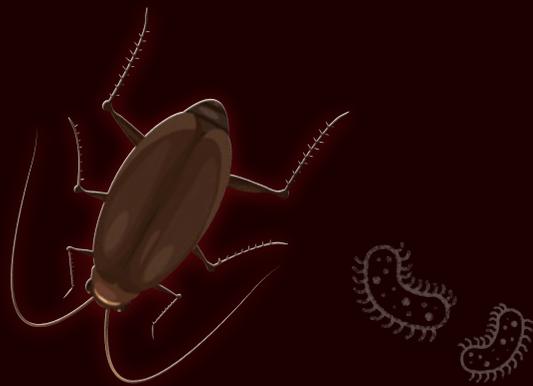
### INSECTS AND ARACHNIDS

We are fortunate in the UK that many insect-transmitted diseases found globally, such as dengue and malaria, are not currently transmitted within our shores.

Climate change will almost certainly change this fact, and we may see many of these infections become endemic in the UK but, for this article, we will focus on the few infections to be wary of when considering insect and arachnid pests.

While there are many arthropod pests, each species can be broadly split into two categories: those that feed on human beings and those that do not.

**"...in the not-too-distant future, we are likely to see more transmission of mosquito-borne pathogens."**



### Blood feeding insects and arachnids - Fleas, mosquitoes, mites, lice, bed bugs, ticks, biting flies

#### Cellulitis/infected bite

The vast majority of infections that occur after arthropod bites in the UK are due to superadded bacterial infection.

Our skin is a natural barrier to infection. As such, breaks in the skin from a bite may allow bacteria such as group A streptococcus and staphylococcus aureus to enter and cause infection of the skin, known as cellulitis, or localised infection of the bite site.

Symptoms include hot, red, swollen, and painful skin with some bite lesions also discharging pus. Preventing bites from occurring, and good skincare and hygiene after bites have occurred, can help prevent such infections from happening, but if an infection does occur, antibiotics usually are enough to treat the infection. Skin infections can become severe, so a medical review should be sought if a bite or skin infection is present and worsening.

#### Lyme disease

Lyme disease is regularly mentioned in the national press and is caused primarily by the bacterium *Borrelia burgdorferi*. Transmission in the UK occurs through the bite of infected Ixodes ticks and characteristic symptoms including a bullseye skin rash at the site of the bite called erythema migrans, as well as fever, headache, and fatigue.

Untreated Lyme can go on to affect the nervous system, joints and heart. The best management is to prevent tick bites from happening in the first place, but if bitten and the characteristic symptoms appear, testing and treatment can be provided by medical practitioners.

#### Rickettsia felis/akari

Two species of Rickettsia bacteria can and have been transmitted in the UK, but many species cause disease globally, and changes to the environment and climate may result in more species being observed in the UK.

*R.felis* is transmitted by flea bites and *R.akari* by mite bites. *R.felis* can present like other rickettsia illnesses with high fever, rash and muscle aches. Antibiotic treatment is available, so a medical review is important if flea bitten people develop worsening symptoms as described above after flea bites. *R.akari*, otherwise known as rickettsial pox, is spread by house mouse mite bites and can also present with fevers and a rash. *R.akari*, unlike *felis*, is typically self-limiting, with those normally affected not requiring treatment.

#### Mosquitoes

As mentioned, in the not-too-distant future, we are likely to see more transmission of mosquito-borne pathogens.

Malaria, spread by mosquitoes, was endemic in the UK, with the last outbreak occurring as recently as 1921. As these pathogens spread further globally, illness resulting from a mosquito bite may become more severe than it currently is in the UK, requiring closer observation than mentioned here. Infection of the skin after being bitten by a mosquito, as mentioned, is the most likely infection to occur.

### Non-blood feeding insects - cockroaches, ants, wasps, beetles

#### Gastroenteritis

Other than initial bites and stings from these insects that can lead to secondary bacterial skin infection as already mentioned, illness can be caused by these insects moving bacteria from a contaminated area into human dwellings and onto food items. For example, cockroaches feeding and moving around human waste and then moving into kitchens and onto food and surfaces can contaminate those materials with the bacteria they collected on their bodies while moving around waste.

Bacteria found in waste, like *E. coli*, can cause gastroenteritis when picked up from contaminated items. Most gastroenteritis acquired in this way is self-limiting, with good hydration being the mainstay of supportive care. Occasionally, antibiotics are required for severe diarrhoea or ongoing worsening symptoms. Good protective food storage and pest removal can help prevent diarrhoeal illnesses from occurring.



### IN SUMMARY

We have discussed some of the more common illnesses that can be acquired from exposure to UK pests. The vast majority of these infections can be prevented if proper protective gear, eyewear, and clothing are worn, especially when close to pests and their excrement.

Lots of these infections can present the same way as other common illnesses. Therefore, good awareness of pest-related disease, as well as providing exposure history to medical professionals if people become unwell, can help guide the correct management.

Any patients or staff with suspected animal-related injury or illness can be referred by their GP to the Hospital for Tropical Diseases in London for further advice, investigation and management if needed.

## OPINION

# WHEN IS A PEST NOT A PEST?



BPCA Chief Exec Ian Andrew talks through what makes a pest a pest, and gives tips for professionals looking to help protect their toolkits from these challenges.

**N**ever before has our sector's relationship with animal welfare been so much in the spotlight. Animal rights activists, researchers and legislators have turned their attention to how we control animals that are in conflict with humans.

Pest management is primarily about protecting public health. Too often, animal welfare shouts are louder than the public health voice.

Our sector's contribution to public health is beyond measure. It's impossible to calculate the number of illnesses and deaths we've helped avoid as a sector over time.

## The second oldest trade?

For as long as humans have roamed the Earth, there's been pest management.

From the largest predators to the smallest insects, pests have come in all different shapes throughout time.

Let's get back to basics: no animal species is always a pest just because it might come into conflict with people. Some living creatures become pests, for some of the time.

Many of the creatures that we consider pests, such as rodents, flies, wasps and cockroaches, only become pests when they share the same space, affecting our health and well-being.

## Nothing is born a pest

To be clear, whatever the pest, it's only deemed to be a pest in specific circumstances.

Most of the time, the things we determine to be pests are free to go about their own business in their environment, and are not deemed to be a pest as they do so.

'The only good rat is a dead rat' is not an acceptable line to take. Views like this do nothing but alienate the public and draw wrath from the regulators.

Being a pest is conditional on whatever risk exists of that living creature causing damage, disease or distress to humans.

A rat can live freely as a rat wherever it chooses, so can a mouse, fly, cockroach, ant, flea or bird. It's only when its location brings potential harm to us that the word 'pest' starts to apply.

Our lifestyles and habits have drawn animals closer to us than we'd like. Undoubtedly, society's habits need to change; however, until that big picture change happens, pest professionals are the best line of defence.

## Pest or pain?

Having said that, what of the balance between pest and nuisance? At what point does an animal transition from nuisance to public health pest?

I've been a part of many debates on gulls and where they fit into this

**"Is pinching chips and ice-creams at the seaside just a nuisance, or does this action cause sufficient risk for the gull to be considered a pest?"**

scale. Is pinching chips and ice-creams at the seaside just a nuisance, or does this action cause sufficient risk for the gull to be considered a pest?

As pest management professionals, we must walk a fine line on these matters.

Of course, we will all agree that prevention is better than cure. Anything we can do or get our clients to do to proof and manage the problem out of existence has got to be better than continually having to take lethal action.

Going forward, I'm sure that we will face continued attacks on our profession and the methods that we use. We have seen it with glue boards and biocides. Many members are challenged when carrying out bird work, and I have no doubt that these types of challenges will continue and grow.

## What can we do?

Remain professional. Be empathetic. Be scientific.

Be absolutely clear that you are mindful of animal welfare. But be even more clear that the work we're undertaking is to protect public health by preventing damage, disease and distress.

As we progress into 2022, we may not even be aware of some of the challenges ahead for us as a sector.

I am very confident that BPCA, as your trade association, will fight for our members and for the wider sector to protect our toolkit and the invaluable public health service we provide.

## Your association. Your view.

It's the perfect time to join your Association or volunteer your time on a Committee.

Members will shape the way we protect our sector. If you have the time and passion to help protect your toolkit (and you work for a member company), contact Ian today.

**hello@bpca.org.uk**



## BACK TO BASICS

# ENVIRONMENTAL RISK ASSESSMENTS

## ERAs AND HOW TO DEAL WITH THEM



**WATCH AT PESTEX'22**  
**"Environmental risk assessments"**  
 16 March at 09:30 in the  
 Spotlight Theatre



"Don't roll the dice when it comes to protecting the planet; always do environmental risk assessments", says BPCA Head of Technical, Dee Ward-Thompson. In this article she takes it back to basics and explains what ERAs are and why it's important to carry them out.

**A**fter over 17 years in the pest management industry, and too many years being involved with controlling pests in other professions (no guessing how old I am, please), the term I hear uttered with most dread is 'environmental risk assessments'.

The adjectives used to describe these are always negative: confusing, stressful, worrying, concerning, to name just a few.

Why do these three words cause such strong reactions? Is it the paperwork, the evaluation, or are we overcomplicating something that we do naturally in our everyday lives?

When I was a child my father taught me a very valuable lesson, one which I have carried with me throughout my life: when something is confusing, break it down - when something is stressful, hit it head on.

So let's do just that. Let's break down these three words and hit them head on.

## ENVIRONMENTAL

*adjective* /ɪn.vai.rə'nɪ.men.təl/

The adjective 'environmental' is used in so many ways; we hear it, and the noun 'environment', almost daily and it can have many definitions, but at its most simplistic, it's just our surroundings.

When we think about the environment we associate it with our planet, normally in relation to what we're doing to damage it.

Our use of plastics and chemicals, our industrial progression, our construction - all of these have an impact on our natural surroundings.

World leaders are formulating plans, urging us to change. We're all trying to reduce the negative impacts we have on our surroundings to save our planet.

When we think about impacts to our environment, pest management plays a role. We use chemicals, we create waste plastic, waste packaging and we use things in our daily activities that could have negative impacts.

## RISK

*noun* /rɪsk/

'Risk', like the word 'environment', is something we're equally familiar with as pest technicians.

If we strip it down to its most basic meaning, it's a situation involving exposure to harm or danger. The legal definition is 'any potential danger that threatens to harm or destroy an object, event or person'.

Risk evaluation is so instinctive that we tend to forget how often we do it.

We 'take a risk' every time we get in our cars, walk down the street, take a chance on love, or even walk down the stairs in the morning. And if you have a dog like mine that leaves toys on the stairs, you would know what a risk that is!

My point is that we do it without even thinking; it's a crucial survival mechanism.

## ASSESSMENT

*noun* /ə'ses.mənt/

'Assessment' is the action of evaluating someone or something. It's the process of gathering and discussing information from different sources.

When we associate assessment with risk, then its meaning changes slightly. The definition of a 'risk assessment' is a systematic process of identifying hazards and evaluating any associated implications.

We then need mitigation measures to reduce risks to an acceptable level, or 'residual risk' as it is more commonly known.

Without sounding like a worn-out record, this form of assessment, just like with risk, is something we do so naturally that we don't even know we're doing it.

When we get in our vans, we evaluate the risks and mitigate constantly: how we drive, the speed we travel, and the focus we put into driving from A to B, is all 'risk assessment'.

We may not consciously think about it that way but that is what we're doing.

## Put it together

So, now that we've broken down the words, what does it all mean?

Firstly, we need to put it all together again with some meaning. Environmental risk assessments evaluate anything that can cause harm or danger to our surroundings, whether that's the chemicals we use, other products or even just our actions.

Remember, hazards and risks are anything that can cause harm or danger, and we should evaluate the likelihood of this happening. We need to think about our tasks and their impacts on our surroundings.

The important thing to note is: this is not just about rodenticide use.

Absolutely, we need to do an ERA if we're choosing to use a rodenticide. As professionals we're legally bound to, as it is specified on the label. But, whatever the task, we should always evaluate the risks to our surroundings.

Protecting our surroundings and our environment is our moral and ethical responsibility.

Now that we've established what an ERA is, and when and why we should be doing it, how does it all come together in practice?

Try not to overthink it; just draw on your natural instincts, let them guide you through the process. Every day that you go to work as a pest management professional you'll evaluate the impact your actions or activities will have on your surroundings.

These can include risks to non-targets animals, including birds of prey, scavenging birds, other birds and mammals.

If you've identified a risk to birds, you mitigate this by using a bait formulation that won't spill. You'll use only tamper resistant bait boxes and ensure you visit regularly to remove carcasses.

If you decide on traps you'll ensure they are in appropriate areas, that they are secured and that no protected species have been reported.

When called to treat a wasp nest you'll make sure there is no water close by and that the ground is not contaminated during treatment.

**TOOLS TO HELP**

Templates can be useful as a guide, listing all of the risks that could potentially be on each site.

Mitigation measures, such as using tamper resistant bait boxes, using traps before rodenticides, recommendations before choosing chemicals, frequently checking for rodent bodies, disposing of them safely – all of these can be included on your templates or even on reports for clients.

These measures will help reduce the impact that your treatment plan could have on the environment.

The final part of the puzzle is to reach a conclusion, so ask yourself these questions:

- Have you assessed potential environmental impacts and risks to non-target species?
- Have you considered how carrying out treatment could affect the environment and ensure risks to non-target species are minimised?
- Can you justify your chosen actions, both legally and morally?

Hopefully, by following this process, you can answer yes to all of those questions.

By taking a pause and thinking, you'll satisfy yourself that you are doing your best to protect the environment you work in. In doing so, you also demonstrate to clients that you have a legal, moral and ethical outlook; you'll show them how professional pest managers protect the world around us.



**Looking for risk assessment templates?**

BPCA members have access to free templates and tools in the member document library.

[bpca.org.uk/library](http://bpca.org.uk/library) (login required)

**“Can you justify your chosen actions, both legally and morally?”**



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# PUBLIC HEALTH AND SAFETY BIRD

|   | ENGLAND   | STABILITY ★★★★★      | SCOTLAND   | STABILITY ★★   |
|---|---|----------------------|--|--|
| <b>In consultation?</b>   | None planned this year  |                      | Review and consultation in 2022  |  |
| <b>Issued by</b>  | <b>Department for Environment, Food and Rural Affairs (Defra)</b><br><a href="http://gov.uk/government/publications/wild-birds-licence-to-kill-or-take-for-public-health-or-safety-gl41">gov.uk/government/publications/wild-birds-licence-to-kill-or-take-for-public-health-or-safety-gl41</a> |                      | <b>NatureScot (formerly Scottish Natural Heritage)</b><br><a href="http://nature.scot/doc/general-licence-birds-gl032022-kill-or-take-certain-birds-preservation-public-health-public-safety">nature.scot/doc/general-licence-birds-gl032022-kill-or-take-certain-birds-preservation-public-health-public-safety</a> |  |
| <b>Valid until (unless revoked)</b>                             | 31 December 2023  |                      | 31 December 2022   |  |
| <b>Public health and safety licence</b>                         | GL41  |                      | GL03   |  |
| <b>Permitted target species for which action is to be taken</b> | Licence to kill or take for public health or safety   |                      |  |    |
|   | Slips and falls   | Human disease spread | Bird nesting issues  |  |
| <b>Canada goose (Branta Canadensis)</b>                         | ✓   | ✓                    | ✓  |  |
| <b>Feral pigeon (Columba livia)</b>                             | ✓   | ✓                    | ✓  |  |
| <b>Jackdaw (Corvus monedula)</b>                                | ✗   | ✗                    | ✓  |  |
| <b>Monk parakeet (Myiopsitta monachus)</b>                      | ✗   | ✗                    | ✓  |  |
| <b>Hooded Crow (Corvus cornix)</b>                              | ✗   | ✗                    | ✗  |  |
| <b>Carrion Crow (Corvus corone)</b>                             | ✗   | ✗                    | ✗  |  |
| <b>Magpie (Pica pica)</b>                                       | ✗   | ✗                    | ✗  |  |
| <b>Woodpigeon (Columba palumbus)</b>                            | ✗   | ✗                    | ✗  |  |
| <b>Rook (Corvus frugilegus)</b>                                 | ✗   | ✗                    | ✗  |  |
| <b>House Sparrow (Passer domesticus)</b>                        | ✗   | ✗                    | ✗  |  |
| <b>Starling (Sturnus vulgaris)</b>                              | ✗   | ✗                    | ✗  |  |
| <b>Gulls (all species)</b>                                      | ✗   | ✗                    | ✗  |  |
| <b>Other general licences</b>                                   | GL33: trapping wild birds: standard licence conditions<br>GL40: general licence to kill or take certain species of wild birds to conserve wild birds, flora or fauna of conservation concern<br>GL42: General Licence to kill or take certain species of wild birds to prevent serious damage   |                      |  | GL01: To kill or take certain birds for the conservation of wild birds<br>GL02: To kill or take certain birds for the prevention of serious damage to livestock<br>GL03: To kill or take certain birds for the preservation of public health, public safety and preventing the spread of disease<br>GL04: To take red grouse using certain methods in order to administer medication or collect samples<br>GL15: Sale, advertisement, possession and transportation of Greylag geese and Greylag goose meat by hunters, caterers and retailers |
| <b>Methods approved</b>   | Prick eggs Oil eggs Destroy eggs and nests Kill or take by hand<br>Targeted falconry Trap with a permitted cage trap design<br>Shoot with any firearm, including semi-automatic weapons, shotguns or airguns<br>Take birds while not in flight with any hand-held or hand-propelled net         |                      |  | Prick eggs Oil eggs Destruction of eggs and nests<br>By hand Targeted falconry<br>Shoot with any firearm, including semi-automatic firearms, shotguns or airguns   |
| <b>Traps</b>  | No requirement to register traps  |                      |  | All traps must also be registered with NatureScot, not Police Scotland   |
| <b>What about gulls?</b>  | Apply for an individual licence from Natural England<br>For urban environments, applicants must submit an Integrated Management Plan  |                      |  | Apply for an individual licence from NatureScot  |

# CONTROL LICENCES IN THE UK

| WALES   | STABILITY ★ | NORTHERN IRELAND  | STABILITY ★ |
|---|-------------|---|-------------|
| In consultation now - evidence being reviewed   |             | Pending consultation - licences very likely to change   |             |
| <b>Natural Resources Wales (NRW)</b><br><a href="https://cdn.cyfoethnaturiol.cymru/media/694500/general-licence-002-english-2022.pdf">cdn.cyfoethnaturiol.cymru/media/694500/general-licence-002-english-2022.pdf</a> |             | <b>Department of Agriculture, Environment and Rural Affairs (DAERA)</b><br><a href="https://daera-ni.gov.uk/articles/wildlife-licensing">daera-ni.gov.uk/articles/wildlife-licensing</a>  |             |
| 30 June 2022  |             |   |             |
| GL002   |             | TPG02   |             |
| Preservation of public health   |             | Preventing the spread of disease and preventing serious damage to livestock, foodstuffs for livestock, crops, vegetables, fruit, growing timber and fisheries   |             |
| ✓   |             | ✓   |             |
| ✓   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✓   |             |
| ✗   |             | ✗   |             |
| GL001: Prevention of serious damage to crops and livestock<br>GL004: Conservation of wild birds<br>GL005: Allows the management of the ruddy duck   |             | TPG01<br>TPG03  |             |
| Shooting or by any other method not prohibited by Section 5 of the Animal Welfare Act 2006  |             | Shooting Cage-trap or net Take, damage or destroy nests<br>Take or destroy their eggs<br>Disturb such a bird or the dependant young of such a bird<br>Any other method not prohibited by Article 6 of the Wildlife (Northern Ireland) Order 1985 (as amended) |             |
| No requirement to register traps  |             |   |             |
| Apply for an individual licence from NRW  |             | NI licences have been replaced with amended, interim licences<br>Several bird species, notably the three species of gull, have been removed from all general licences   |             |



Given how fast things have changes in the world of bird management over the last few years, it can be hard to keep track of the status of various bird control wildlife licences.

Wildlife licences are regularly reviewed and updated by licensing bodies. Licences are usually reissued at the start of the year, meaning you should re-download, read and understand them regularly.



#### REMEMBER:

You don't need to apply for general licences however you do need to abide by their conditions.

Wildlife licences are devolved so individual nations issue bird control licences.

Licences are reissued regularly and therefore it's important to understand how to read and follow them.



#### GENERAL DISCLAIMER

Always read your general licence and understand it. Licences can be pulled at any time, so double-check your licence is still available. You should always exhaust all practicable non-lethal methods of bird control, before you take lethal action.

BPCA is in conversation with DAERA to secure licenses for gull control, as gull species have been removed from all general licenses in N Ireland.

# A SIX-PACK IN 75 DAYS?

## HEALTHIER ROUTINES FOR PEST PROFESSIONALS



Michael Coates, co-founder of Combat Pest Control, is a military veteran passionate about promoting psychological and physical health in the pest management community. Michael shares his learning about looking after himself (and his community) from his time in the forces and pest control.

**I**t was 19 June 2019 when I looked at myself in the mirror and, for the first time in my life, I didn't know who I was looking at.

The previous four years had seen a lot of change; children born, Dad died, business was full-on, my sleep was poor, and I was saying yes to, well, everything.

I stopped looking after myself. I drank a few beers most nights, ate what I wanted, and barely exercised.

On that day (my birthday), I decided to change the path I was walking down. I had to start a more positive routine.

### Small steps lead to big progress

Six months went by and, although I had made some minor changes, I still wasn't feeling my usual self, both physically and mentally. It's 2020, and we're in lockdown.

This was when I had my most significant mindset shift. I set myself some targets and goals then told my family and friends. I wanted a real change, and it seemed like the best time to do it.

I decided on 75 days of continuous habits to get me back on top of my game. These daily habits included:

- Take 90 minutes of exercise
- Drink four litres of water
- Drink no alcohol
- Read before bed.

I could feel some minor changes happening in two weeks, but the biggest was the feeling that I was in control.

### 75 day reflections

I completed the 75 days, and I still maintain good routines and habits to this day.

I'm no angel. I'll have a few beers or a slice of cake from time to time. But looking inward and taking responsibility has had a huge effect on me.

So, if you're here for my tips on creating a six-pack, here they are. Not a physical one, but a psychological six-pack!

### 1 SLEEP

If you get this right, it'll have the most significant impact on your well-being. Cut screen time at around 9.30pm and read a book before bed. Reduce caffeine intake at least four hours before bed. And monitor your sleep; I use an Oura Ring. Your target is eight hours.

### 2 HYDRATION

I weigh around 15 stone and try to drink at least three litres of water per day. When I'm out in a van, I drink 750ml before going out. I take two water bottles in the van and drink another when I get home. Everything becomes better being fully hydrated (although you will need more toilet stops).

### 3 ALCOHOL

I'm not here to preach; there's nothing wrong with a few beers with friends. But frequent alcohol intake generates a larger weekly calorie intake, adversely impacting sleep and negatively altering your mood (hours and even days after).

### 4 FOOD

Keep it simple and keep yourself in control. Try preparing your lunch the night before if you're in the van. Concentrate on green vegetables, high-quality protein and remove as much sugar as possible (think fruit juices, energy drinks and fizzy pop).

### 5 EXERCISE

To start, go for a walk in nature at least twice a week. If you haven't exercised in a while, then start small. There's no need for gym memberships and fancy kit. Focus on making habits that will last a lifetime, which means making small changes slowly.

### 6 SOCIAL SUPPORT

Stay in touch with positive friends. Send them a message. Give them a call. Organise a meet-up. Staying connected to good people improves your mental health.

### AND A BONUS ONE...

Take a cold shower. Start with 30 seconds and build up to two minutes. You're now doing something 99% of people won't do! I find this toughens me up and improves my mental fitness. It also feels great afterwards!

Take these tips as guidance; I don't have all the answers, but I know that looking after yourself has to be part of your daily routine. It requires self-discipline, and sometimes it can be challenging, but if you don't recognise the person in the mirror, it's worth starting to change today.



SEE ME AT PESTEX'22

**"Psychological fitness and what the pest control sector can learn from the military community"**

March 16 12:00 in the Spotlight Theatre

## COMBAT

PEST CONTROL

We have a very clear vision of how we 'do' business. In 2015, Des Fraser and I sat at my kitchen table to discuss what we'd need to set up a pest business. I'd been in the industry a few years, running parallel with my career in the fire service.

We decided on four fundamentals:

- Our team would consist of military veterans, reservists and spouses (we both served in the British Army)
  - We wanted to educate and assist children in conflict
  - Protecting our clients had to be at the forefront of what we did
  - We'll support injured service personnel.
- We later expanded this point to include exploring how injured service personnel can impact society.

Fast forward five years, and 75% of our team are members of the military community. We have provided over 60,000 days of education to children and funded the clearing of thousands of metres of minefields using our partnership with APOPO.

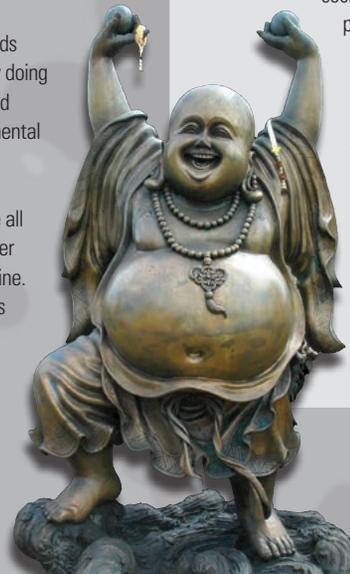
We've gained some fantastic clients over the years, focusing on



social and supported housing. Our podcast 'Declassified' won gold for best interview and bronze for best well-being podcast in the British Podcast Awards 2020. We've had nearly 500,000 downloads.

**audioboom.com/channels/4961964**

We're still learning in business and have a long way to go, but our vision keeps us on the right path.



## MEET THE MEMBER

# CHANNEL YOUR PEST CONTROL PASSION



Rob Long is the founder and owner of Sabre Kent Pest Control, and former BPCA Board member. He spoke to PPC about his time on BPCA Committees and why you should volunteer.

**PPC** How did you get started in pest control?

**RL** Initially I was a brickie by trade, but I started working in pest control for National Britannia in 1997. I loved the work, so I signed up for all the training courses they had going, just soaking it all up like a big sponge.

**PPC** How did you go from being a technician to running your own pest control business?

**RL** After National Britannia was bought by Terminix, I worked for them for a while and then went to work for Eagle. It was run by the Trotmans, and Pete Trotman was fantastic.

I quickly became a zero tolerance and total riddance guy, and after a while we were eradicating pests on sites that had problems since the 60s.

But I quickly realised that working for other companies, you sometimes ended up being bought and sold more times than a cow at market.

In 2005 I set up my own business, Absolute Pest Control, with my business partner. The first two years were very hard but eventually we had about 12 people working for us.

Then, unfortunately, I had a health scare and decided to sell my business. I was going to retire but my son was devastated. He said he had always planned to come and work for me, so I told him I would set up a small business and that he could take it over once he was ready.

And that's why I set up Sabre Kent in 2012.

**PPC** How did you end up volunteering for BPCA?

**RL** While I was at Absolute in 2006 a great friend of mine, Ken Heseltine, spoke to me about the possibility of volunteering.

I joined the Servicing Committee; there was myself, Jenny Humphrey and Dee, before she worked for BPCA, plus a few others.

It was very rough around the edges back then.

But it really started to improve when we got a change of CEO and Simon Forrester came in; he took the bull by the horns and made big strides to improve how the Committees were run.

He attended the Committee meetings himself, he made them interesting and he got the right people in to speak. He created a really good baseline for how the committees should be run.

At around the same time we also had a change of Chair: Phil Halpin, the current BPCA President.

**PPC** What was being on the Board like for you?

**RL** I don't think I was ever quite prepared for the amount of work I'd be getting!

I'm dyslexic and so I struggle quite a bit, but I was never any less capable than other people on the Board, and I ended up doing some great work with my fellow board members.

It was brilliant, we were actually changing things and we could see them happening instead of talking about it. That's the part I was really proud of. It was a lot of hard work but incredibly worthwhile.

**PPC** What are the achievements you're most proud of from your time volunteering with BPCA?

**RL** I feel really proud of CEPA Certified and I was also involved in having the CPD requirement made mandatory. Back in the early days, our big thing was about getting people on a professional register and making it mandatory for people to be on a CPD scheme.

That was the first time I was involved in something that really changed the industry and I felt proud that I'd been a part of something important.

**PPC** Why do you think it's important to volunteer for the Board and Committees?

**RL** The best thing about BPCA is that it's run by members. The direction of the Association comes from the Board and Committees, and our vision is carried out by the Staff team. You don't always get things your own way, but your input is always valued and will be debated, and those different voices are important.

Different minds operate in different ways, and the ones who are passionate are the ones you can learn the most from. And it's those passionate

**"Knowing you've made changes for the good of the industry is a great feeling. If you want to make a difference to the industry, stop whinging about it, volunteer and do something."**

people who volunteer for BPCA who are the ones best placed to help improve an industry they're so proud to be a part of.

Knowing you've made changes for the good of the industry is a great feeling.

If you want to make a difference to the industry, stop whinging about it, volunteer and do something.

**PPC** And what would your advice be to people who are thinking of volunteering their time to BPCA?

**RL** If you're really passionate about joining up, go as a guest a few times before you commit to it. Get the feel for it. It's always been a very friendly and welcoming environment.

When some people take the volunteering on, I don't think they realise how much work can be involved.

But if you're passionate and willing to put in the time, it is so worth it.

It's also CPD; it helps your personal and professional development, which in turn helps your business.

It's not about sticking 'board member' on your CV or LinkedIn. It's about taking part, contributing, doing your homework, pulling your weight with any of the projects.

You'll amass a wealth of knowledge in the process on something you're very passionate about.

If you want to change things in the industry for the better, not just for the sake of changing them, then this is how.

Learn, share and connect with your virtual and local pest events.

# FREE CPD EVENTS AND WEBINARS

Event type **Webinar** **Local forum** **Virtual forum**

| Name   | When?   | CPD | Sponsor  |
|--|---------|-----|----------|
| <b>HIERARCHY OF RODENT CONTROL</b>   | 3 March | 1   |          |
|  <p>ExCeL, London 16-17 March<br/>Connect and protect at PestEx: networking + trade hall + seminars + CPD<br/>pestex.org</p> |         |     |          |
| <b>DIGITAL 13</b>  | 6 April | 3   | BASF     |
| <b>TRENDING ANALYSIS FOR EFK CAPTURE</b>   | 7 April | 1   |          |
| <b>CARRYING OUT PEST SURVEYS BEST PRACTICE</b>   | 5 May   | 1   |          |
| <b>WALES</b>   | 17 May  | 6   | Deadline |
| <b>NORTH</b>   | 7 June  | 6   | BASF     |
| <b>HIERARCHY OF INSECTICIDE USAGE</b>  | 9 June  | 1   |          |
| <b>SCOTLAND</b>  | 21 June | 6   |          |
| <b>DIGITAL 14</b>  | 29 June | 3   | Lodi UK  |

### The best pest events

For the latest information on all of our free events, visit [bpca.org.uk/events](http://bpca.org.uk/events)

**Pssst!** NEW

**Non-member 'open days'**  
Special online events for pest management companies that are NOT members of BPCA. Learn about membership, meet Board members and ask questions. Learn more and book at [bpca.org.uk/secret](http://bpca.org.uk/secret)

5 pm, 24 March  
5 pm, 21 July  
5pm, 24 November

| Name   | When?        | CPD | Sponsor   |
|--|--------------|-----|-----------|
| <b>UNDERSTANDING ULV FOGGING TREATMENTS</b>                | 7 July       | 1   |           |
| <b>DIGITAL 15</b>  | 19 July      | 3   | Bell Labs |
| <b>WRITING THE PERFECT PEST MANAGEMENT REPORT</b>          | 4 August     | 1   |           |
| <b>MOUSE CONTROL BEST PRACTICE AND TIPS FOR MANAGEMENT</b> | 1 September  | 1   |           |
| <b>WEST</b>  | 20 September | 6   | Killgerm  |
| <b>NORTHERN IRELAND</b>                                    | 5 October    | 6   | 1env      |
| <b>RODENT BEHAVIOURAL AND PHYSIOLOGICAL RESISTANCE</b>     | 6 October    | 1   |           |
| <b>SOUTH</b>   | 1 November   | 6   | Syngenta  |
| <b>PROFESSIONAL PEST PROOFING STRATEGIES</b>               | 3 November   | 1   |           |
| <b>DIGITAL 16</b>  | 29 November  | 3   | Edialux   |
| <b>ZOONOSES: PEST-TO-PEOPLE PATHOGENS</b>                  | 1 December   | 1   |           |
| <b>MIDLANDS</b>  | 6 December   | 6   | Lodi UK   |



view a sample issue on our website

**International Pest Control (IPC)** magazine is an independent, bi-monthly magazine for the pest control industry. It is the leading magazine in the world dealing with all aspects of pest prevention and pest eradication.

**IPC** provides authoritative reviews of pest control developments worldwide, with news, articles, reviews, features and comments. It is published in the interest of everyone concerned with the control of infestation of all types - in agriculture; in food manufacturing, storage and distribution; in domestic, commercial and industrial premises. It uniquely provides information on all markets and all pests. Our 2022 features include:

- Vector Control/Biting Invertebrates - Biocontrol and IPM
- Pests in the Food and Hospitality Industry - Technology in Pest Control
- Vertebrate Pests/Rodents and Birds - Managing Storage Pests

**Special subscription offer for PestEx attendees ordering through our website - a subscription to IPC at the bargain price of £60 for six issues! (a saving of £25)**  
**Enter the Coupon code `pestex22` at checkout on our website:**  
[international-pest-control.com/product/personal-subscription](http://international-pest-control.com/product/personal-subscription)

Your subscription includes six printed issues per year, plus access to the complete archive from 2004 while you have a live subscription. Issues can be accessed online including via mobile devices - benefits include a translation tool and comprehensive search facility across all issues.

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[raspatel@international-pest-control.com](mailto:raspatel@international-pest-control.com)

**BPCA****Driving excellence in pest management**

BPCA is the professional association for the UK public health pest management industry. Our aim is to promote professional pest management, representing the industry, driving standards and ethics while protecting the environment.

# ANNUAL REPORT 2021

A look back at all BPCA our members have achieved together in 2021. BPCA is a not-for-profit organisation acting in the interests of our members and on behalf of the pest management industry in the UK.

Our annual report is published in PPC magazine - making it accessible to thousands of pest professionals and the entire sector. While it's been another tricky year, BPCA has plenty to celebrate.

**It's BPCA's job to...****REPRESENT****Our industry to authorities to protect your toolkit****Our members to influencers to extend your reach****Our members to commercial end-users to show your value****Our members to general public to show your value****Ourselves to the sector and our members to be heard****SUPPORT****Technical (pest control) to help you do it well****Health and safety to help you do it safely****Business to help you do it profitably****Teams to help you do it together****Others to help you do it with us****ASSURE****Service standards to demonstrate our quality****Environmental protection to demonstrate our sustainability****Competence to demonstrate our professionalism****Health and safety standards to demonstrate our responsibility****Ethical practices to demonstrate that we care****MASSIVE MILESTONES**

- January** BPCA asks health secretary for pest professionals to get Covid-19 vaccine  
Professional Standards and Outreach and Communications committees formed.
- February** The online Certificated Advanced Technician (CAT) accreditation is launched
- March** PestExtra – the all-digital pest management show goes live  
Member Award winners announced at BPCA's 79<sup>th</sup> AGM  
BPCA Life Membership awarded to CRRU Chairman, Dr Alan Buckle
- June** Technicians takeover BPCA's social media for World Pest Day  
BPCA secures funding for 3D interactive simulator  
John, Kristian, Emily and Rachael all join the BPCA Staff team
- July** After almost ten years of outstanding service, Finance Officer Stephanie Costopoulos retires
- August** BPCA launches lobbying campaign to save glue boards for professional use  
HSE accept BPCA as UK REACH Accredited Stakeholder
- September** Registration opens for PestEx 2022  
BPCA members take home almost every prize at the National Pest Awards
- October** BPCA Night School launches  
BPCA wins Covid-19 key worker campaign award  
BPCA commits to Planet Mark certification  
Academic Relations working group launched  
BPCA's contribution acknowledged as part of sustainable use of pesticides national action plan  
Improved BPCA member documents library is launched
- November** 'Onboarding a pest technician' framework and support released  
BPCA's lobbying sees glue boards in England licenced rather than banned completely  
New Code of Conduct for 2022 launched
- December** BPCA shortlisted for TAF Best Practice Awards 2022

## PRESIDENT'S REPORT

## IT'S TIME TO THRIVE



In what will be my last annual report as BPCA's president, I'm proud to say that I have plenty of great things to celebrate when looking back on 2021.

### Committee commitment

Our four fantastic committees are now strategically focused. Everyone has a role to play, and around 70 member companies are represented through committees. Rather than trying to explain all the great work they're doing on your behalf, we've made space for our committee chairs to give their own reports this year.

Thank you to everyone who dedicates their time to BPCA's committees. These volunteers do much of the work of the Association and keep our organisation focused on delivering what pest management companies need to survive and thrive.

### Pride and pandemics

Many of us would have hoped that the pandemic would be old news by now. However, 2021 continued to challenge our sector. Through our constant communications, the technical expertise of our team, and our frequent consultations with members, BPCA is stronger and has a more effective voice than ever.

In 2020, this was recognised by us achieving key worker status, and in 2021, we were awarded an Association Excellence Award for this lobbying work. Some amazing associations and professional bodies fiercely contested this massive award, yet BPCA's consistently strong voice meant we were nationally recognised for our work. You should be rightfully proud that you're a part of an award-winning, leading Association – not just in pest management – but across all sectors in the UK.

Covid has been an international tragedy, and many members have lost loved ones and seen their businesses suffer. However, BPCA has learned valuable lessons that'll put us all in better stead for the future.

### Pests in politics

2021 saw BPCA enter the scary world of politics with a purpose. Your Board allocated a significant spend on public affairs work to proactively engage with our elected officials, raising the profile and influence of the sector.

This work was swiftly put to the test when the Glue Traps (Offences) Bill was hoisted into parliament. Despite regulators stating they had no intention of including an exemption for pest professionals, BPCA members came together to create a compelling case for protecting public health. Soon the Bill was amended to include a licensing programme for pest controllers. You spoke, they listened, and BPCA made that happen. It was an exciting year to be a member, never mind President!

### Your staff team

With all this going on in the background, membership support never once took a hit.

BPCA recruited two new team members to help deliver our revamped membership assessments. BPCA membership remains the highest pest management standard in the UK and incorporates the BS EN 16636 Standard. If you haven't met Kristian or John yet, they'll be arranging an assessment visit with you shortly. Please make sure you use your time wisely. They're here to help and support.

Remember to do your bit by telling your customers why you choose to be a BPCA member. When your clients choose a BPCA member, they're assured you're being held to the highest standards.

A massive welcome to John and Kristian – they're settling in great. Also, Emily and Rachael joined the BPCA staff team in the finance department. They've worked diligently on the end of year figures included in this report and fit in incredibly well. We said goodbye to Stephanie, our Finance Officer, who decided to retire in 2021. She's missed by the Staff team and all the members she came into contact with.

I'd also like to thank our Staff team. While we volunteers are effectively part-timers (having our own pest management businesses to run), the Staff team lives and breathes BPCA to ensure our vision is delivered.

Whether it's delivering the sector's first all-digital tradeshow PestExtra, supporting members on the phone, developing guidance and support, providing us with fantastic CPD resources, or keeping the day-to-day operations running, they're all incredibly dedicated to our sector. Thanks for your support.

### Your board and goodbyes

At a Board level, we've been upskilling to make sure we can meet members' needs. Led by Ian Andrew, we've committed time outside of Board meetings to ensure we're the best directors we can be. And yes, I've been recording every session on BPCA Registered for my CPD!

My time as President is coming to an end. I'll remain on the Executive Board for some time yet, serving as your Immediate Past President. It's been a huge commitment but an even bigger honour to be your President.

While the pandemic might have kept me from meeting as many members as I'd have liked or getting together in a physical room with my fellow volunteers, I believe it's been a great three-year term.

I do not doubt that all BPCA members will continue to drive excellence in pest management through their actions, cooperation and genuine passion for protecting public health. Whether it's Brexit, pandemics, chemical regulations, politics, recessions, new technology or a challenge we can't even see yet – BPCA will be here to represent, assure and support your critical work.

**Phil Halpin**

BPCA President

[president@bpca.org.uk](mailto:president@bpca.org.uk)

# YOUR ASSOCIATION. YOUR PASSION.



Firstly, I'd like to wish you, your families and your businesses the best for the forthcoming year.

2021, in the end, turned out to be a surprisingly good year for the Association. Like many, I think we planned prudence but were cautiously optimistic too.

Membership numbers were up (the key health indicator for us) with excellent retention and, just as importantly, good growth in new members. These two metrics indicate that the Association is generally moving in the right direction to support membership and the wider sector.

Our strategic vision is clear (see page 27), but we'd love to hear your feedback, whether that be via the Forums, membership assessments, committees or in person at PestEx this month.

2021 saw us continue to invest and develop in our digital offering, and this continues to be well received by you. Indeed most of our revenue growth came from training-related activities. A big thank you to Karen and the team here. This is increasingly becoming a highly competitive space, and we know that we'll need to remain at the forefront of innovation and content quality if you continue to support us.

Traditional face-to-face style training was down, but given another Covid year, that's hardly surprising. We're aware digital communication has its challenges. Still, there are many benefits, especially when it's allowed us ultimately to engage better and serve you (although we're certainly looking forward to seeing you all at PestEx!).

As part of the strategy, we've rearranged our membership team under Dee's leadership and invested in two additional field support staff, to ensure we improve direct engagement and support.

Despite the restrictions of operating a primarily closed office at Derby, I'd hope that you'll agree that Ian and his team have again done an amazing job in continuing to run the Association in a near-normal business-as-usual fashion.

For 2022, we're cautiously optimistic. We have strong finances backed by a good reserves policy. This year's PestEx will bring new challenges. We are post-Brexit and still affected by Covid, but it'll almost certainly be the highlight of the year, and no less so than for our finances.

To close, I would like to thank you for your support and, as always, encourage everyone, both old and new, to become involved with what is, after all, your trade association.

I'll remind you that for it to work, it needs you, your passion, and your energy. Please attend the Forums, join in with your local Contract Sharing Network, serve on a committee or even the Board. Why not find out how the Association serves its members and the wider industry?

I wish everyone success with their businesses in 2022.

**Mark Williams**  
BPCA Honorary Treasurer  
[finance@bpca.org.uk](mailto:finance@bpca.org.uk)

## THEY WORK FOR YOU

The Executive Board is the governing body of the Association and Board Members, as Directors, have a duty of care to both BPCA Members and the BPCA Staff team. The Board's emphasis is on strategy and performance, stewardship and conformance. The Board also ensures that resources are used appropriately (money, time, staff etc) and that relevant legislation is adhered to.

|  |                         |   | Meetings attended<br>(max 6) |
|--|-------------------------|---|------------------------------|
| President                                      | <b>Philip Halpin</b>    | Countrywide Environmental Services                | 6                            |
|  | <b>Mike Ayers</b>       | Precision Pest Management                         | 4                            |
| Vice Presidents                                | <b>Chris Cagienard</b>  | Pest Solutions                                    | 6                            |
|  | <b>Mark Williams</b>    | Ecolab  | 5                            |
| Honorary Treasurer                             | <b>Mark Williams</b>    | Ecolab  | 5                            |
| Immediate Past President                       | <b>Martin Harvey</b>    | Harvey Environmental Services                     | 1 (to 30/7/21)               |
|  | <b>Tom Holmes</b>       | Pelsis  | 5 (from 30/7/21)             |
| Manufacturers and Distributors Committee Chair | <b>Anthony O'Hare</b>   | BASF  | 3 (from 21/9/21)             |
| Servicing Committee Chair                      | <b>Martin Rose-King</b> | Bounty Pest Control                               | 5                            |
| Outreach and Communications Committee Chair    | <b>Julia Pittman</b>    | Beaver Pest Control                               | 4                            |
| Professional Standards Committee Chair         | <b>Malcolm Stowell</b>  | Safeguard Pest Control and Environmental Services | 5                            |
|  | <b>Jason Cholerton</b>  | CSS Pest Services                                 | 6                            |
| Board Members                                  | <b>Chris Corbett</b>    | Aderyn  | 6                            |
|  | <b>Mick Kilburn</b>     | Elite Pest Management                             | 6                            |
|  | <b>Michael Taylor</b>   | Contego Environmental Services                    | 5                            |
|  | <b>Paul Westgate</b>    | Veritas Pest Consultancy                          | 5                            |
|  | <b>Mark White</b>       | Dealey Environmental                              | 6                            |
|  |                         |   |                              |

## SERVICING COMMITTEE REPORT

## FRESH INPUT, FRESH IDEAS



It's been an interesting year for the Committee with the introduction of member rotation. This has seen a mixture of previous members continuing their valuable voluntary contributions, along with new members joining and bringing fresh ideas. In my last year as Chair, it's pleasing to see that the Association's longest operating committee continues to develop.

We've continued liaison with M&D which gives valuable opportunities for servicing and M&D members to query upcoming changes and clarify ongoing product use. As always, a thank you from me to Daniel Lightfoot for attending servicing meetings and a thank you to committee members who attend M&D meetings to represent BPCA servicing members.

Committee members have been busy helping the BPCA Staff team to develop new and

enhancing existing guidance documents. These documents are an important member benefit and are used by many servicing companies.

In our April meeting, servicing members raised concerns regarding the inconsistency of service when sub-contracting drain investigation work. As a result, committee members have engaged with the National Drainage Contractors Association with a view to creating a guidance document for BPCA members.

The Committee is also continuing to advocate a mandatory trap approval scheme so that servicing members have a proactive voice regarding the quality and effectiveness of break-back traps.

Committee members have also been engaging with companies to try to develop some new member benefits. Some of these companies have now been listed in the member benefits area of the BPCA site.

January 2022 marks my final year as chair of the Servicing Committee and will also mark my last meeting. I've enjoyed every minute of being part of the Servicing Committee since joining seven years ago.

Our industry is ever-changing so I hope the next seven years will be as interesting for the Committee going forward!

**Martin Rose-King**  
Servicing Committee Chair  
[membership@bpca.org.uk](mailto:membership@bpca.org.uk)

## OUTREACH AND COMMUNICATIONS COMMITTEE REPORT

## GETTING OUT THERE



December 2020 saw the creation of a new Committee designed to overview how we communicate with our members, stakeholders, and the outside world.

Our first year of operations saw us work on some very interesting and exciting projects in the 'represent' and 'support' spaces of BPCA strategy.

Our agendas have updates from the Staff team, Shepherd PR on press wins, and progress from our public affairs partners, Nudge Factory. We are starting to see some real successes:

- Ian Andrew is connecting with various MPs and ministers
- There is some exciting news to come regarding the opening of PestEx 2022
- And the current engagement with government for the Glue Board (Offences) Bill, gaining a licensing exemption for pest professionals.

BPCA is positioning itself as the voice of the industry – this is an area that is set for more success in the future.

Following on from 2021, we have some substantial projects in 2022. We will put our creative thinking caps on to work out how best to deliver these sensational projects:

- Getting pest management on the national policy agenda
- Delivering networking events across all four home nations parliaments
- Continuing to raise awareness of members in the media through the 'Be Protected' campaign
- We will reach out to local authorities to encourage them to signpost to BPCA members
- Watch this space for news on the BPCA app
- Finally, we will develop a new marketing strategy for the BPCA.

I'd like to thank our committee members and extend a warm welcome to our new recruits who have just joined us. I'm very excited to see what this incredible team can do with our new projects.

We are still looking for talented and creative people with ideas to join our Committee, so please get in touch if you are interested and would like to observe a meeting. Many hands make light work!

**Julia Pittman**  
Outreach and Communications Committee Chair  
[marketing@bpca.org.uk](mailto:marketing@bpca.org.uk)

PROFESSIONAL STANDARDS COMMITTEE REPORT

# ONGOING IMPROVEMENT



**M**y thanks go out to my fellow committee members and also the BPCA Staff team who have worked exceptionally hard in their respective roles to make this inaugural year for the Professional Standards Committee a special and successful year.

The membership review analysis project reviewed membership criteria, member benefits and services, categories of membership and subscriptions. The project began with research involving BPCA members that explored the value of the BPCA website, systems, processes and procedures to see where improvements or changes could be made. The review concluded with a formal report highlighting some proposed changes that will be further reviewed in 2022.

The Committee oversaw the development of two new online courses during 2021:

- Pest Awareness for Non-technical Employees
- Pest Awareness for Cleaning Operatives.

In addition, the General Pest Control online learning programme aligned with the RSPH Level 2 Award in Pest Management qualification syllabus. Initially developed in 2015, it was given a complete overall with all members of the Committee volunteering to review the three modules before final sign off.

BPCA successfully procured funding from the Ufi VochTech seed fund in 2021 to support the development of a 3D competency assessment. The Committee agreed to set up a working group of volunteers to drive this project.

One of the largest projects the Committee worked on in 2021 was the exploration of a qualification framework that would deliver a clear career pathway for those working in pest control. By the end of the year, the working group had approved development of onboarding and graduate entry programmes, and sufficiently developed a draft framework to be sent to the Board for consultation.

Through the committee, a working group was set up to review the BPCA Code of Conduct with the aim of ensuring that it was suitable for the business environment that we work in today.

We developed a process for quality assurance assessments that would be fit for all membership categories by looking at current compliance processes. By the end of the year, a completely new three-year membership assessment cycle had been approved and implemented.

It has been a great year for the Committee and we look forward to continuing our success in 2022.

**Malcolm Stowell**  
Professional Standards Committee Chair  
[training@bpca.org.uk](mailto:training@bpca.org.uk)

MANUFACTURERS AND DISTRIBUTORS COMMITTEE REPORT

# RESEARCH FOR INSIGHT



**I**'m extremely proud to have been chosen by my peers as the new chair of the M&D Committee in September 2021 and appointed as Executive Board Member for the Association.

M&D members have supported the Board to oppose the proposed Bill to ban glue boards, collaborating with servicing members to influence opinion and to protect the technicians' tool kit. Some M&D members have reached out directly to servicing members and offered glue board training free of charge to promote best practices and good stewardship to help achieve this.

The M&D Committee members voted on several strategic projects that could be delivered in 2022. The two that were the most popular were:

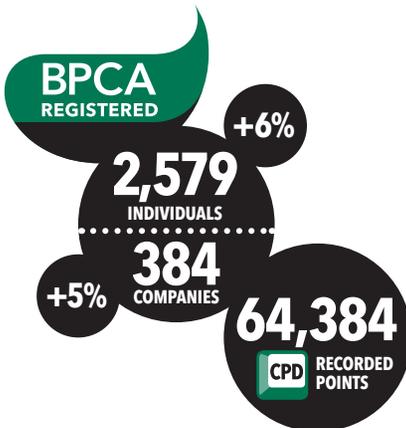
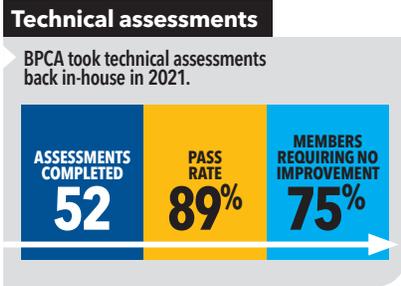
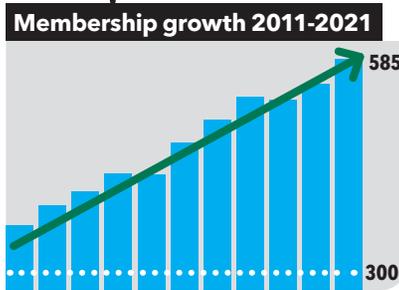
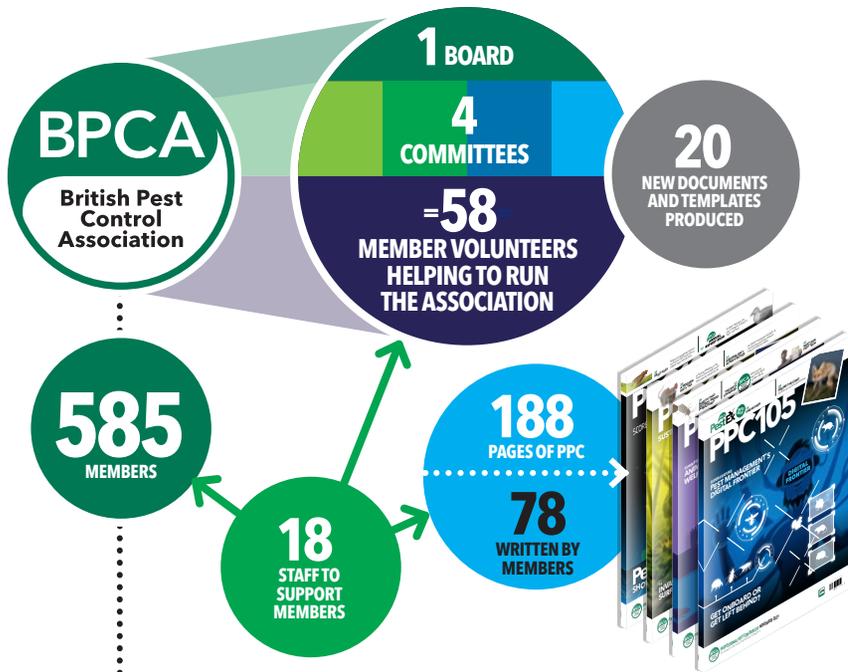
- Consider the development of a ten-year environmental plan for the sector
- Conduct market and sector research and analysis.

The Board, in turn, agreed to park the first project to 2023 and welcome the start of the second project to conduct market research into the sector. I am very excited to work with members to kick off the project in 2022 and help all members gain an even greater insight into the sector.

I would like to take this opportunity to thank the M&D Committee member volunteers for their hard work, commitment and great passion shown for the Association in the last year, and especially the great support I have had since they elected me as chair of the M&D Committee.

**Anthony O'Hare**  
Manufacturers and Distributors Committee Chair  
[membership@bpca.org.uk](mailto:membership@bpca.org.uk)

# 2021 IN NUMBERS



### Charity

**PROSTATE CANCER UK**

With the aid of members and the pest community at large, BPCA raised **£2,677** for Prostate Cancer UK

### Award-winning Association

BPCA won the Association Excellence Award for 'Best Lobbying Campaign or Advancement of a Cause During Covid-19'

**The Association Excellence Awards 2021**

### Spreading the word

16,442 copies of PPC printed  
 PPC Now subscribers = **14,300** (+46%)  
**1.1M** reached via Facebook and Twitter  
**>34K** Likes, shares, retweets and comments  
 BPCA releases were picked up by hundreds of news agencies with a total circulation of **926M** (up **486%**!!)  
 Website visited **>2.2M** times (including the new PPC Online); **527k** pest advice hits

### Find a pest controller

**77,151** member profile views (+33%)  
**68,186** unique searches

### REWIND

BPCA put out **13** webinars and **7** digital forums - **4,428** people watched our videos live, and **66,300** rewatched them on YouTube - totalling **8,300** hours!

Average feedback **90%**

### Top ten PPC ONLINE articles

- 1 UK government confirms plans to ban rodent glue boards completely
- 2 Glue boards in England will be licenced rather than banned completely
- 3 Defra look to restrict glue traps for pest control in action plan for animal welfare
- 4 Fruit flies: Horizon 2020 project addresses major invasive pests
- 5 Girl, 11, dies in incident reportedly linked to 'pest control products'
- 6 Can rodents transmit Covid-19? A government report
- 7 HSE issues advice on Covid-19 disinfection services and warns of legal consequences
- 8 Legal teeth and rodent control update in 2021 Code of Best Practice
- 9 Natural England: gull control licence screening explained
- 10 Let's keep glue boards for professionals, says BPCA

**PestExtra**  
The pest management show online

VISITORS FROM AROUND THE WORLD: **1,780**

CPD POINTS ISSUED: **5,319**

SEMINAR SESSIONS WATCHED LIVE: **11,087**

Ratings: 93% General atmosphere, 98% Quality of seminars, 99% BPCA stand, 96% Exhibitor range, 90% Ease of navigation, 98% Staff helpfulness, 87% Scavenger hunt, 91% On-demand area, 84% Networking lounge

# TRAINING CALENDAR

## Courses and exams

| Course/exam  | From (£) | Exam | Start date    | Location            |
|--|----------|------|---------------|---------------------|
| <b>Level 2 Award in Pest Management (residential)</b>                                  | 1010     | ✓    | 05-10/06/2022 | Edinburgh (non-res) |
|  |          |      | 17-22/07/2022 | Stafford            |
|  |          |      | 11-16/09/2022 | Stafford            |
|  |          |      | 04-09/12/2022 | Stafford            |
|  |          |      |               |                     |
| <b>Principles of Pest Identification</b>   | 95       |      | 24/05/2022    | Online classroom    |
| <b>Bed Bug Control</b> <b>NOW ONLINE</b>   | 95       |      | 20/04/2022    | Online classroom    |
|  |          |      | 28/09/2022    |                     |
| <b>Certificate in Bird Management</b> <b>NOW ONLINE</b>                                | 95       | ✓    | 23/03/2022    | Online classroom    |
| <b>Stored Product Insects (SPIs) in Food Factory Environments</b>                      | 95       |      | 31/03/2022    | Online classroom    |
|  |          |      | 23/06/2022    |                     |
| <b>Introduction to Wildlife Management</b>   | 95       |      | 13/06/2022    | Online classroom    |
|  |          |      | 19/10/2022    |                     |
| <b>Becoming a Field Biologist or Technical Inspector</b>                               | 95       |      | 30/06/2022    | Online classroom    |
| <b>Starting and managing your own pest management business</b>                         | 95       |      | 04/05/2022    | Online classroom    |
|  |          |      | 03/08/2022    |                     |
| <b>Level 3 Award in Safe Use of Fumigants for the Management of Invertebrate Pests</b> | 780      |      | 06-10/06/2022 | Stafford            |
| <b>Fundamentals of Insect Pests</b>  | 55       |      | 19/05/2022    | Online classroom    |
|  |          |      | 26/10/2022    |                     |
| <b>Fundamentals of Rodent Pests</b>  | 55       |      | 01/09/2022    | Online classroom    |
|  |          |      | 24/11/2022    |                     |
| <b>Advanced Rodent Biology</b>   | 95       |      | 23/03/2022    | Online classroom    |
|  |          |      | 27/09/2022    |                     |
|  |          |      | 07/12/2022    |                     |
| <b>Waste Management</b>  | 95       |      | 09/03/2022    | Online classroom    |
| <b>Steps to Leadership</b>   | 190      |      | 24+31/03/2022 | Online classroom    |

## Exams only

| Exam  | From (£) | Start date   | Location          |
|---|----------|--------------|-------------------|
| <b>RSPH Level 2 Award in Pest Management</b>  | 155      | 29/04/2022   | Stafford          |
|   |          | 10/06/2022   | Edinburgh         |
|   |          | 22/07/2022   | Stafford          |
|   |          | 16/09/2022   | Stafford          |
|   |          | 09/12/2022   | Stafford          |
| <b>Technical Inspector Exam</b>   | 155      | 29/04/2022   | Stafford          |
|   |          | 10/06/2022   | Edinburgh         |
|   |          | 22/07/2022   | Stafford          |
| <b>RSPH Level 3 Award in the Safe Use of Fumigants for the Management of Invertebrate Pests</b> | 305      | 16/09/2022   | Stafford          |
|   |          | 09/12/2022   | Stafford          |
|   |          | 29/04/2022   | Stafford          |
| <b>NEW Certified Advanced Technician (CAT) in Pest Management</b>                               | 294      | Book anytime | <b>NOW ONLINE</b> |
|   |          |              |                   |

## Online learning

The flexible approach to pest control training, learn at your own pace at times to suit you [bpca.org.uk/online-learning](https://bpca.org.uk/online-learning)

|  | From (£) |
|--|----------|
| <b>Full Level 2 Award in Pest Management – online course</b> | 330      |
| <b>Using Rodenticides Safely – online course and exam</b>    | 75       |
| <b>Foundation Certificate in Pest Management</b>             | 55       |
| <b>Pest Awareness for Non-technical Staff</b>                |          |
| <b>Completing Risk Assessments</b> <b>PRICE DROP</b>         |          |
| <b>Working at Height</b>                                     |          |
| <b>Asbestos Awareness</b>                                    | 20       |
| <b>Manual Handling</b>                                       |          |
| <b>Ladder Safety</b>   |          |
| <b>COSHH</b>   |          |



**Enquiries and bookings**

[training@bpca.org.uk](mailto:training@bpca.org.uk)  
01332 225 113  
[bpca.org.uk/training](https://bpca.org.uk/training)

## Bulk booking discounts

We now offer discounts on bulk bookings for our Level 2 Award in Pest Management course, for both members and non-members: 0-2 licences – standard price; 3-9 licences – 20% discount; 10+ licences – 40% discount. Exam costs remain the same. Contact the training team to find out more.

## Terms and conditions

All costs are members only and exclude VAT. Venue details are provisional and may change – please check the BPCA website before booking. BPCA reserves the right to cancel a programme if insufficient bookings have been received. Delegates will be offered an alternative date or a full refund of the programme fee if a programme is cancelled. BPCA will not be liable for any costs incurred by the delegates.

BPCA

OFFICIAL  
SHOWGUIDE

# PestEX

16-17 March '22  
ExCeL, London

The pest management show [pestex.org](http://pestex.org)

WE'RE  
BACK!

WE  
PRO  
TECT



Connect and protect at PestEx: networking+trade hall+seminars+CPD

# THE POWER OF **iQ**

**AFFORDABLE & EFFICIENT  
RODENT MONITORING TECHNOLOGY.  
WHATEVER YOUR PROBLEM,  
**iQ** IS THE SOLUTION:**



**TRAPPER<sup>®</sup>  
T-Rex<sup>®</sup> iQ**



**TRAPPER<sup>®</sup> 24/7 iQ**



**Protecta<sup>®</sup>  
EVO PULSE<sup>™</sup> RAT iQ**



**Protecta<sup>®</sup>  
EVO PULSE<sup>™</sup> MOUSE iQ**

**COME AND VISIT STAND 27  
AT PESTEX 2022**

**iQ PRODUCTS**

**POWERED BY  
Bell  
SENSING TECHNOLOGIES<sup>®</sup>**



For information on how the Power of **iQ** products can enhance your rodent control service and solve problems at your accounts, contact your local Pest Control Distributor or visit [www.bellsensing.com](http://www.bellsensing.com)



# PESTEX'22: THE RETURN!



## PESTEX IS BACK!

That's right, after an unexpected three-year break (thanks to an infamous little virus that's been going around, you might have heard of it?) we're finally heading back to London this year.

We've been working hard to create a seminar programme to entice you all to our biggest live event, and with our new Spotlight Theatre we think we've cracked it.

We wanted to put you right at the heart of our PestEx agenda, which is why we invited pest controllers to present in the Spotlight Theatre (page 8). People will showcase their work, sharing case studies about how they dealt with difficult sites, customers and species.

In the same spirit, our trusty old Technical Theatre (page 10) is chock full of topics that you requested. There are sessions from pest management consultants, doctors and professors from universities sharing their studies and research projects, representatives from associated sectors and some really technical nitty gritty for those science fans out there!

The other half of PestEx is our fantastic exhibition hall, and our 80+ exhibitors (page 13) have been busy working on new products, organising fun competitions and putting together exclusive offers. Make your way around the hall and take in all that they have to offer, because without their support this event wouldn't be possible!

BPCA's stand has some fun things too! We're running a 'PROtect at PestEx' reaction game with some great prizes up for grabs, including a PS5 bundle.

We've got a sneak peek of a new project we're working on for training, which we're really excited to share with you. On top of that, we've some new staff members for you to meet, so please come along and say hello!

We're raising money for Dementia UK at the show, so pop by and help us support a worthy cause if you can. We have plenty of those popular BPCA tape measures, so why not grab one for your toolkit and pop a few pennies in the collection tin?

And the cherry on the top? Our coffee lounge will let you catch up with people you've not seen in years, plus finally meet those you've only ever seen over Zoom – PestEx is your chance to make those connections.

While PestExtra went better than we could have ever hoped (it's even up for an award, we'll keep you posted!) it was never going to replace our beloved PestEx.

So if you haven't already registered, hopefully you'll now agree that PestEx is the not-to-be-missed event of 2022 and you're opening up the website to register now!

Visit [pestex.org/register](https://pestex.org/register) to make sure you and your team are on the guest list and have that all-important free entry to our competition.

See you there!

Best wishes from BPCA's Events team.

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What can you learn at PestEx this year?  
Seminar schedule. . . . . 7  
Spotlight Theatre agenda . . . . . 8-10  
Technical Theatre agenda . . . . . 10-11

Who's exhibiting at PestEx?  
Exhibitor profiles. . . . . 13-19

Make the most of your visit. . . . . 21

## REASONS TO ATTEND

It's been far too long since we were all together - Zoom is great but we all need a good in-person catch up

CPD points galore - you can earn up to seven points per day, there's so much to learn!

Competitions and prize draws

Lots of exhibitors with some really exciting new products to show you - they've been busy working on new ideas while we've been away from ExCeL

Our renowned Technical Theatre, packed full of great new speakers

A brand new Spotlight Theatre for 2022

'PROtect at PestEx' with our reaction game and a chance to win a PS5 and other amazing prizes

BPCA turns 80 this year - come and help us celebrate!



While we hoped that Covid-19 would be a distant memory by now, unfortunately it's something we're continuing to adapt to. We're working with ExCeL, plus our suppliers and exhibitors, to make the show a safe environment for everyone involved.

If you have any concerns, visit our [pestex.org/covid-19](https://pestex.org/covid-19) or call +44 (0) 1332 225 111.

# EXHIBITORS AND FLOOR PLAN

|       |   |
|-------|---|
| 32    | <b>1ENV SOLUTIONS</b>                                     |
| 47    | <b>ADVANCED HYGIENICS</b>                                 |
| 50    | <b>AIRADIK</b>  |
| 16    | <b>AIRGUN TRAINING AND EDUCATION ORGANISATION (ATEO)</b>  |
| 11    | <b>AIROFOG MACHINERY</b>                                  |
| 75    | <b>ALCOCHEM HYGIENE</b>                                   |
| 71    | <b>ALDEF GLOBAL</b>                                       |
| 42    | <b>ANDERMATT BIOCONTROL UK</b>                            |
| 83    | <b>AP&amp;G CATCHMASTER</b>                               |
| 72    | <b>BÁBOLNA BIO</b>  |
| 61    | <b>BARKWITH ASSOCIATES</b>                                |
| 1     | <b>BARRETTINE ENVIRONMENTAL HEALTH</b>                    |
| 28+64 | <b>BASF</b>   |
| 34    | <b>BASIS PROMPT</b>                                       |
| 60    | <b>BAYER ENVIRONMENTAL SCIENCE</b>                        |
| 49    | <b>BBWEAR</b>   |
| 27    | <b>BELL LABORATORIES</b>                                  |
| 73    | <b>BIGCHANGE</b>  |
| 12    | <b>BIOGENIUS</b>  |
| 2     | <b>BOWER PRODUCTS</b>                                     |
| 65    | <b>BRADSHAW BENNETT</b>                                   |
| 90    | <b>BRANDENBURG UK</b>                                     |
| 38    | <b>BRITISH PEST CONTROL ASSOCIATION (BPCA)</b>            |
| 30    | <b>CALUMINO</b>   |
| 31A   | <b>CAMPAIGN AGAINST LIVING MISERABLY (CALM)</b>           |
| 57    | <b>CAMPAIGN FOR RESPONSIBLE RODENTICIDE USE (CRRU) UK</b> |
| 21    | <b>CLIVERTON INSURANCE BROKERS</b>                        |
| 44    | <b>DEADLINE PRODUCTS</b>                                  |
| 74    | <b>DEFENDER BIRD SPIKES (JONES AND SON)</b>               |
| 51    | <b>DQS UK</b>   |
| 77    | <b>EDIALUX PROFESSIONAL</b>                               |
| 4     | <b>EKOMMERCE</b>  |
| 19    | <b>EUROTRAP</b>   |
| 86    | <b>FEN PEST CONTROL</b>                                   |
| 45    | <b>GREENTRAPONLINE</b>                                    |
| 26    | <b>GSG URBANGUARD</b>                                     |
| 92    | <b>GULP BOX (LOMBARDA H)</b>                              |
| 23    | <b>HEATWORK</b>   |
| 69    | <b>HEIGHT FOR HIRE</b>                                    |
| 31B   | <b>HOCKLEY INTERNATIONAL</b>                              |
| 91B   | <b>HUCK NETS</b>  |
| 63    | <b>I2LRESEARCH</b>  |
| 76    | <b>IGEBA</b>  |
| 22    | <b>INPEST BY GEA</b>                                      |
| 85    | <b>INTERNATIONAL PEST CONTROL MAGAZINE (IPC)</b>          |
| 20    | <b>IRTÓ TRIÓ</b>  |

|     |  |
|-----|--|
| 5   | <b>KILLGERM CHEMICALS</b>  |
| 24  | <b>KNESS PEST DEFENSE</b>  |
| 81  | <b>LODI UK</b>   |
| 80  | <b>MESTO</b>   |
| 3   | <b>METEX</b>   |
| 39  | <b>MICROWAVE TECHNOLOGY</b>  |
| 79  | <b>MOUSESTOP</b>   |
| 94  | <b>NATIONAL PEST TECHNICIANS ASSOCIATION (NPTA) +<br/>PEST MANAGEMENT ALLIANCE (PMA)</b> |
| 70  | <b>ORMA</b>  |
| 48  | <b>PANKO</b>   |
| 66  | <b>PELGAR INTERNATIONAL</b>  |
| 78  | <b>PESTFIX</b>   |
| 41  | <b>PEST MAGAZINE</b>   |
| 84  | <b>PESTSCAN</b>  |
| 29  | <b>PEST TRADER</b>   |
| 54  | <b>PESTTRAIN</b>   |
| 7   | <b>PESTWEST ELECTRONICS</b>  |
| 37  | <b>PGH BEEGONE</b>   |
| 56  | <b>PLANET MARK</b>   |
| 14  | <b>PLASTDIVERSITY</b>  |
| 58  | <b>POLTI (UK)</b>  |
| 25  | <b>POWAIR</b>  |
| 13  | <b>PROPERTY INSPECT</b>  |
| 33  | <b>QUIMUNSA</b>  |
| 82  | <b>RATGATE</b>   |
| 59  | <b>RAT PAK PEST CONTROL PRODUCTS</b>   |
| 18  | <b>RAT TRAP UK</b>   |
| 43  | <b>RIGHT HOOK STUDIO</b>   |
| 36  | <b>ROYAL SOCIETY FOR PUBLIC HEALTH (RSPH)</b>  |
| 93  | <b>RUSSELL IPM</b>   |
| 46  | <b>SERVICETRACKER</b>  |
| 53  | <b>SM BURE</b>   |
| 62  | <b>SOLASKIRT</b>   |
| 9   | <b>SOLO SPRAYERS</b>   |
| 40  | <b>SPM GLOBAL</b>  |
| 52  | <b>SYNGENTA</b>  |
| 17  | <b>THERMOKIL</b>   |
| 35  | <b>TRAPLINKED</b>  |
| 6   | <b>TRÉCÉ</b>   |
| 88  | <b>UNICHEM</b>   |
| 91A | <b>UNIVERSAL SOLUTIONS</b>   |
| 87  | <b>VEBI TECH</b>   |
| 67  | <b>WOODSTREAM</b>  |
| 55  | <b>YANCO</b>   |

**38 BPCA**

**FIRE EXIT**

**39**  
MICROWAVE TECHNOLOGY

**FIRE EXIT**

**40** SPM GLOBAL  
**41** PEST MAGAZINE

**TECHNICAL THEATRE**  
sponsored by  
 **Advion**

**43** RIGHT HOOK  
**42** ANDER-MATT

**77**  
EDIALUX PROFESSIONAL

**37** PGH BEEGONE  
**36** RSPH  
**35** TRAP-LINKED  
**34** BASIS PROMPT  
**33** QUIJUNSA  
**32** 1ENV SOLUTIONS  
**31B** HOCKLEY INTERNATIONAL  
**31A** CALM  
**30** CALLMINO  
**29** PEST TRADER

**44** DEADLINE PRODUCTS  
**51** DQS UK  
**50** AIRADIK  
**49** BBWEAR  
**45** GREEN-TRAP-LINE  
**48** PANKO  
**46** SERVICE-TRACKER  
**47** ADVANCED HYGIENICS

**60**  
BAYER ENVIRONMENTAL SCIENCE

**72** BABOLNABIO  
**76** IGEBA  
**75** ALCOCHEM HYGIENE  
**73** BIGCHANGE  
**74** DEFENDER BIRD SPIKES (JONES AND SON)

**78** PESTFIX  
**79** MOUSE-STOP  
**80** MESTO

**87** VEBITECH  
**88** UNICHEM  
**89**  
**90** BRANDENBURG UK  
**91A** UNIVERSAL SOLUTIONS  
**91B** HUCKNETS  
**92** GULP BOX (LOMBARDAH)  
**93** RUSSELLIPM  
**94** NPFA + PMA

**52** SYNGENTA  
**53** SM BURE

**55** YANCO  
**61** BARKWITH ASSOCIATES  
**62** SOLASKIRT  
**63** IZLRE-SEARCH  
**65** BRAD-SHAW BENNETT  
**66** PELGAR INTERNATIONAL  
**64** BASF

**COFFEE LOUNGE**  
sponsored by  
 **Bell**  
**71** ALDEF GLOBAL  
**70** ORMA  
**67** WOODSTREAM  
**69** HEIGHT FOR HIRE

**81** LODI UK  
**82** RATGATE  
**86** FEN PEST CONTROL  
**85** IPC MAG  
**83** AP&G CATCH-MASTER  
**84** PESTSCAN

**56** PLANET MARK  
**54** PESTTRAIN  
**57** CRRU UK  
**59** RATPAK PEST CONTROL  
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**12** BIOGENIUS  
**13** PROPERTY INSPECT  
**7** PESTWEST ELECTRONICS  
**6** TRÉCÉ

**21** CLIVERTON INSURANCE  
**20** IRTÓ TRIÓ  
**19** EUROTRAP  
**18** RATRAP UK  
**14** PLAST DIVERSITY  
**16** ATEO  
**17** THERMOKIL

**SPOTLIGHT THEATRE**  
sponsored by  
 **EDIALUX**  
PROFESSIONAL PRODUCTS

**5**  
KILLGERM CHEMICALS

**4** EKOMMERCE  
**3** METEX  
**2** BOWER PRODUCTS  
**1** BARRETTINE ENVIRONMENTAL HEALTH

**ENTRANCE VIA REGISTRATION AREA**



## YOUR COMPETENT TEST INSTITUTE



ANALYTICS



EFFICACY



INSECTS



DEVELOPMENT

“We define competence as the creative combination of information and expertise in order to provide you as our customer with the best possible benefit to achieve your goals.”

Mike Bublitz – Managing Director



# SEMINAR SCHEDULE



Our silent seminar theatres return for 2022, with extra cleaning in place in between each session.

Alongside our popular Technical Theatre we've introduced the Spotlight Theatre, which aims to both shine a light on the important work that our industry does and on some emerging key topics.

Many of the sessions in the Spotlight Theatre will be led by pest controllers just like you, so you might see some names you recognise in the line-up!

## TECHNICAL THEATRE



### DAY ONE: Wednesday 16 March

|  |       |
|--|-------|
| UNDERSTANDING INDOXACARB - AN ACTIVE INGREDIENT IDEAL FOR PEST CONTROL                             | 09:30 |
| PAWS FOR THOUGHT - MEDICAL PROBLEMS AND INFECTIONS FROM PESTS                                      | 10:30 |
| THE SCIENCE OF SCENT: NEW APPROACHES FOR PEST CONTROL AND DISEASE DIAGNOSIS USING NATURE'S TOOLKIT | 11:30 |
| WOOD MICE: IMPORTANCE, BIOLOGY AND CONTROL   | 13:00 |
| RODENT ZOOSES - WHAT NEXT?   | 14:00 |
| WHAT'S THAT BEETLE?: IDENTIFICATION SIMPLIFICATION   | 15:00 |
| WOOD DESTROYING INSECTS IN BUILDINGS   | 16:00 |

### DAY TWO: Thursday 17 March

|   |       |
|---|-------|
| PHYSIOLOGICAL AND GENETIC RESISTANCE IN RODENTS | 09:30 |
| THREE DECADES IN WILDLIFE MANAGEMENT            | 10:30 |
| ANIMAL WELFARE IMPACTS IN NORWAY RAT MANAGEMENT | 11:30 |
| FORMULATION IS KEY IN RODENT CONTROL            | 13:00 |
| PEST CONTROL MYTHBUSTERS 2: NOW IT'S PERSONAL   | 14:00 |
| ASIAN HORNET NEST DESTRUCTION                   | 15:00 |

## SPOTLIGHT THEATRE



### DAY ONE: Wednesday 16 March

|  |       |
|--|-------|
| ENVIRONMENTAL RISK ASSESSMENTS   | 09:30 |
| CASE STUDY: PRACTICAL TIPS TO HELP YOU START ON YOUR SUSTAINABILITY JOURNEY                  | 10:15 |
| LOCAL SERVICE ADS - LEAD GENERATION FOR LOCAL CUSTOMERS                                      | 11:15 |
| PSYCHOLOGICAL FITNESS AND WHAT THE PEST CONTROL SECTOR CAN LEARN FROM THE MILITARY COMMUNITY | 12:00 |
| HOW PRODUCTS ARE BORN - LAUNCHING REGULATED PRODUCTS IN THE PEST CONTROL SECTOR              | 13:00 |
| PANEL DISCUSSION: LICENSING IS COMING - LOOK BUSY!   | 14:00 |
| CRRU FIVE-YEAR REVIEW  | 15:00 |
| CASE STUDY: DIGITAL PEST MANAGEMENT FOR NOW AND THE FUTURE                                   | 16:00 |

### DAY TWO: Thursday 17 March

|   |       |
|---|-------|
| CASE STUDY: USING SELONTRA® TO COMBAT AN EXTREME INFESTATION AT AN ARAB HORSE STABLE                        | 09:30 |
| CASE STUDY: POST-PANDEMIC PEST MANAGEMENT   | 10:30 |
| CASE STUDY: THE LIFE OF A PEST CONTROLLER IN AFGHANISTAN  | 11:15 |
| CASE STUDY: AN ON-THE-GROUND VIEW OF PEST CONTROL STAFF TRAINING - CHALLENGES AND SUCCESSES                 | 12:00 |
| CASE STUDY: PREVENTATIVE BIRD CONTROL MEASURES  | 13:00 |
| CASE STUDY: CHALLENGES OF EPHESTIA SP MOTH IN CEREAL MANUFACTURING  | 14:00 |
| CASE STUDY: WHEN THE HEAT IS ON - CONTROL OF CHRONIC INFESTATION OF GERMAN COCKROACHES IN THE FOOD INDUSTRY | 15:00 |



**SNAG SOME CPD POINTS**



**BPCA Registered**  
Each seminar session will be worth one CPD point with a maximum of seven points available per day.

Don't forget to include your CPD number when you register for the event, to ensure we can scan your seminar attendance on the day.



**Basis Prompt**  
One point for each seminar, two points for attending the show. Members are able to gain a maximum of seven points per day (five for seminars and two for attending the show).

# SPOTLIGHT THEATRE AGENDA



All seminars are completely free and open to everyone.

**WHAT CAN YOU LEARN AT PESTEX THIS YEAR?**

**Our seminar programme aims to provide a packed schedule full of talks delivered by industry experts, to make sure you leave PestEx that little bit better informed and with lots to think about.**

**09.30 - 10.00**

**DAY ONE - MARCH 16**

## ENVIRONMENTAL RISK ASSESSMENTS



Presented by Natalie Bungay (BPCA) and John Horsley (BPCA)

All anticoagulant rodenticides fail theoretical regulatory environmental risk assessments due to their characteristics of toxicity and persistence in the environment. It is important to remember that this does not mean that they cannot be used, but, proper use depends on the thorough and careful application of environmental risk mitigation measures. In this session, Nat and John will go through what the legal and professional responsibilities are when using rodenticides outside with a strong desire to get the room talking and asking questions.

**10.15 - 11.00**

## CASE STUDY: PRACTICAL TIPS TO HELP YOU START ON YOUR SUSTAINABILITY JOURNEY



On the panel: Steve Malkin (Planet Mark) and Nicholas Illidge (Shield Pest Control)

This session will provide attendees with the tools needed to take the first steps on their sustainability journey, showcase the actions they can take to improve their environmental credentials and illustrate examples of how they can engage with their employees and other stakeholders throughout the process.

**11.15 - 11.45**

## LOCAL SERVICE ADS - LEAD GENERATION FOR LOCAL CUSTOMERS



Presented by Charles-Antoine de Leiris, (Google)

An introduction to Local Services Ads, Google's new advertising solution for local service providers: how it works, its benefits for pest control professionals and a quick 'how to' succeed with Local Services Ads.

**12.00 - 12.45**

## PSYCHOLOGICAL FITNESS AND WHAT THE PEST CONTROL SECTOR CAN LEARN FROM THE MILITARY COMMUNITY



Presented by Michael Coates (Combat Pest Control)

In this session we will discuss the benefits of purpose driven teams, how to develop a psychological six-pack, why the understanding of human suffering started with a rat, and how we can grow and develop after trauma.

**13.00 - 13.45**

## HOW PRODUCTS ARE BORN - LAUNCHING REGULATED PRODUCTS IN THE PEST CONTROL SECTOR



Presented by Jim Kirk (Deadline Products), Dawn Kirby (Rentokil), Alex Wade (Wade Environmental)

Issues like label changes and product withdrawals can cause pest controllers real problems in the field. The fact that the reasons behind these are not always immediately apparent can be frustrating.

This session is a whistlestop tour around the lifecycle of a biocidal product within the pest control industry. From the early stages of the development process, through developing a data pack and the assessment of these by the relevant authority, through to the outputs of this process and how it then affects the pest controllers who use it.

**14.00 - 14.45**

## PESTEX PANEL DISCUSSION: LICENSING IS COMING - LOOK BUSY!



Led by Ian Andrew (BPCA)

Papers, please!

Pest professionals already operate under certain licensed conditions for some of the work we do, such as bird control and Gliis gliis.

Rodenticide stewardship and other voluntary qualification checks at the point of sale are established already. Formal licensing requirements are likely to broaden further with glue board licensing on the horizon.

Is it better that the activities of a pest professional are licensed on a piecemeal basis?

There are many more pest management activities that could have more serious outcomes if done unsafely.

Should it be the pest technician who is licensed rather than just some of the activities they undertake? Should professional products only be available to trained users?

We now have a Europe-wide definition of a pest management professional, which BPCA has adopted. This requires certain levels of training, qualification, CPD and a demonstration of competence ie whether or not you can do the job well.

This session will outline some of BPCA's work in this area and allow you to question the panel on the next steps.

**CPD**

**14 CPD POINTS UP FOR GRABS DURING PESTEX!**

**15.00 - 15.45**

## CRRU FIVE-YEAR REVIEW



Presented by Dr Alan Buckle (CRRU)

When the UK Rodenticide Stewardship Review started in 2016, HSE stated that a detailed review would be conducted after five years. Accordingly, CRRU submitted a review report and attended a meeting with the Government Oversight Group in May 2021.

This presentation will show the information CRRU presented to the government and discuss what has gone well and what not so well. An immediate response from the government was that, although the regime remained fit-for-purpose throughout the five years, a key target for the reduction of wildlife exposure to second-generation anticoagulants was not met. Further government response is awaited.



**16.00 - 16.45**

**CASE STUDY: DIGITAL PEST MANAGEMENT FOR NOW AND THE FUTURE**



Presented by the Bayer DPM Team

A discussion surrounding the emergence of digital rodent monitoring solutions in the UK.

The team will present a short case study focusing on the experience of one customer, that has integrated Bayer's cloud-based remote rodent monitoring system, DPM.

**09.30 - 10.15**

**DAY TWO - MARCH 17**

**CASE STUDY: USING SELONTRA® TO COMBAT AN EXTREME INFESTATION AT AN ARAB HORSE STABLE**



Presented by Oliver Madge, Helen Hall (BASF) and Lance Moeller (JLM Pest Control Solutions)

When Lance Moeller, the owner of pest control specialists JLM Pest Control, was called to the stables of eight prize Arab horses, he was faced with the worst infestation he had seen in twenty years.

Upon arrival, he found that stable owners were feeding around 300 rodents on a field behind the buildings in a bid to keep them out of the food stores and stables, only worsening the issue.

In this session, industry consultant Oliver Madge will be joined by BASF expert Helen Hall and Lance Moeller to share the case study and discuss how Lance brought the infestation under control using Selontra®.

The BASF team will also share insights into the unique 7-2-7 speed baiting technique which JLM Pest Control used to control the infestation in a clever two-phased approach, tackling the outhouses and stables first and then moving to the colony's nest inside the loft of the main house.

**10.30 - 11.00**

**CASE STUDY: POST-PANDEMIC PEST MANAGEMENT**



Presented by Paul Cooper (London Network for Pest Solutions)

Pest control companies were thrust into the pandemic and most had not planned for it. It was a shock for the industry, so while we all smiled and showed a strong side, we knew we were presiding over a big problem in the industry.

We stopped hearing the phones ringing, our customers closed their doors and the money stopped coming in, but bills needed paying, offices maintained and some customers still needed our services.

Some businesses decided to redirect staff into doing sanitisation work, others turned off the phones and hoped for the best.

At a time of incredible turmoil and uncertainty Paul Cooper will talk about his company's approach to the pandemic: retraining staff at short notice, understanding the minefield called furlough and an almost daily shifting change to central government guidance.

He'll look at how an industry that plans, often a year in advance, was turned upside down overnight, but in the process created some unsung heroes, whether it be staff doing food runs, sanitisation work, covering shortages of PPE, struggling to keep our customers pest free, or supporting people that had lost someone due to Covid-19.

Paul will then turn the talk over to the audience: what did we learn, what did we do wrong, what could we do better, what did you do?

**11.15 - 11.45**

**CASE STUDY: THE LIFE OF A PEST CONTROLLER IN AFGHANISTAN**



Presented by Neil Wotherspoon (Elite Pest Management)

Neil will talk about his experiences whilst in Afghanistan, what his pest control duties were, the different species of pests encountered and how they dealt with them.

**12.00 - 12.45**

**CASE STUDY: AN ON-THE-GROUND VIEW OF PEST CONTROL STAFF TRAINING - CHALLENGES AND SUCCESSES**



Presented by Dr Matthew Davies (Killgerm) and Chris Davis (Cleankill Environmental Services)

This session will outline the reasons why everyone in your organisation would benefit from a full, well organised training programme for new recruits. The speakers will illustrate how to put together a full training programme that will include: on-going assessment; basic health and safety awareness training; weekly testing; regular field accompaniment by senior staff; quality assessment of their work once they are out on their own.

Getting things right with a well-organised induction on day one, and making a really positive initial impact with your new staff, can make a huge difference in the level of commitment to your business that they will go on to demonstrate.

**13.00 - 13.45**

**CASE STUDY: PREVENTATIVE BIRD CONTROL MEASURES**



Presented by Chris Frappell (PestFix) and Sean Byrne (EWS Group)

Using laser bird dispersal technology as a preventative, rather than reactionary, bird control method. A new building for Greggs needed the roof protecting before birds decided to make it their new home. No two sites are the same, and this one had important factors to consider. With EWS Group and PestFix working together a tailor-made solution was produced.

**CONTINUED** ▶

**SEMINAR TOP TIPS**

**ARRIVE EARLY**

The seminar theatres have limited seating and are first come, first served.

**TAKE NOTES**

And not just in the seminars! You should be jotting down all the interesting products you've seen, snippets from presentations you've heard and the names of those new contacts you've made.

**ASK QUESTIONS**

There's no better place to have all your pest related queries answered than PestEx. How often do you have the biggest names in pest management from around the world in the same room?



**14.00 - 14.45**

## CASE STUDY: CHALLENGES OF EPHESTIA SP MOTH IN CEREAL MANUFACTURING



Presented by Ashley Gore (Check Services)

This talk will look at the management of moth activity on a large multi-unit production facility. It will focus on Ephestia sp control; the challenges encountered due to the complexity and number of parties involved in a large modern manufacturing site (eg contract cleaners, site production staff and engineering) and how to successfully overcome these. It will also touch on the impact a hygiene 'change' can have on the level of pest activity. Ashley will show data trends and how they can be analysed to give clear and accurate information to the client, to facilitate targeted use of resources, as well as how pest control can support with a range of treatment options to aid an effective IPM programme.

**15.00 - 15.45**

## CASE STUDY: WHEN THE HEAT IS ON - CONTROL OF CHRONIC INFESTATION OF GERMAN COCKROACHES IN THE FOOD INDUSTRY



Presented by John Stewart (Edialux Technical Team)

A multi-faceted (integrated pest management) approach to pest control. A case study where heat alone was used to resolve a German cockroach infestation and failed in a large plant bakery.

The infestation was resolved with pest knowledge, understanding of building structure and a targeted approach.

**DAY ONE - MARCH 16**

**09.30 - 10.15**

## UNDERSTANDING INDOXACARB - AN ACTIVE INGREDIENT IDEAL FOR PEST CONTROL



Presented by Daniel Lightfoot (Syngenta) and Tim Bloomer (Killgerm)

Indoxacarb is a novel active ingredient with unique bio-activation properties, which make it ideal for pest control. Daniel Lightfoot and Tim Bloomer provide a practical and technical analysis of how the active ingredient works, and compare this to what pest controllers today want from an insecticide.

**10.30 - 11.15**

## PAWS FOR THOUGHT - MEDICAL PROBLEMS AND INFECTIONS FROM PESTS



Presented by Dr Alex Kew (University College London Hospitals)

This talk will cover the medical problems and infections that people can catch from pests and other animals and how these are treated.

**11.30 - 12.15**

## THE SCIENCE OF SCENT: NEW APPROACHES FOR PEST CONTROL AND DISEASE DIAGNOSIS USING NATURE'S TOOLKIT



Presented by Dr Vanessa Chen-Hussey (BugScents)

Arctech Innovation launched BugScents last year, the culmination of a decade of cutting edge scientific research. Bed bug aggregation pheromones were isolated, identified and synthesised to produce a lure that changed the way bed bug surveillance is carried out. Arctech Innovation is now working on bringing a range of new products through to market, based on the unique smell of disease. Sensors can now be built that can detect whether a person has malaria, or Covid-19. Synthetic malaria odours can make a powerful mosquito lure, which like BugScents can add to the pest surveillance tool kit.

**13.00 - 13.45**

## WOOD MICE: IMPORTANCE, BIOLOGY AND CONTROL



Presented by Paul Westgate (Veritas Pest Consultancy)

During this session Paul Westgate, Managing Director of Veritas Pest Consultancy, will help all involved with professional pest management to refresh their knowledge of these rodents. He will review strategies available for their control and help you understand why knowledge of wood mice is so important for professional pest controllers.

**14.00 - 14.45**

## RODENT ZOOZOSES - WHAT NEXT?



Presented by Professor Mark Viney (University of Liverpool)

Humans have a long history of acquiring infections from animals – so-called zoonotic infections – the Covid-19 pandemic is just the most recent example in a long list of zoonoses. But as the human population becomes ever more urbanised, then there is a continuing potential for zoonoses from rodent pests. This talk will look at what causes zoonoses, and will speculate on their risk from commensal rodents.

**15.00 - 15.45**

## WHAT'S THAT BEETLE? IDENTIFICATION SIMPLIFICATION



Presented by Grahame Turner (PestAcuity)

A look at the ways to identify groups of pest beetles by their common characteristics to help narrow down their identification.





16.00 - 16.45

### WOOD DESTROYING INSECTS IN BUILDINGS



Presented by James Berry (Property Care Association)

There are a number of wood destroying insects in the UK, but typically only a handful have adapted to existing within the built environment. Their appearance is likely to cause the homeowner a great deal of concern. One of the most significant stages is establishing the viability of the infestation. This presentation highlights the tell-tale signs of the more common and significant beetles.

09.30 - 10.15

DAY TWO - MARCH 17

### PHYSIOLOGICAL AND GENETIC RESISTANCE IN RODENTS



Presented by Kunal Puri (Precision Pest Management)

Anticoagulant-resistant rodent populations have been reported from many countries and pose a considerable problem for pest control. Resistance is transmitted as an autosomal dominant trait although, until recently, the basic genetic mutation was unknown.

10.30 - 11.15

### THREE DECADES IN WILDLIFE MANAGEMENT



Presented by Paul Butt (former wildlife consultant)

I consider myself fortunate throughout my career to have been involved in a wide range of wildlife management and vertebrate species cases. This role did not make me an expert but the experience gained certainly helped in taking a broad view and perspective. Challenging at times, with many frustrations but ultimately memorable and rewarding.

Generally, resolving the problems that arose were straightforward; dealing with the diverse groups and individuals required different skills, more patience and a measure of tact!

My presentation seeks to cover some of the highlights (and possibly low points!) by reference to case and incident histories.

11.30 - 12.15

### ANIMAL WELFARE IMPACTS IN NORWAY RAT MANAGEMENT



Presented by Dr Sandra Baker (University of Oxford)

Rats are one of the most significant pests globally and they are widely managed. There is increasing focus on the welfare of sentient wildlife, including vertebrate pests, and yet there is little data on the welfare impacts of rat management methods to assist in decision-making.

This study involved formal welfare assessments of six rat management methods using a welfare assessment model. The methods assessed were anticoagulants, cholecalciferol, non-toxic cellulose baits, snap traps, cage traps and glue traps. Assessments were made by a group of 15 stakeholders - experts in rodent management, rodent biology, wildlife management, animal welfare science, and veterinary science and medicine.

Sandra will present the results of this work including the relative welfare impacts of the six methods, ways these impacts might be reduced and gaps in knowledge that need to be addressed by future research.

13.00 - 13.45

### FORMULATION IS KEY IN RODENT CONTROL



Presented by Dr Kai Sievert (Syngenta)

Rodents are challenging pests to control. Although the highly effective second-generation anticoagulant rodenticides such as Brodifacoum, Difethialone, and Flocoumafen can control every rodent strain regardless of the resistance detected, the task is to persuade mice and rats to eat the bait.

To complicate the matter further, PCOs work in various environments that present different challenges which have to be considered for effective rodenticide use. In response, the industry has carefully developed several formulations designed to perform in various situations and environments.

In this presentation, Dr Kai Sievert provides an insight into the best-use cases for several rodenticide formulations and how they can be advantageous to rodent control programmes.

14.00 - 14.45

### PEST CONTROL MYTHBUSTERS 2: NOW IT'S PERSONAL



Presented by Alex Wade and Dr Jonathan Wade (Wade Environmental)

Finding the facts in fiction while dispelling some of the myths that forever seem to plague our industry.

Experiments, demonstrations as well as some light relief will be on offer as the directors of Wade Environmental try to put some of these pervasive old wives' tales to bed for good.

15.00 - 15.45

### ASIAN HORNET NEST DESTRUCTION



Presented by Robert Moon (Applicateur 3D)

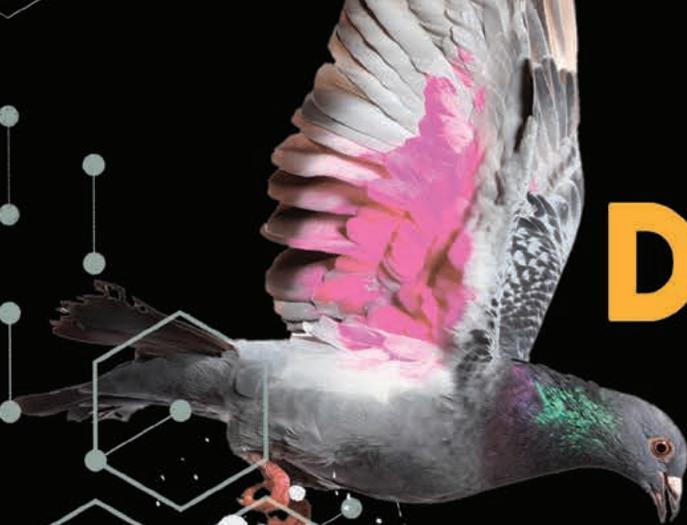
The Asian hornet arrived in France via Bordeaux in 2004, carried over in a shipment from

China. At first nobody knew what to do with them, so it was left to local farmers to blast them out of trees with their 12 bore shotguns, which unsurprisingly led to their rapid spread throughout France.

Robert Moon was in the right place at the right time. After the pompiers stopped destroying Asian hornet nests in 2014, he was contacted along with several other pest controllers, to form a specialist squad to destroy all Asian hornet nests located within our area.

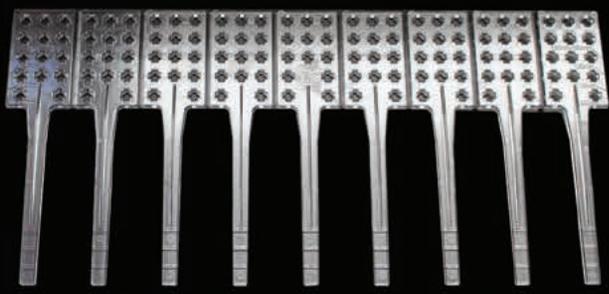
He has been working with manufacturers of clothing and materials in the UK, France and beyond, testing their products specifically regarding their efficacy against Asian hornets. He has also brokered international communications to help in their elimination, as an invasive species.

In this talk he will explain why the Asian hornet should not be left to unqualified hobbyists, and the need to train already qualified pest controllers in the methods of destruction, with the maximum protection to the operative, environment and the local population.

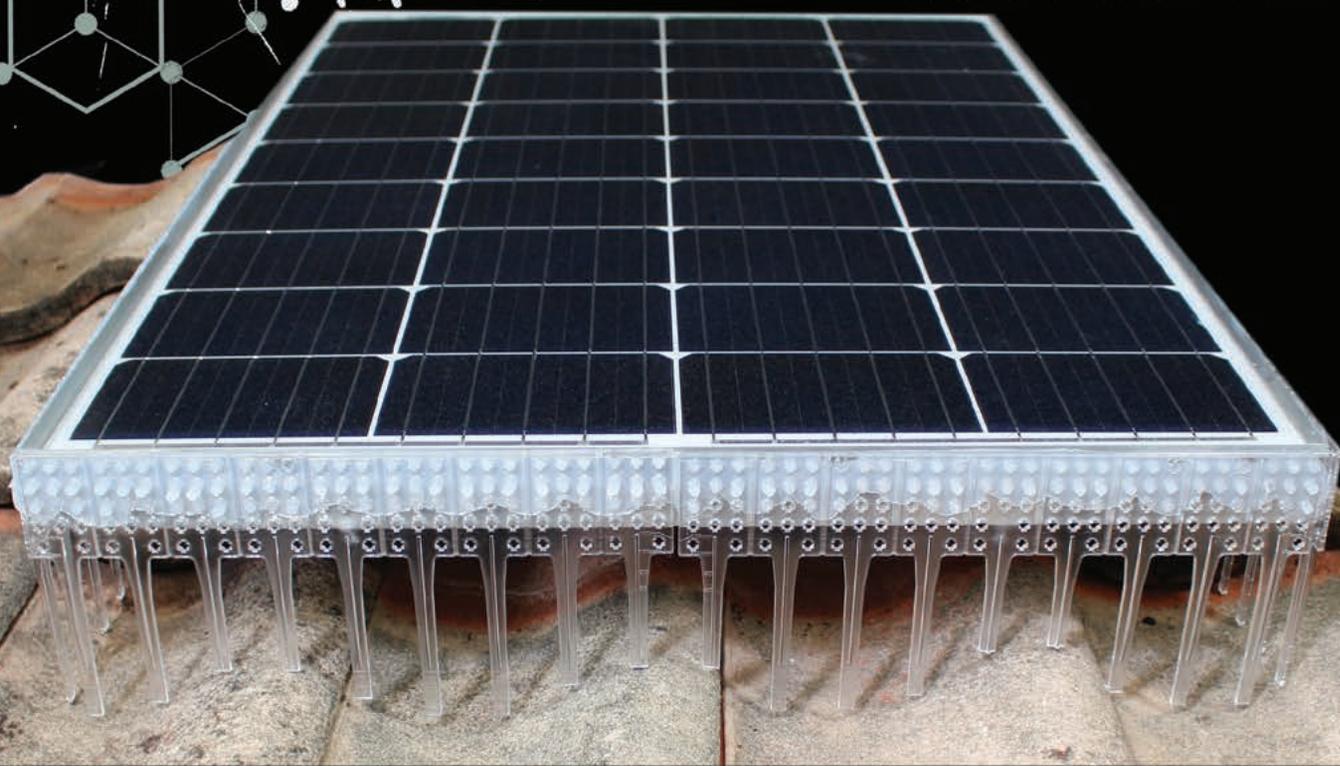


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# GADGETS AND GIZMOS APLENTY! WHO'S EXHIBITING AT PESTEX'22?



## 1env Solutions

STAND 32

+44 (0)1702 525202

1env.com  
sales@1env.com

1env Solutions is one of the UK's leading manufacturers and distributors of traditional, innovative and exclusive pest control products to the professional market. 1env Solutions has built a reputation for producing the highest quality products, delivering world class customer service, providing leading technical support and running the highest standard training courses.



ADVANCED HYGIENICS

## Advanced Hygienics

STAND 47

+44 (0)1903 895444

advancedhygienics.co.uk  
sales@advancedhygienics.co.uk

Do you offer cleaning services? Advanced Hygienics, operating out of West Sussex, provides professional and eco-friendly hygiene and janitorial products and services nationwide, whether you are a small business owner or a large corporation. Our product range has been specifically selected for its exceptional quality or significant environmentally friendly status so that your home or business is kept clean, sanitary and fresh.



## Airadik

STAND 50

+33 6 45 95 52 06

airadik@perche-lance-telescopique.fr  
koura@perche-lance-telescopique.fr

French manufacturer of multitask carbon fibre telescopic poles, which can deploy up to 30 metres. Perfect tool to fight against the Asian hornet. Light and rigid adaptable for many different tools.



## Airgun Training and Education Organisation (ATEO)

STAND 16

+44 (0)7761 237 633

ateo.org.uk  
dave@ateo.org.uk

Airgun training for the professional pest controller. Do you have an SOP for using your air rifle? SOP for Charging PCPs? Are you able to prove due diligence with trained staff and a robust operating procedure? If not, talk to us - we provide bespoke training to many blue chip companies.



## Airofog Machinery

STAND 11

+86 21 5190 5296

airofog.com  
airofog@airofog.com

Airofog Machinery Co. Ltd. manufactures a comprehensive range of professional equipment, from 0.5L-14L compression sprayers to ULV and thermal foggers. Airofog products are the combination of advanced German engineering and strong Chinese manufacturing capability. Its factory implements a quality management system and has been ISO certified by TÜV Rheinland since 2005.



## Alcochem Hygiene

STAND 75

+31 (0)33 299 4139

insect-trap.net  
ronald.anlierop@alcochem.com

OMNIVEO, flexible monitoring of flying insects. To assist the pest control market in their quest for better and faster information on the flying insect infestation level in any premises. Alcochem Hygiene has developed an insect counting system, which can count insects and provide info on this in real time.



## Aldef Global

STAND 71

+48 508 873 295

aldefglobal.com  
info@aldefglobal.com

Aldef Global is a Polish company mainly focused on the pest control Industry (consultancy, trading, development and introduction of new products in the market). During the show, we will present our line of cardboard and plastic rodent stations, insect traps and non-toxic attractants.



## Andermatt Biocontrol UK

STAND 42

+44 (0)1273 082195

andermttuk.com  
contact@andermttuk.com

Bed bugs are forever a problem, their treatment a constant battle. Whether looking for long-term prevention, adding value to a treatment package or saving costs of post-treatment return visits, InsectoSec® Tape can help. Launching InsectoSec® Tape! Bed bug treatment innovation from biological manufacturers Andermatt and bed bug experts Nattaro Labs.



## AP&G Catchmaster

STAND 83

+1 718 492 3648

catchmasterpro.com  
sean@catchmaster.com

AP&G Catchmaster is a worldwide leading manufacturer and has offered innovative and high-quality products to the professional pest management industry for over 50 years. The Catchmaster brand is a symbol for quality and reliability. Please visit us at our booth to find out about our new products.



## Babolna Bio

STAND 72

+36 1 432 0400

babolna-bio.com  
info@babolna-bio.com

Babolna Bio has offered its customers in over 50 countries a wide and continuously renewing range of biocidal products. S-methoprene IGR active ingredient is approved for use in biocidal products for PT 18. Babolna Bio developed and will show a wide range of S-methoprene based products against many insects like bed bugs, fleas, flies, mosquitoes, supported with product dossiers.



## Barkwith Associates

STAND 61

+44 (0)1673 885 333

barkwithassociates.com  
info@barkwithassociates.com

From clients looking for their first entry into the UK and Europe to global players, we offer more than just regulatory compliance. Our experience and knowledge extends to market research and scoping, product development and project planning. However, our true independence ensures we commission external resources that match your requirements... not ours!



## Barrettine Environmental Health

STAND 1

+44 (0)117 967 2222

barrettineenv.co.uk  
beh@barrettine.co.uk

When seeking a competitive advantage, our clients look to Barrettine to provide the most effective pest control solutions available. Barrettine works closely with all major brands while working hard to deliver our own market-leading products to ensure you have the best products at great prices.



## BASF

STAND 28 + 64

+44 (0)7786 660 634  
pestcontrol.basf.co.uk  
pestinfo@basf.com

BASF Professional and Speciality Solutions: enabling the most effective solutions to your pest problems. We provide the strongest portfolio of research-based pest control products, systems and support to solve your rodent and insect problems as cost effectively as possible. Our portfolio includes leading brands: Selontra®, Storm®, Neosorexa®, Goliath® and Formidor®.



## Basis Prompt

STAND 34

+44 (0)1335 301311  
basis-prompt.co.uk  
prompt@basis-reg.co.uk

The PROMPT Register is an independent industry recognised register of professional pest controllers. All PROMPT Register members are not only required to hold a recognised professional qualification in pest management but must also complete significant annual Continuing Professional Development to ensure their knowledge is up-to-date.



## Bayer Environmental Science

STAND 60

+44 (0)800 1214 9451  
environmentalscience.bayer.co.uk  
pestsolutions@bayer.com

Bayer operates in the sectors of professional pest control, rural hygiene and the protection of stored grain. Key brands include: K-Obiol EC25 and K-Obiol ULV for the treatment of grain stores and the protection of stored grain; Racumin, Rodilon and Harmonix for the monitoring and treatment of rodents; and Ficom D and K-Othrine® Partix™; insecticides offering broad spectrum, effective control, as well as many more.



## BBwear

STAND 49

+44 (0)1872 562731  
bbwear.co.uk  
shop@bbwear.co.uk

Creators of the most sting-proof suit on the market. Ventilated, with 5mm sting protection, the award winning BBwear Ultra Suit is the best defence against hornets, wasps and bees. A family business with 21 years' experience manufacturing high quality protection for beekeepers and pest controllers.



## Bell Laboratories

STAND 27

+1 608 241 0202  
bellsensing.com  
emea@belllabs.com

Bell Laboratories has developed a complete line of products – rodenticides, tamper-resistant bait stations, non-poisonous glue boards, mechanical traps and attractants – to control rodents in any situation. Bell Sensing Technologies develops and supports a technology platform for iQ™ products, built around a proprietary app and portal that communicates with iQ™ products by reporting on rodent activity.



## BigChange

STAND 73

+44 (0)113 457 1000  
bigchange.com  
info@bigchange.com

BigChange is the complete job management platform for the pest control industry. It brings together CRM, job scheduling, live tracking, field resource management, financial management and business intelligence into one simple and easy to integrate platform. BigChange eliminates paperwork, providing real-time 24/7 visibility of jobs and instant reporting to customers.



## BioGenius

STAND 12

+49 151 16887532  
biogenius.de

alexander.bruX@biogenius.de

Since 2005, BioGenius has supported customers with analytical, physico-chemical and efficacy data packages according to national and international product authorisation requirements like Biocidal Product Regulation (BPR) 528/2012. Our numerous specialties include shelf life studies as well as tests of safety relevant data and efficacy tests for insecticides and disinfectants.



## Bower Products

STAND 2

+44 (0)208 903 0983  
sales@bower.co.uk  
bower.co.uk

Bower has been manufacturing from its UK plant for 40 years – most notably its range of Insect-a-Clear fly control machines, and other bespoke pest and hygiene-related product lines. It now also distributes probably the largest range of UV lamps in Europe. Come and see the ever-expanding range of LED units!



### Taking the Sting Out of It!

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Long Life Guarantee

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w. [pestcontrol.bbwear.co.uk](http://pestcontrol.bbwear.co.uk)

t. +44 (0)1872 562731





## Bradshaw Bennett

STAND 65

+44 (0)1625 505870

[pestcontrolinsurance.co.uk](http://pestcontrolinsurance.co.uk)  
[info@pestcontrolinsurance.co.uk](mailto:info@pestcontrolinsurance.co.uk)

Bradshaw Bennett has arranged insurance protection for the pest control industry for over 40 years. We understand the risks you face and provide a comprehensive insurance package to meet the needs of pest controllers. Please come and have a chat with our experts on stand 65.



## Brandenburg UK

STAND 90

+44 (0)1384 472 900

[b-one.com](http://b-one.com)  
[enquiries@b-one.com](mailto:enquiries@b-one.com)

Brandenburg is the world's leading provider of innovative flying insect solutions. It consistently produces best-in-class products and technologies with vertically integrated manufacturing and in-house facilities. With a legacy of over 70 years, Brandenburg gained a global reputation with its wide range of products delivered to over 140 countries through an international distributor network.



## British Pest Control Association (BPCA)

STAND 38

+44 (0)1332 294 288

[bpca.org.uk](http://bpca.org.uk)  
[enquiry@bpca.org.uk](mailto:enquiry@bpca.org.uk)

BPCA is the UK's leading trade association for pest control. We provide support and a voice within the sector to over 700 member companies and 3,000 affiliates. If you're a professional pest management company, it makes good sense to join the leading trade association for the pest control industry in the UK.



## Calumino

STAND 30

+61 2 8001 6470

[calumino.com](http://calumino.com)  
[info@calumino.com](mailto:info@calumino.com)

MP High Tech Solution (dba Calumino) is a Sydney, Australia based technology company. The company developed an innovative thermal sensor with affordable price, as well as superb data accuracy. The company also provides an AI engine to monitor humans, animals, and fire.



## Campaign Against Living Miserably (CALM)

STAND 31A

+44 (0)800 585858

[thecalmzone.net](http://thecalmzone.net)

We're CALM and we're united against suicide. That means standing against feeling down, standing up to stereotypes, and standing together to show life is always worth living. Stand with us. Join the campaign and help us make sure everyone gets the support they need, no matter what.



## Campaign for Responsible Rodenticide Use (CRRU) UK

STAND 57

+44 (0)1924 268 433

[thinkwildlife.org/crru-uk](http://thinkwildlife.org/crru-uk)  
[office@thinkwildlife.org](mailto:office@thinkwildlife.org)

CRRU UK is funded by industry, representing >30 stakeholder organisations, to promote best practice in rodent control. CRRU co-ordinates the UK Rodenticide Stewardship Regime to reduce exposure of wildlife to rodenticides and thereby meet objectives set by the UK Competent Authority for Biocides, the Health and Safety Executive.



## Cliverton Insurance Brokers

STAND 21

+44 (0)1328 857921

[cliverton.co.uk](http://cliverton.co.uk)  
[info@cliverton.co.uk](mailto:info@cliverton.co.uk)

Cliverton has been providing specialist insurance products for almost 50 years to animal trade businesses such as pest controllers, security guards, pet minders and walkers, groomers, trainers and boarding kennels and catteries. We're a Chartered Insurance Broker and won Schemes Broker of the Year in 2018 by Insurance Age Magazine.



## Deadline Products

STAND 44

+44 (0)151 548 5050

[deadlineproducts.com](http://deadlineproducts.com)

The Deadline Product range provides solutions for tracking, proofing and eliminating pests. All of our products are suitable for use in commercial and domestic properties by professional pest controllers. Our team is here to support you, please get in touch.



## Defender Bird Spikes (Jones and Sons)

STAND 74

+44 (0)1626 835 055

[birdspikesonline.co.uk](http://birdspikesonline.co.uk)  
[trade@jonesandson.co.uk](mailto:trade@jonesandson.co.uk)

Defender Bird Spikes is a family business, manufacturing Defender Bird Spikes in Devon for over 20 years. Defender Bird Spikes are deterrents to stop pigeons and seagulls landing on roofs, ridges, ledges, in fact any area that birds are a problem.



## DQS UK

STAND 51

+44 (0)845 467 0126

[dqs-uk.com](http://dqs-uk.com)  
[bd@dqs-uk.com](mailto:bd@dqs-uk.com)

With experienced auditors in more than 65 countries and across all business sectors, DQS UK is your one-stop-shop for business solutions. Our holistic approach integrates assessments, audits, certifications, inspections and evaluation in order to guide organisations toward success. We are now able to provide CEPA Certification to standard EN 16636.



## Edialux Professional

STAND 77

+44 (0)800 988 5359

[edialux.co.uk](http://edialux.co.uk)  
[info@edialux.co.uk](mailto:info@edialux.co.uk)

Edialux Professional is Europe's leading manufacturer and distributor of products and associated services to the professional pest management industry. Under the Edialux Professional banner, we bring together highly regarded, industry leading brands from within the Pelsis Group portfolio, such as Network, Insect-O-Cutor, B&G, Agrisense, and more recently, Brandenburg, alongside our own branded products and supporting products from leading manufacturers.



## Ekommerce

STAND 4

+39 351 216 7957

[ekommerce.it](http://ekommerce.it)  
[export@ekommerce.it](mailto:export@ekommerce.it)

Ekommerce is a producer and distributor of products for the professional pest control market. Our mission is to meet the satisfaction of customers and be sustainable for the environment and human health, by means of instruments and services for pest management.



## Eurotrap

STAND 19

+30 211 411 0110

[eurotrap.net](http://eurotrap.net)  
[sales@eurotrap.net](mailto:sales@eurotrap.net)

EUROTRAP is a European company, based in Athens, Greece. Synonymous with quality manufacturing of non-toxic glue boards and glue traps at competitive prices. We produce all types of glue boards addressed only to the professionals based on our 30 years' experience in the pest control field.



STAND 86

+44 (0)1580 754839

[fenpestcontrol@btconnect.com](mailto:fenpestcontrol@btconnect.com)  
[pestcontrolservices-kent.co.uk](http://pestcontrolservices-kent.co.uk)

Fen Pest Control specialises in wildlife management, the use and sales of thermal imaging equipment and drone surveys. Our specialist firearms division can supply all your firearms needs with our full sales, servicing, calibration setup, and repair services. We hold a full range of HIK thermal imagers to view on stand.



## GreenTrapOnline

STAND 45

+45 7022 7522

[greentraponline.com](http://greentraponline.com)  
[info@greentraponline.com](mailto:info@greentraponline.com)

GreenTrapOnline is advancing security and health world-wide and has offered intelligent and reliable systems for remote monitoring of rodents for decades. With our system, the site is monitored 24/7 for activity. Our multi-sensors record both rodent catch and rodent movements for much more effective pest management.



## GSG UrbanGuard

STAND 26

[gsg-vertrieb.de](http://gsg-vertrieb.de)

[contact@gsg-urbanguard.com](mailto:contact@gsg-urbanguard.com)

GSG UrbanGuard manufactures products for bird control and pest control accessories. Early products include the renowned spike system STIXX VARIO and our PROTExX bait stations. Our newest additions are specialised tunnels for rodent snap-traps, a solar-panel-protection against pigeons and a new insect monitoring system.

## GULP BOX

### GULP BOX (Lombarda H)

STAND 92

+0039 3392400030

gulpbox.com

sales@gulpbox.com

Our new safety dispenser, the 'GULP BOX' line is unique across the global market. It has been designed and manufactured for meet the needs of the market for the pest control sector, rodent control companies, agricultural consortia and general service companies for monitoring of crawling insects. Come and visit our stand to discover the entire range and accessories!



## HeatWork

STAND 23

+47 7696 5890

heatwork.com

post@heatwork.com

HeatWork develops and produces its hydronic heating concept in the northern part of Norway, Narvik. With more than 17 years' experience, HeatWork delivers a quick and green heat treatment for the pest control industry. The method is used by several leading companies with great success.

## Height for Hire

### Height for Hire

STAND 69

+44 (0)845 609 9199

highdrive.uk

highdrive@heightforhire.com

HighDrive by Height for Hire: we're the one with the network! 20m HighDrive cherry pickers are ready to hire at over 150 locations across the entire UK. Drive it yourself, or book an operator. Need something higher? Ask about our operated truckmounts for heights up to 90m.



## Hockley International

STAND 31B

+44 (0)161 209 7400

hockley.co.uk

mail@hockley.co.uk

Hockley International Limited is a privately owned, UK-based company with many years of experience in the manufacture, formulation, and packaging of insecticides and other products for the pest control market. Our products treat a wide variety of insect pests and application environments, ensuring we can provide a resolution for every situation.



## Huck Group

STAND 91B

+44 (0)1308 425 100

huck-net.co.uk

david.swann@hucknetting.co.uk

Huck Bird Control successfully continues to supply the world's leading pest management and bird proofing companies, and remains the first choice in quality, cost, service and delivery. We continue to be the world's leading authority in bird proofing solutions and innovations. With a wealth of products to offer, we are the complete and comprehensive partner to our prestigious client base.



## i2L Research

STAND 63

+44 (0)29 2240 0586

cawood.co.uk/i2lresearch

Enquiries@i2lresearch.com

i2L Research, with its divisions in Cardiff, Newcastle, the Czech Republic, Spain, and the US, is a leading product testing and development centre for the agrochemical, household pesticide and animal health industries.



## IGEBA

STAND 76

+49 8375 920 00

igeba.de

info@igeba.de

With strong tradition, advanced technical consultation and best services, IGEBA is a reputable German manufacturer of high-quality thermal fog and ULV aerosol generators and has served our customers and users worldwide with safe, economic, individual and environmentally-friendly solutions of vector and pest control, disinfection and plant protection.



## inPEST by GEA

STAND 22

0039 02 33514890

inpest.it

valentina.antonio77@geaitaly.it

inPEST is our GEA brand focused on PCOs and trained professionals. We promote solutions inspired by the principles of integrated pest management. For us, quality and innovation are fundamental values, which we constantly pursue by offering solutions that are attentive to environmental sustainability and in compliance with European regulations on biocides.



## International Pest Control (IPC) magazine

STAND 85

+44 (0)1628 600 499

international-pest-control.com

raspatel@international-pest-control.com

IPC magazine is an independent, bimonthly magazine. It is the leading magazine in the world dealing with all aspects of pest prevention and pest eradication. Because pests recognise no national boundaries, the problems they cause are increasingly approached from an international perspective. IPC provides authoritative reviews of pest control developments worldwide, with news, articles, reviews, features and comments.



## Irtó Trio

STAND 20

+36 1 315 0420

irtotrio.hu

office@irtotrio.hu

Irtó Trió Ltd is a leading Hungarian business which manufactures and distributes bait stations for mice and rats. Our equipment represents a quality that complies even with the strictest professional criteria. Our manufacturing technology allows us to offer our products and competitive prices both on the Hungarian and European markets. Our company is ISO 9001 certified and our activities are covered by professional liability insurance.

Insurance sorted in less time than it takes to kill a cockroach



We've been providing specialist insurance protection for pest control and hygiene service businesses for over 45 years.

We promise no hard sell and no catches, just good honest advice from a team of friendly and knowledgeable experts who talk your language.

And now we've teamed up with one of the UK's largest insurers, Aviva, to offer our comprehensive and affordable pest control insurance cover – only available through Cliverton.

Call 01328 857921  
info@cliverton.co.uk www.cliverton.co.uk

Cliverton  
right for your insurance



Cliverton, 15-17 Norwich Road, Fakenham, Norfolk NR21 8AU. Cliverton is a trading name of Lyceit, Browne-Swinburne & Douglass Ltd, which is authorised and regulated by the Financial Conduct Authority (FCA No. 310623). Underwritten by Aviva Insurance Limited. Registered in Scotland No. 2116. Registered Office: Pitheavlis, Perth PH2 0NH. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.



## Killgerm Chemicals

STAND 5

+44 (0)1924 268400  
killgerm.com  
info@killgerm.com

Killgerm Chemicals is the UK's leading pest control product supplier and provider of training and technical support. We know how important your business is, and we know that pest control is more than simply controlling pests. It is understanding the world around you, the importance of your environment, and the support you need to do your job effectively.



## Kness Pest Defense

STAND 24

+1 641 932 7846

kness.com  
joseph@kness.com

Built on a legacy of providing high-quality pest control solutions, Kness Pest Defense has manufactured innovative products for more than 95 years. We're committed to equipping our customers with the most robust pest defence solutions possible.



## Lodi UK

STAND 81

+44 (0)1384 404 242  
lodi-uk.com  
sales@lodi-uk.com

Lodi UK is a leading UK supplier of professional pest control products, the manufacturer and distributor of Digraim, Phobi, Lodi's Gems, Perbio Choc, Addict and more. We are focused on offering leading customer satisfaction and technical advice with an award-winning service to help support the application of our products.



## MESTO

STAND 80

+49 7141 272 0  
mesto.de  
info@mesto.de

MESTO is the leading manufacturer for professional hand compression sprayers in Europe, with its own production in Germany. We offer a full range of user-friendly compression sprayers dedicated for professional pest and vector control (WHOPES 2018 certified). We ensure a full after sales service and availability for spare parts.



## Metex

STAND 3

+44 (0)800 130 3646  
Metexonline.com  
sales@metexonline.com

Metex manufactures and distributes quality non-toxic rodent proofing products which are sold through respected stockists. The product range includes Ratwall, RatTape and the world-leading industrial Nordisk Rat Blocker for drains, the only Rat Blocker to achieve WRc Approval.



## Microwave Technology

STAND 39

+3 93 40 934 4293  
microwavetechnology.com  
info@microwavetechnology.com

We design, build and sell microwave machines and equipment all over the world for the fast, safe and ecological disinfection of woodworms, bed bugs and any other biological pest.



## MouseStop

STAND 79

+31 (0)725 347 324  
moustop.com  
info@ipestcontrol.com

MouseStop is an animal-friendly barrier paste to prevent ingress from rodents and insects. Once applied, the barrier is immediately active. MouseStop has been successfully used since 1990 by many PCOs in many different countries and market sectors. As it contains no pesticides it is particularly well suited to apply in hygiene sensitive areas.



## National Pest Technicians Association (NPTA) + Pest Management Alliance (PMA)

STAND 94

+44 (0)1773 717716  
npta.org.uk  
office@npta.org.uk

NPTA is a professional trade association which represents all sectors within public health and pest control industries and comprises a team of pest controllers, passionate about pest control. Working as part of the PMA, our aim is to promote a professional approach to the pest control industry.



## ORMA

STAND 70

+39 116 499 064  
ormatorino.com  
aircontrol@ormatorino.it

Customer care and product quality have always been the cornerstone of ORMA since 1983. For 39 years the company has assisted customers by providing high quality products and technical commercial support at the highest levels. Every year ORMA invests in research and development with the aim of providing customers with high-profile technical solutions that support the work of professional pest controllers in an increasingly effective way.



## Panko

STAND 48

0048 603929989  
panko.pl  
aleksandra.bajko@panko.pl

Panko has been developing and manufacturing insect traps since 1993. We offer our customers personalised, short-run production for all market segments: pest control, retail market, agro market. We develop and make available for personalisation a number of our own patents and registered industrial designs. We support our range with accompanying solutions such as Neuronic™, specialised hot-melt insect adhesives of our own production.



## PelGar International

STAND 66

+44 (0)1420 80744  
pelgar.co.uk  
sales@pelgar.co.uk

PelGar is the leading British manufacturer of highly effective rodenticide and insecticide products, based on an active and dynamic research and development programme to ensure we supply innovative and novel products to meet the demands of varying species and environmental factors in the protection of public health around the world.



## Pest Magazine

STAND 41

+44 (0)1825 701246  
pestmagazine.co.uk  
emmas@lewisbusinessmedia.co.uk

The UK's independent pest management magazine and website. Together, Pest magazine, Pest e-news and the Pest website deliver a mix of unbiased news, impartial advice and topical features for pest professionals in the UK and internationally. We work hard to be as inclusive as possible, searching for news and views from across the pest management industry - private pest control companies, manufacturers, distributors, local authority units, facilities management, academics, regulators and consultants.



## Pest Trader

STAND 29

+44 (0)1600 713396  
pesttrader.com  
sales@pesttrader.com

Pest Trader supplies market leading products to the pest management trade, in the UK and across Europe. We proudly represent the Bird Barrier (USA) portfolio and the Insectrac SP and CL Tab system from International Pheromone Systems. Our own brand products include Exoroach and Border Control, which we export worldwide.



## PestFix

STAND 78

+44 (0)1903 538 488  
pestfix.co.uk  
sales@pestfix.co.uk

The PestFix A-Team is waiting to meet you! Our highly skilled technical sales team is available at PestEx with our next generation of products and technology. As a next day pest control supplies company we are on hand to discuss how we can support your business.



## PestScan

STAND 84

+31 182 797 080  
pestscan.eu  
sales@pestscan.eu

With PestScan, pest control software, you set up your business processes optimally and you can monitor them with advanced reports complying to all IPM rules. You monitor pest activity on site using our app on your phone, tablet or scanner. The mobile app can also be used offline.

Go where  
*the rats go*



In & around  
*buildings*



Open areas &  
*burrow baiting*



**Harmonix**<sup>®</sup>  
Rodent Paste

Together, **we protect public health**

@BayerPestUK

pestsolutions@bayer.com | 00800 1214 9451 | www.es.bayer.co.uk

USE BIOCIDES SAFELY. ALWAYS READ THE LABEL AND PRODUCT INFORMATION BEFORE USE. For further product information refer to product label or www.environmentalscience.bayer.co.uk. Harmonix® Rodent Paste contains 0.077 % w/w (0.075 % w/w pure) Cholecalciferol. UK-2020-1266, IE/BPA 70695. Bayer CropScience Ltd. © Copyright of Bayer 2021.



## Pesttrain

STAND 54

+44 (0)7827 917542  
pesttrain.co.uk  
chris@pesttrain.co.uk

Pesttrain works with a range of high risk/high profile customers as well as directly supporting pest control companies. Services include independent BRC and customer biologist audits, troubleshooting problem sites, training, specification/procurement, expert witness and product development/marketing. Visit us to see how we can support your business.



## PestWest Electronics

STAND 7

+44 (0)1924 268500  
pestwest.com  
info@pestwest.com

PestWest Electronics is a leading manufacturer of UV fly control units, offering professional and specialist electronic fly killers. Innovation, quality, and power are key components in all our units. By combining excellent value with expertise from technicians and leading biologists, PestWest offers a diverse range of flying insect control units.



## PGH Beegone

STAND 37

+44 (0)1483 273478  
pghbeegone.co.uk  
opportunity@pghbeegone.co.uk

PGH Beegone is a unique pest control and live bee removal franchise. In fact, we're the only UK franchise promoting live bee removal! Comprising long-established brands, PGH Pest Prevention and Beegone Live Bee Removal, we offer the possibility to make serious money. We're also looking for strategic partnerships with pest controllers for live bee removal.



PlanetMark

## Planet Mark

STAND 56

+44 (0)20 3751 8108  
planetmark.com  
info@planetmark.com

Planet Mark is an internationally recognised sustainability certification recognising continuous progress, encouraging action, and building an empowered community of like-minded individuals. It's awarded to businesses, properties and developments that are committed to reducing carbon emissions. Planet Mark members reduce their carbon footprint annually, engage their staff and commit to communicate externally.



## Plastdiversity

STAND 14

+351 233 959 490  
plastdiversity.com  
geral@plastdiversity.com

A Portuguese industrial company with more than 25 years of existence, specialising in the serial production of plastic artefacts, under innovative design resulting from research and technological development. Holders of two private label brands, Kyzone, dedicated to pest control products, and Kyzone Drinks, bar and beverage accessories. The success of this company is due to the quality of its products combined with its own design and low price.



## Polti (UK)

STAND 58

+44 (0)161 813 2765  
polti.co.uk  
enquiries@polti.com

Since 1978, Polti, an Italian company, has developed innovative products utilising steam. The range includes Polti Cimex Eradicator, a patented steam disinfectant device (SDD) compliant with the AFNOR NF T72-110 standard – medical setting, designed specifically for pest control, and able to eliminate bed bugs and eggs without using insecticides.



## PowAir

STAND 25

+44 (0)1472 242244  
powair.co.uk  
info@powair.co.uk

PowAir is a powerful and effective odour neutraliser. It is made using a natural formula and is safe to use around people and animals. PowAir has all the power you need to eliminate virtually any type of odour. If you have an odour problem; use PowAir and it will be eliminated safely, naturally and permanently.



## Property Inspect

STAND 13

+44 (0)330 912 5005  
propertyinspect.com  
sales@propertyinspect.com

Property Inspect provides professional IPM software, simple to navigate with digitised templates helping you conduct your IPM inspections. Our dashboard helps with booking and scheduling, the live feeds help check on completed/pending jobs and the audit trail for compliance. PIUK helps scale your business and saves time and money.



## Quimunsa

STAND 33

+34 946 741 085  
quimunsa.com  
info@quimunsa.com

Biocide manufacturer for pest control and environmental health. More than 50 years' experience manufacturing with constant innovation and contribution to public health welfare. We manufacture insecticides, rodenticides, disinfectants and wood treatments against xylophagous insects. A strong and competitive company with international distribution.



## RatGate

STAND 82

+44 (0)7973 430268  
ratgate.co.uk  
info@ratgate.co.uk

Ratgate is an established company supplying pest control, drainage, maintenance and various utility services throughout the UK, Europe and parts of Asia. With the range of 4", 6" and 9" gates which are user-friendly, simple to install along with a 1.5 installation pole, these products are renowned for their quality and durability.



## Rat Pak Pest Control Products

STAND 59

+44 (0)1522 686070  
ratpak.co.uk  
sales@ratpak.co.uk

Rat Pak Pest Control Products is a family run business, proud of its reputation for quality and design in the British and European bait station market. Our focus is to supply your business with professional pest control products, to help you reach and maintain a pest free environment for your customers.



## Rat Trap UK

STAND 18

+44 (0)7771 503107  
rattrap.uk  
adam@rattrap.uk

Rat Trap UK Ltd produces high quality drain valves which are being recognised as one the best on the market. We have recently added a tomb style snap trap to our range and more products will be coming this year.



## Right Hook Studio

STAND 43

+44 (0)114 405 5022  
righthookstudio.co.uk  
hello@righthookstudio.co.uk

Right Hook Studio is a full-stack digital marketing agency passionate about improving the digital presence of businesses in the pest control sector. Whether that be dominating your local area or B2B sales with pest control products and supplies, Right Hook can help drive sales your way with branding, digital marketing, website and eCommerce development.



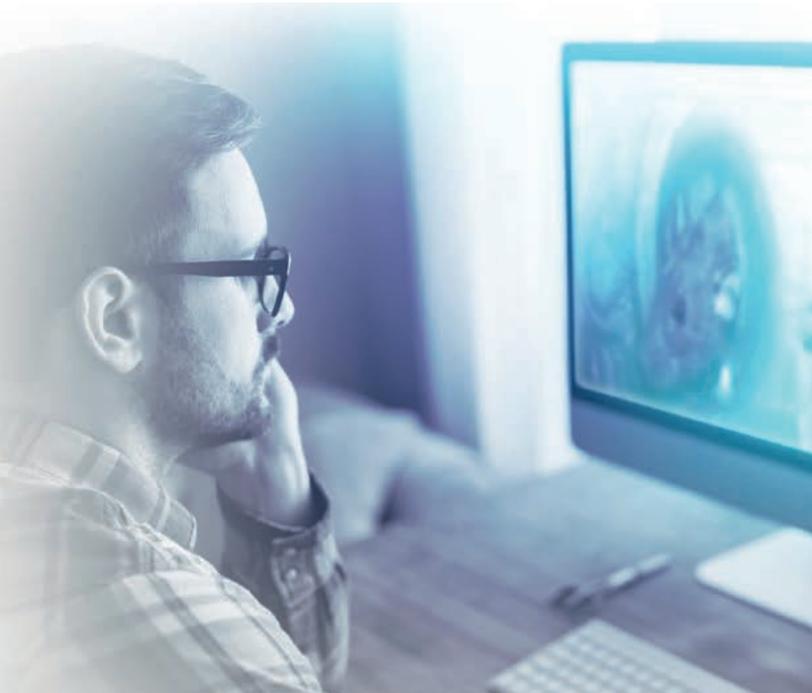
## Royal Society For Public Health (RSPH)

STAND 36

+44 (0)20 7265 7350  
rsph.org.uk  
rburton@rsph.org.uk

RSPH is a regulated Awarding Organisation and the UK's leading public health charity. Our Level 2 Award in Pest Management and Level 2 Certificate in Pest Management are the leading general pest control qualifications in the UK and are required for membership of BPCA and entry onto the Basis Prompt CPD scheme.

# TAKE CONTROL OF THE WAY YOU LEARN



## E-ACADEMY



### Introducing Edialux Online Training!

Enhance your pest control knowledge with access to our new comprehensive online learning library through a dedicated Edialux learning website to support your development goals.

#### Topics include:

- Bed Bugs
- Working Safely at Height
- Introduction to Bird Management

## ACADEMY



Our training can be brought to you at various scheduled locations or we can deliver training at our HQ in Knaresborough.

#### Topics include:

- RSPH Level 2 Award in Pest Management
- RSPH Level 3 Pest Management **NEW**
- RSPH Level 2 Award in using Aluminium Phosphide safely for the management of vertebrate pests **NEW**
- RSPH Level 2 Award in the Safe use of Rodenticides
- Public Health Insects
- Advanced Bird Management

Secure your place: email [training@edialux.co.uk](mailto:training@edialux.co.uk) call 0800 988 5359 visit [www.edialux.co.uk](http://www.edialux.co.uk)

**ENQUIRE NOW!**

VISIT US AT **PestEx**  
**STAND 77**





## Russell IPM

STAND 93

+44 (0)1244 281 333  
russellipm.com  
gina@russellipm.com

Russell IPM is one of Europe's largest manufacturers and suppliers of pheromones and glue-based devices. In addition to the X-lure MST and RTU monitoring system we shall be highlighting the revolutionary mating disruption system Dismate™, together with the latest product introductions Silvercheck and LureKing.



## ServiceTracker

STAND 46

+44 (0)330 2231022  
servicetrackersystems.com  
info@servicetracker.uk.com

ServiceTracker is a software solution that allows you to run your business more efficiently, more productively and more harmoniously, all from a single device, and from anywhere in the world. Developed by the pest control industry, for the pest control industry; we understand pest control and we understand your business.



## SM BURE

STAND 53

8262 959 1511  
222sm.kr  
export@smbure.com

Since its establishment, SM BURE has been steadily investing with ceaseless efforts in the field of steriliser and sprayer with firm belief of becoming the world's top supplier. Our technology has been growing for the past 20 years based on a solid foundation, and now we are recognised as the leading supplier of steriliser and sprayer in Korea. We will accomplish continued growth through maximisation of core capacity with the world's technical level and competitiveness in this field.



STAND 62

+44 (0)333 444 2136  
solaskirt.co.uk  
info@solaskirt.co.uk

SolaSkirt is a premium pigeon proofing solution for solar panels. It is not only the best solution for keeping pigeons out from under a solar array but also the only system on the market that enhances the look of the panels.



## Solo Sprayers

STAND 9

+44 (0)1702 297134  
solosprayers.co.uk  
kgodfrey@solosprayers.co.uk

Solo Sprayers is pleased to be exhibiting again this year. We have over 60 years' experience in spraying and equipment aligned to the pest control industry. Solo is the UK subsidiary of The Go zipper Group and is able to supply IK and Matabi Branded Sprayers throughout the UK and ROI.



## SPM Global

STAND 40

+420 725 872 432  
spmglobal.co  
zbynek.tetek@spmglobal.co

Our focus on products with a low environmental impact allows the pest management professional to implement integrated pest management solutions in a more sustainable way. We supply branded products that are developed by pest management professionals and sourced globally to bring the latest products to professional users.



## Syngenta

STAND 52

+44 (0)1223 883400  
syngentappm.com/uk  
daniel.lightfoot@syngenta.com

Syngenta Professional Pest Management – we use our expertise to ensure that people around the world have the chance to live their lives uninterrupted by the nuisance and disruption of pests and vector-borne diseases. We support pest management professionals with a broad portfolio of innovative pest control solutions.



## Thermokil

STAND 17

+44 (0)1623 624637  
thermokilservices.co.uk  
ryan@thermokil.co.uk

Thermokil is the industry expert in the field of heat treatment and organic pest solutions. We can treat almost any insect using our proven method and have successfully treated thousands of infestations. We offer our services on a subcontracted basis to those companies looking to differentiate themselves from competitors and offer their customers an unrivalled service. We also supply heat treatment equipment and training all around the world.



## Traplinked

STAND 35

+49 911 477 128 50  
traplinked.com  
kontakt@traplinked.com

With effective, data-driven pest control tools, traplinked wants to fight not just pests, but food loss, disease and pollution! Our mission is to help pest controllers identify causes of pest infestations using real-time data to improve efficiency and profitability. We want to make it possible to solve problems instead of fighting symptoms!



## Trécé

STAND 6

+44 (0)7808 060 921  
trece.com  
dholton@trece.com

Trécé Inc. is a customer-focused, market-driven organisation that develops, manufactures and markets insect pheromone and kairomone based products designed to respond to customer needs, protect food production and preserve the environment. With more than 100 species-specific, pheromone-based kits, attractants and lures, and a full line of trap models designed for a wide variety of flying and crawling insects that attack stored product/ingredients.



## Unichem

STAND 88

+386 1 7558 152  
en.unichem.si  
unichem@unichem.si

Unichem is a renowned European company that develops, manufactures, registers and markets a wide range of highly effective pest control products. The company produces numerous rodenticides branded as RATIMOR and many insecticides known as EFFECT. Product efficacy is tested in laboratories and in different field situations to achieve the best performance.



## Universal Solutions

STAND 91A

+44 (0)1215 853 950  
unisol.co.uk  
sales@unisol.co.uk

Universal Solutions is a world leading designer, manufacturer and supplier of unique, high performing hygiene and healthcare focused innovations. As an expert in the fields of commercial air care, flying insect control, sterilisation and chemical storage systems – Universal Solutions is a key partner to many world leading organisations within the sector.



vebi  
Tech

## VEBI TECH

STAND 87

+39 049 933 7111

vebi.it

info@vebi.it

Vebi Istituto Biochimico is an Italian historical industrial reality, established in 1945 as a pharmaceutical industry. Production moved through the decades into chemical solutions of rodenticide and insecticide products for the pest control sector, working at an international level. VEBI TECH is a brand completely dedicated to the professional sector with highly specialised products and services to support customers. VEBI TECH: your partner in professional solutions.



## Woodstream

STAND 67

+717 740 4600

woodstream.com

vlink@woodstream.com

Woodstream is a global manufacturer of branded pest control products, under brands such as Victor®, Terro®, Havahart®, and Mosquito Magnet®, among others. The company's products are sold through consumer and commercial channels throughout the United States, Canada, the United Kingdom and other international markets.



## Yanco

STAND 55

+44 (0)151 494 4488

yanco.co.uk

hayley.antrobus@yanco.co.uk

Yanco develops and manufactures innovative, sustainable and affordable insecticide products which help combat a range of diseases across the world. Based in Liverpool, UK, Yanco is a manufacturer of innovative insecticide solutions, supplying products to a global client base. Dedication to our customers' needs is of paramount importance and is demonstrated through our continued commitment and drive for success.

**BASF**

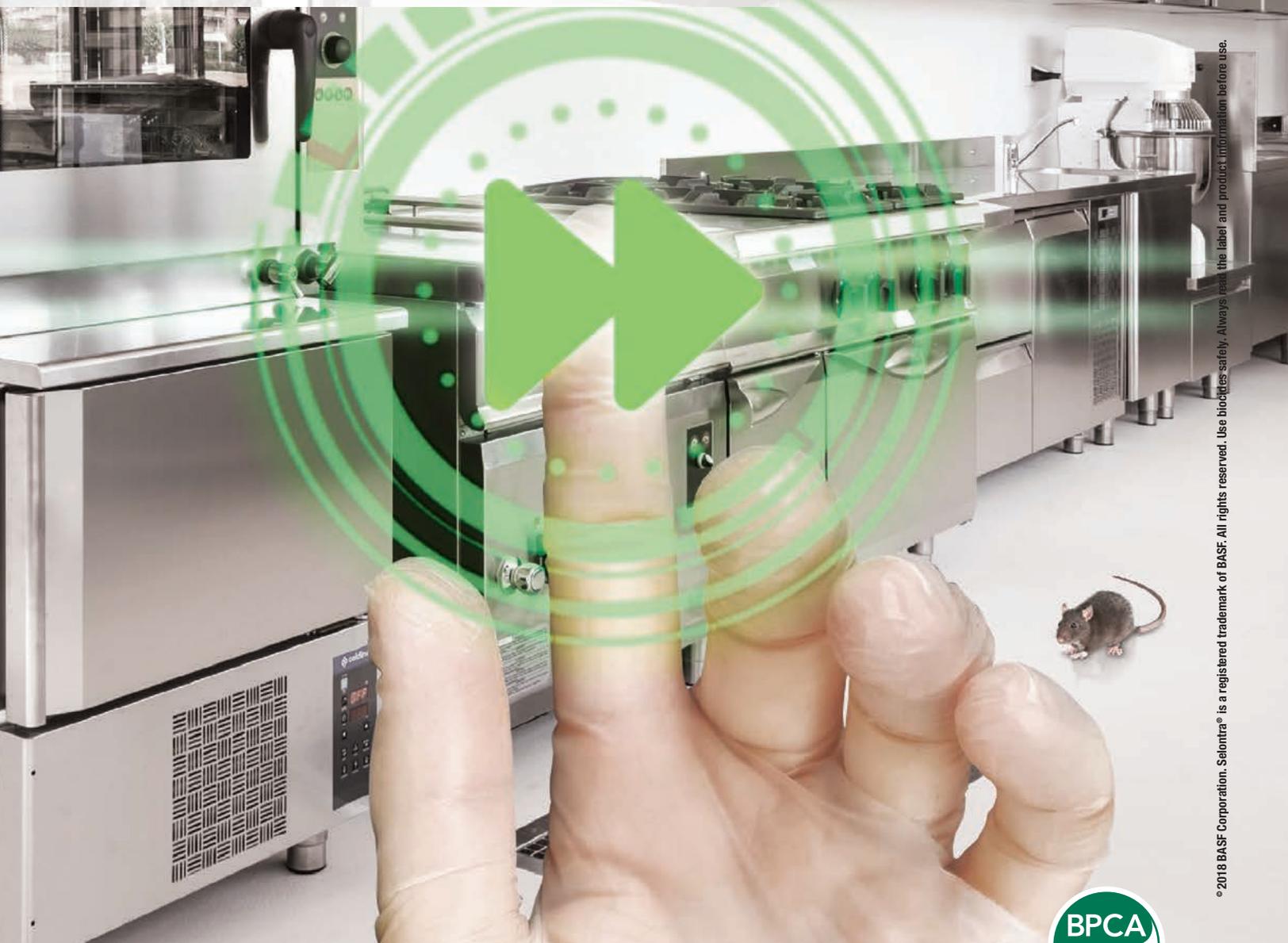
We create chemistry

Now HACCP certified

## Switch to Selontra®

The speed baiting technology

- Rodent-free in as few as 7 days
- Stops wasting resources thanks to the stop-feeding effect
- Balancing performance and environmental impact
- Breaks the cycle of resistance



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[www.pestcontrol.basf.co.uk](http://www.pestcontrol.basf.co.uk)

# MAKE THE MOST OF YOUR PESTEX VISIT



## PESTEX CHECKLIST

### REGISTER TODAY

Beat the queues for admission by pre-registering online. It takes two minutes: [pestex.org/register](http://pestex.org/register)

### SAVE THE DATE

We're all busy bees, but staying connected with your sector is vital. On 16-17 March, make sure the work diary says 'PestEx'.

### BRING A FRIEND

Make a real event of it and bring some pestie pals. If you're the boss, bring a couple of your team with you and do some team building.

### SHOUT ABOUT IT

Going to events like the pest management show helps show your clients that you're serious about your profession. Do a social media update, a news item on your website or even pop it on your 'out-of-office'.

### PLAN YOUR VISIT

The full seminar schedule and exhibitors floor plan are on pages 4-7 so make good use of them, and highlight any presentations or exhibitors you really want to visit. With 94 exhibitors and two seminar theatres, you need to maximise your time.

### DON'T FORGET YOUR BUSINESS CARDS!

PestEx is great for making connections. Have a pocket full of business cards ready to hand out. You never know where the right connection might lead!

### SHOUT ABOUT IT SOME MORE!

Send a couple of tweets during the event, update your company Facebook and take loads of pictures of what you're doing at PestEx. Clients will love to see that you take your professional development seriously. And don't forget to connect with us on social media during the event:

 [facebook.com/Britishpestcontrol](https://www.facebook.com/Britishpestcontrol)

 [@Britpestcontrol](https://twitter.com/Britpestcontrol)

[#PestEx2022](https://twitter.com/hashtag/PestEx2022)

**PROTECT  
@PESTEX**  
THE REACTION GAME

A whole lot of fun,  
prizes to be won...

"PROtect at PestEx" with  
our reaction game and a  
chance to win a PS5 and  
other amazing prizes

You heard right: skip the scalpers and pre-register for PestEx to be in with a chance of winning our PlayStation 5 bundle, with white dualsense controller.

We also have lots of runner-up prizes, kindly donated by our exhibitors:

- 10 Rotech Alert rat trap tunnels and 20 Rotech rat snap traps worth £118.00 (1env)
- Ferret Pro inspection bundle that includes the Ferret Pro inspection camera, Ferret Stick and Wristband (Barrettine)
- Ultra Bee Suit with 5mm sting protection (BBWear)
- Installer pack of Ratwall containing four Ratwall rat blockers, worth £220+ (Metex)
- Pestfix product bundle worth over £200, containing 60 pack SolarFIX solar panel mesh clips, 5L GuanoFIX avian and pest disinfectant, 8kg RodentFix BB Bromadiolone 50 block bait (restrictions apply)
- Elleven TSA 17" computer backpacks with techtrap (BASF)
- Killgerm vouchers
- A family of plush gulls (Jones & Son)
- Goody bag (Bell Labs)
- Amazon Echo Dot
- NEO and EnviroStop product bundle (Edialux Professional)

...and loads more still to be confirmed!

