

# The Exterminator



International

Leading the way in global pest control

 @\_Pelgar | [www.pelgar.co.uk](http://www.pelgar.co.uk)

**Issue 20 Autumn 2018** | Strengthening the PelGar team | Show scene | Rats – coming soon!  
Reminder – new classification | Product Focus – Vertox contact gel bait

## Strengthening the PelGar team



Left: New Technical Lead Sandy MacKay.  
Right: Anna Wilson-Barnes, Marketing Manager.

**Key to PelGar's success has been its staff and to further enhance and strengthen its presence in the market place it has recently recruited a new marketing manager and technical lead.**

In May, Anna Wilson-Barnes joined the team as Marketing Manager taking over the marketing function from Nic Blaszkowicz who will be concentrating on UK & Eire business management.

Working closely with its regional managers, Anna will be looking after the global marketing strategy as the UK based company builds on its continued success.

Anna brings over 20 years' marketing strategy and brand management experience to the role, most recently from the tourism sector where she was Travel Trade Marketing Manager for Tourism South East.

With the retirement of PelGar's co-founder and Director Dr Jonathan Wade, Sandy MacKay has been appointed as Technical Lead for PelGar International. Part of Sandy's role will be managing the insecticide formulation development laboratory at its Telford site and the unique Church Farm animal behaviour research and training facility in Hampshire.

A toxicologist, Sandy brings 30 years' experience in research and product development to the business and has joined PelGar from Wickham Laboratories where he was head of the Toxicology Department.

The technical team, under Sandy, will be responsible for PelGar's rigorous scientific formulation development, analysis and testing before products can be registered and finally launched for sale.

## Show scene



**Autumn is always a busy time for PelGar as it attends trade shows and events world-wide.**

Next month sees the start of the show season – visit the PelGar team on our stand at:

### FAOPMA-Pest Summit 2018

26–29 September, Shenzhen Convention and Exhibition Centre, Shenzhen, China



### PestWorld 2018 – Stand 1621

23–26 October, Walt Disney World Swan and Dolphin Resort, Orlando, Florida, USA

### PestTech 2018 – Stand C9

7 November, Arena MK, Milton Keynes, UK

### Parasittec 2018 – Stand B75

14–16 November, Porte de La Villette, Paris, France



## Rats... coming to a town near you, soon!



**The weather is a daily topic in most British small talk, but most people don't appreciate the impact it has on our daily pest problems.**

The long hot summer has been greeted warmly by most PCO's who have seen more wasp work this year than the last two added together.

The sticky evenings have encouraged householders to leave windows open which has meant an influx of moth infestations and an ingress of other pest species. With the end of summer upon us, the caravans being stored for another winter and the little people back at school, what do the coming months have in store for the UK's pest control professionals?

Rodent numbers don't necessarily peak during the autumn and winter months, in fact quite the opposite, but they are a more common and frequent problem during this time. In the summer, while there is food in the fields and fruit on the hedgerows most rodent species are happy to stay well away from towns and people. The recent dry spell has seen greater rat activity

than normal as they come in search of free water which they must find daily to survive.

This year we've seen a particularly early harvest which has come with lower yields in many places. When the last of the grains in the fields are consumed and all the fruit is gone, rodents will migrate from their current habitations in search of a sustainable food source, leading to an early and prolonged rodent season.

### Be prepared

As well as ensuring a good stock of high quality bait and bait stations, make sure you're up to date with the latest regulations. All rodenticides have recently gone through the renewal process and as such there are once again updated labels, with new directions and different caveats, check the packs you have and read the labels.

Keep an eye out in the next issue of PEST magazine for a full break down on the new rodenticide labels. If you have any questions please feel free to contact PelGar's technical team, email [technical@pelgar.co.uk](mailto:technical@pelgar.co.uk).

## Reminder – new classification



From the 1st March 2018 all 50ppm concentration rodenticide baits must carry this new (H360D) classification. All labels, safety data sheets and record books should be updated to reflect this as soon as possible.

The new classification has raised many concerns from pest controllers, adding to the myriad of questions which are posed by customers on a daily basis. The most common

questions always revolve around customer's safety concerns centred on children, pets and pregnant partners.

This classification adds complication, but there is an easy solution; use a bait which does not carry this warning. Baits below 30ppm in concentration do not trigger this classification and a broad range is now available from PelGar International, distributed exclusively by Edialux.



## Product focus – Vertox contact gel

### The key to behavioural resistance?

Behavioural resistance is a growing issue with professional pest controllers but Vertox Contact Gel is a unique product like no other on the market today and offers a real effective alternative option.

Unlike standard feed baits Vertox Contact Gel does not rely on excluding other food sources or bait palatability – instead the key is the placement of the gel as it is picked up on the feet and fur of the target mice and then ingested during the normal grooming process. Vertox Contact Gel contains 50ppm of the single feed second generation anticoagulant brodifacoum.

**WHAT?** A highly adhesive gel which sticks readily to the feet and fur of mice and is then ingested as a result of normal grooming behaviour.

**WHO?** For professional use only for the control of mice.



**HOW?** Available in 300g mastic tubes or 35g syringe (for use with a standard gel applicator), place thin strips in purpose built 'contact tunnels' or on pieces of tape which can then be easily removed after treatment.

**WHERE?** Along routes of travel, e.g. runs, pipework, cabling, etc.

**WHEN?** Ideal for use when normal 'feed' baits are not effective or are impractical. The product has proved very useful where behavioural resistance has been identified, and in situations where multiple food sources are available and cannot be restricted.