

The Exterminator



Leading the way in global pest control

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Issue 12 Autumn 2015 | All smiles for the new UK sales team | Out and about in 2015 | Rodenticide stewardship – new opportunities for PCOs?

All smiles for the new UK sales team

Following the acquisition of Agropharm Ltd by PelGar International in May 2015 the first stage of integration has taken place. The UK sales team has now been unified which gives PelGar a much stronger footing to cover the market.

Nick Ulyatt and Andrew Knowles, both from Agropharm, join David Gill and Jen Smithson as

UK regional account managers. All four will now promote the complete range of products from both companies. Craig Turner becomes PelGar's UK & Ireland Key Account Manager whilst Tim Bridge heads up the sales team becoming UK Sales Manager.

The four area managers and their contact details are as follows:

David Gill

North England & Scotland
07831 426995
dg@pelgar.co.uk

Andrew Knowles

Midlands
07738 789104
Andrew.Knowles@pelgar.co.uk

Jen Smithson

Wales & South West
07796 334383
JSmithson@pelgar.co.uk

Nick Ulyatt

South East
07921 212225
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If you would like any advice on PelGar's range of products or advice on how to get the most from them, please get in touch with one of our area managers.

From left to right: Craig Turner, David Gill, Tim Bridge, Nick Ulyatt, Andrew Knowles and Jen Smithson.



PelGar International – out and about in 2015

Visit PelGar @ Pest Tech on the 4th November for exciting product news, great advice and some great giveaways.

As always PestTech will be held at the National Motorcycle Museum, Birmingham. This year the PelGar stand will be in a new position – stands 1 and 2 in the Premier Suite.

PelGar will be attending a number of Pest control events round the world before the end of the year. If you are attending these events please make a beeline to our stand to meet our staff and discuss your pest control problems.

We will be at:

PestWorld

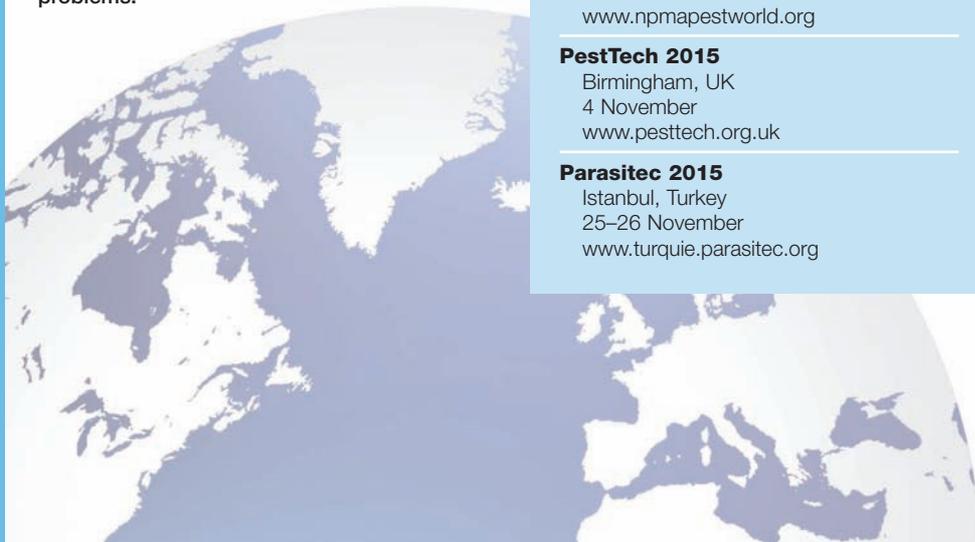
Nashville TN, USA
20–23 October 2015
www.npmapestworld.org

PestTech 2015

Birmingham, UK
4 November
www.pesttech.org.uk

Parasitec 2015

Istanbul, Turkey
25–26 November
www.turquie.parasitec.org



Rodenticide stewardship – new opportunities for PCOs?



As news of rodenticide stewardship hits the agricultural press, and with just a few farmers currently holding certificates that will allow them to buy professional use rodenticides, will there be opportunities for the UK's pest controllers to expand their rural business? Nic Blaszkowicz, PelGar's Global Marketing Manager looks at the implications and highlights some key considerations for on-farm rodent control.

Come June 2016 there will be minimal product left on the shelf that a farmer can buy without having gained an approved certification in rodent control. Once the last of the product with the old labelling has been sold through farmers will have the following options:

- 1 buy amateur use rodenticide (i.e. packs below 1.5kg)
- 2 gain a certificate of competence
- 3 employ a professional pest controller

Pest controllers and gamekeepers are also in the same boat, but while these sectors have finite numbers and approved courses already in place (for those not already holding the appropriate certification), the number of farmers requiring training could be 100,000 or more, and a percentage of those will surely look at other options.

Picking up a farm contract or two could be very lucrative for pest controllers, but there are important things to consider to ensure that the current label regulations are adhered to.

1 Frequency of visits

The current labels state 'Make frequent inspections of the bait points during the first 10-14 days and replace any bait eaten by rodents or that has been damaged by water or contaminated by dirt.' and 'Search for and remove dead rodents at frequent intervals during treatment (unless used in sewers), at least as often as when baits are checked and/or

replenished. Daily inspection may be required in some circumstances.' This is open to some interpretation but with the combination of both of these phrases visits at least weekly are required.

2 Outdoor use

The use of all second generation anticoagulants is currently limited to 'use indoors and outdoors (around buildings)'. While there is no specific limit on the distance away from a building that rodenticide can be placed, it must be placed to control an infestation of that building, and the paperwork being kept should document this accordingly.

3 Permanent baiting

'Unless under the supervision of a pest control operator or other competent person, do not use anticoagulant rodenticides as permanent baits. In most cases, anticoagulant baits should have achieved control within 35 days. Should rodent activity continue beyond this time, the likely cause should be determined.'

Although this phrase immediately indemnifies PCOs it has been introduced to dissuade baits being left down permanently in order to help protect non-target species. If control programmes continue for longer than 35 days then the reason should be documented, and once control is achieved baits should be removed and replaced with the likes of non-toxic monitoring blocks.

It is important to consider these points when costing jobs, and highlighting these phrases to farmers will help to justify those costs and the amount of time required on site. There will undoubtedly be some opportunities arising for pest controllers in the not too distant future, and PelGar, the UK's leading rodenticide manufacturer will be happy to give support and advice on all of these matters.



PelGar International

Leading the way in **British pest control**

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3 ACTIVES, 7 FORMULATIONS, YOUR CHOICE.

PelGar International is trusted across the world as the **number one choice** for rodenticides. Our customers benefit from advanced research and development, excellence in manufacturing and full regulatory support.

Find out more at www.pelgar.co.uk

Use rodenticides safely. Always read the label and product information before use.
Roban contains 0.005%w/w difenacoum. Rodex contains 0.005%w/w bromadiolone.
Vertex contains 0.005%w/w brodifacoum.



PelGar Rodenticides – developed and manufactured in the UK

SX ENVIRONMENTAL SUPPLIES

IN ASSOCIATION WITH

EDIALUX
PROFESSIONAL PRODUCTS

Above: PelGar's range of rodenticide products exclusive to SX Environmental Supplies.

PelGar International

PelGar International supports
THINK WILDLIFE
Campaign for Responsible Rodenticide Use

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Full product details can be found at: www.pelgar.co.uk.
Use biocides safely. Always read the label and product information before use.
Vertex contains 0.005%w/w brodifacoum. Rodex contains 0.005%w/w bromadiolone. Roban contains 0.005%w/w difenacoum.