

# The Exterminator



International

Leading the way in global pest control

Issue 8 Spring 2014

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## Conservation in Partnership



With an ever expanding international business PelGar has set up an initiative to support local conservation projects. Conservation in Partnership, CiP for short, is where PelGar is working with local communities and conservation schemes to protect native species from rodent infestations which can have significant impact on the breeding and development of populations. PelGar is currently involved in projects in the UK and New Zealand and in this series of articles we will tell you a bit about what is going on.



The Isles of Scilly Seabird Recovery Project team ready with their Roban bait.

### CiP in action on the Isles of Scilly

Following a full seabird breeding survey on St Agnes and Gugh on the Isles of Scilly it was found breeding seabirds, had declined by a quarter between 1983 and 2006. Brown rats, which predate on eggs, chicks and adults were sited as being a key

factor in the declining bird population. The Isles of Scilly Seabird Recovery project was set up to protect and enhance the islands'

seabirds and protect them from re-invasion of rats. Having received a grant, Wildlife Management International (WMIL), based in New Zealand, was appointed to undertake the rat eradication work. PelGar International has supported the project by helping to get through the whole derogation process and obtain permissions to use a wider range of products. It has supplied – difenacoum based Roban and the brodifacoum based Vertox Excel baits which were targeted at the phases where there might be resistance issues.

“At this stage in the project, which began in November 2013, we are pretty sure that we have already got rid of the rats,” explained Biz Bell, Senio Ecologist for WMIL. “This is very encouraging but we do need to continue to monitor in case any isolated hibernating rats emerge.”

“We are delighted that WMIL opted to use our bait in this unique rat eradication operation,” says Dr. Gareth Capel-Williams, Managing Director of PelGar International. “As one of the founding members of the Campaign for Responsible Rodenticide Use (CRRU), PelGar invests heavily in educating, farmers and pest controllers about the biology and behaviour of rodents and best practice to ensure non-target species are not affected by rodent control campaigns.”

To read the full story of the project visit [www.pelgar.co.uk/blog](http://www.pelgar.co.uk/blog).

## Eurocido report and upcoming shows

PelGar International was pleased to exhibit, for the first time, at Eurocido in Dortmund on the 19 and 20 February, cementing its place as a key player in the global pest control market.

“Attending Eurocido was a great opportunity for us to exhibit alongside many of our European customers,” comments Vincent Russo, PelGar’s European Sales and Marketing Manager. “In Europe we supply many manufacturers with rodenticide concentrates for local manufacture, in conjunction with the regulatory support necessary to comply with European regulations. We had a very busy two days with many European visitors stopping by to talk to PelGar staff on the stand. It was an ideal opportunity to respond to enquiries about the company and provide information about our products which was all very positive.”

PelGar is unique in that it not only specialises in the rodenticide market, but holds complete biocide dossiers on the three key rodenticide actives; difenacoum, bromadiolone and brodifacoum. In addition PelGar has a wide

range of authorised formulations and is in an ideal position to support its European customers through the tightening rules brought about under the Biocidal Products Regulation (BPR).

“Supporting our customers’ businesses through the BPR is key in the on-going provision of rodenticides to the European market,” explains PelGar’s Managing Director Dr Gareth Capel-Williams. “Regulations are getting much tighter and these products are essential in both the

agricultural and urban environment,” continues Gareth. “One of the main reasons that we exhibited in Germany was to broaden the awareness of what PelGar can offer as well as promoting the company to the wider international market.”

Eurocido is the first event of 2014 in PelGar’s international exhibition calendar. The company will also be present at other key European events, UK exhibitions and Pest World in the USA. PelGar will also be exhibiting at PestEx and FAOPMA in 2015 – and living up to its motto ‘leading the way in global pest control’.



Dr. Gareth Capel-Williams, managing director (centre) with European sales manager, Vincent Russo (right) and Middle East and Africa sales manager Emmanuel Mabdavi.

VISIT US AT  
**PPC LIVE**  
MANCHESTER - 21 MAY 2014

# South America focus

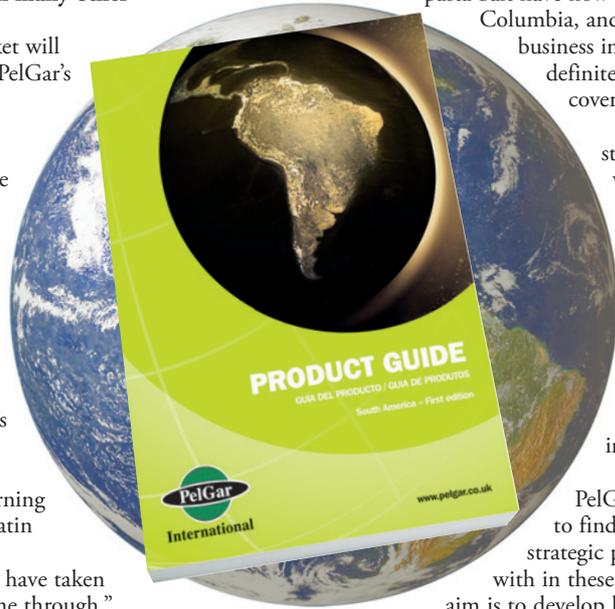
Right: PelGar's new Product Guide for the South America region.

PelGar is in action in several South American countries. Product is now being supplied to Colombia, Peru and Chile whilst registrations are in progress in many other territories.

The UK market will always be key to PelGar's core business but international expansion is vital for PelGar's future growth. We like to keep our customers up-to-date with our current developments.

Following the successful launch of PelGar's rodenticides into North America PelGar is now turning its attention to Latin America.

"Registrations have taken some time to come through," comments PelGar's Managing Director, Dr Gareth Capel-Williams. "We are now beginning to see the light at the end of the tunnel with the



first containers of rodenticides being shipped out at the start of this year".

PelGar's high quality wax blocks, pellets and pasta bait have now reached Chile and Columbia, and with existing business in Cuba, PelGar definitely has all the C's covered!

Registrations are still underway which will see PelGar's business expand from Argentina to Mexico, protecting the urban and agricultural environment from rodent infestations.

"The key to PelGar's expansion is to find the right strategic partners to work with in these markets. Our aim is to develop long-term relationships where PelGar's advanced products and flexible approach can make a real difference," comments Gareth.

# Product focus – Cimetro



## Still the best bed-bug product on the market

Comparative tests have shown that Cimetro is still in a class of its own when it comes to bed-bug control. On top of this Cimetro outperforms most other products on a host of other pests – so use the best first time and avoid disappointing results.

**WHAT?** Cimetro is an advanced formula insecticide concentrate specifically designed for the control of bed-bugs and fleas and is also extremely effective against a whole range of other nuisance pests.

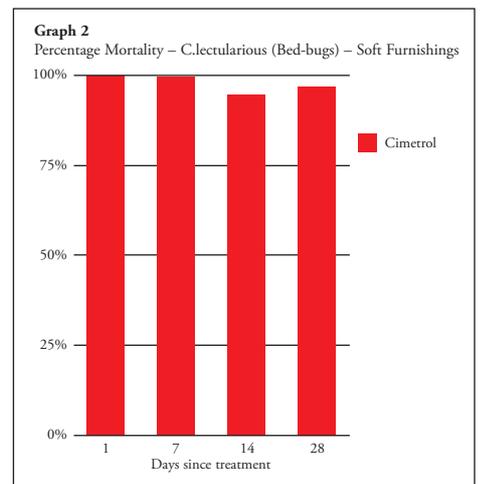
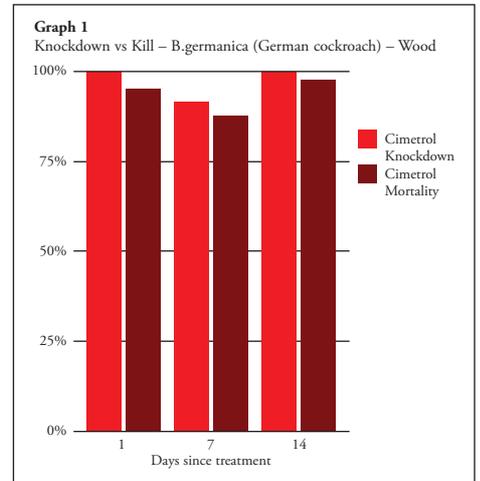
**WHO?** For professional use only – always read the label and product information before use.

**HOW?** Dilutable with water Cimetro should be applied by compression sprayer, paying particular attention to floor/wall junctions, cracks and crevices, bed frames, etc.

**WHERE?** Cimetro is approved for use in domestic and commercial premises for treatment of a whole host of pests. Cimetro should not be applied to bedding.

**WHEN?** Use Cimetro as soon as infestations are discovered.

Using the best first time will increase your chances of success, reduce call backs and increase your profits. Cimetro has been put to the test and shows excellent results time and time again.



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Full product details can be found at: [www.pelgar.co.uk](http://www.pelgar.co.uk)  
Use biocides safely. Always read the label and product information before use.  
Roban contains 0.005%w/w difenacoum.  
Cimetro contains 4.65%w/w alpha-cypermethrin, 4.65%w/w tetramethrin and 1.86%w/w of the IGR pyriproxyfen.