

THE PEST CONTROL INDUSTRY IN EUROPE

**A CEPA SURVEY
2003**



Edited and published by the **Confederation of European Pest
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Introduction

THE CEPA

Founded in 1974, the European Confederation of Pest Control Associations (CEPA) brings together the national professional associations, companies and associated organisations. Based in Brussels it is the voice of pest control service providers vis-à-vis the EU Institutions and European organisations.

It is actually composed of 24 members: 15 of which are national associations (Austria, Belgium, Bulgaria, Czech Republic, France, Germany, Hungary, Ireland, Italy, Poland, Portugal, Spain, Switzerland, the Netherlands, and the United Kingdom), 6 members are companies operating in Estonia, Finland, Greece, Latvia, Lithuania, and Sweden, (countries where no national professional association exists), the others being associated organisations (EUROCIDO, PCMedia and NDA-Obleidingen).

At the time of its creation over 25 years ago, the founding members of CEPA had foreseen that the European Union would soon be a reality and would become increasingly important in the life of every company and citizen.

Today, around 80% of the legislation of each European Union Member State originates from European Regulations and Directives. One of the fundamental objectives of CEPA is to try to influence, in the early stages, any European draft legislation that might concern the industry.

CEPA is the only representative organisation of the Pest Control servicing industry to the European Institutions. In this context, CEPA develops its activities at European and International level on behalf of the member organisations. It also represents the industry to official trade and inter-trade bodies both at European and International level.

The aims and objectives of CEPA are:

- Seeking to harmonise regulations concerning the use and the application of biocide products, notably in the key-area of training.
- Taking part in the study of technical and scientific problems dealing with the use of these products in the non-agricultural sphere and providing information both to its members and to the general public.
- Organising, via its member organisations, trade fairs and congresses at European and International level.

METHODOLOGY

The CEPA launched the first survey on the pest control sector in 1999. This survey is the only specific publication on this sector in Europe and will be updated regularly. It gives a fair idea of the importance of the sector. It cannot however be considered as a “statistical” survey.

Indeed, there are no systematic data collections on the pest control industry in all member states. Furthermore, in countries where official data are available, they are gathered using different systems, or with different breakdowns of time (one year, two years or five years). Therefore the comparison is not always possible.

The data published herein are gathered using a questionnaire prepared by the CEPA and approved by its Executive Committee. The goal is to achieve an updated source of information every two years (by modifying the questionnaire where modification proves necessary).

The questionnaire consists of five sections: market, companies by size, activities, and employment and labour costs. It includes several questions, open or closed.

The questionnaire is sent to the national member associations and member companies, who answer depending on the availability of official statistics. If no official statistics are available the member replies according to their own reasonable estimates. The answers for the year 2003 come from Belgium, Bulgaria, the Czech Republic, Estonia, France, Germany, Hungary, Italy, Spain, the Netherlands, and United Kingdom.

The pest control services provided by specialised pest control contractors considered in this CEPA study include those corresponding to the *NACE classification – REV. 1, section K, division 74, group 74.7: “cleaning” and by division 85, group 85.14: “other public health services”*.

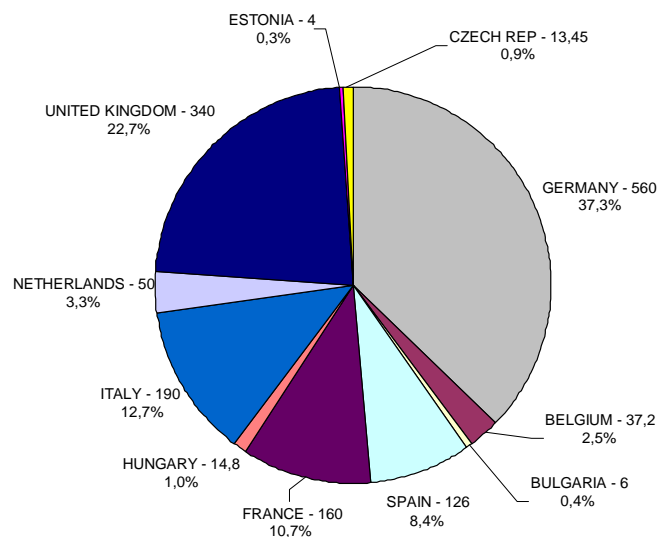
THE MARKET

In 2003, 6.800 companies achieved a total turnover (graph 1) of 1.501 millions of Euros, which shows the economic dynamism of the pest control industry.

In national terms, the highest turnover was achieved in Germany (560 millions of Euros), followed by the United Kingdom (340 millions of Euros), Italy (190 millions of Euros), France (160 millions of Euros) and Spain (126 millions of Euros).

The second group of countries, which is represented by the Netherlands, Belgium, Hungary, the Czech Republic, Bulgaria, and Estonia achieves a turnover between 50 and 4 millions of Euros.

Turnover in 2003 = 1.501 millions of Euros

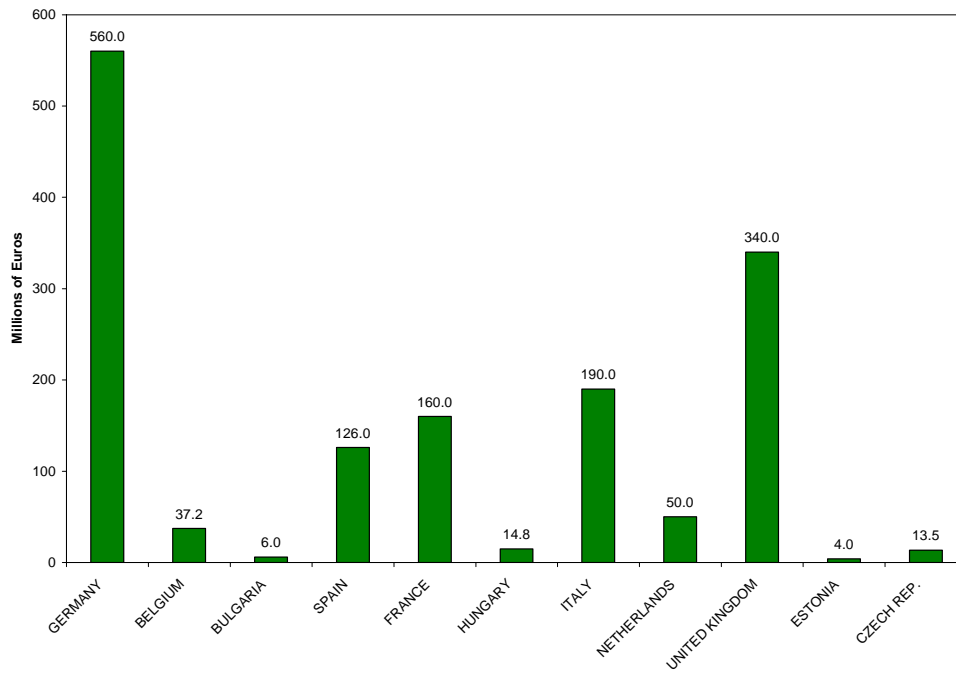


Graph 1

The breakdown by country (graph 1) shows that more than 80% of the total turnover is generated by only four countries: Germany (37,3%), United Kingdom (22,7%), Italy (12,7%) and France (10,7%).

Less than 20% of the turnover is generated by the other countries.

Turnover per country in 2003



Graph 2

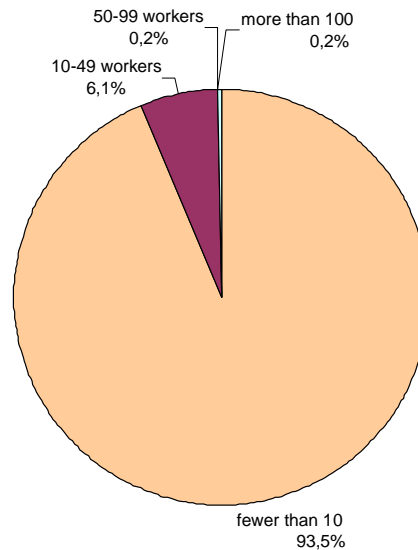
THE COMPANIES

The pest control industry, like most of other service sectors, is vastly made up of very small companies.

On average, the breakdown by size (graph 3) is the following:

- 93,5% of the companies employ fewer than 10 persons
- 6,1% of the companies employ from 10 to 49 persons
- 0,2% of the companies employ from 50 to 99 persons
- 0,2% of the companies employ more than 100 persons

Company structure by size in 2003



Graph 3

Reflecting the direct consequence of the low market concentration, the number of micro companies (employing fewer than 10 workers) is predominant in Spain (1.410) followed by the United Kingdom (1.240), Germany (945) and Italy (808).

In total, 6.800 pest control companies worked on the European market in 2003.

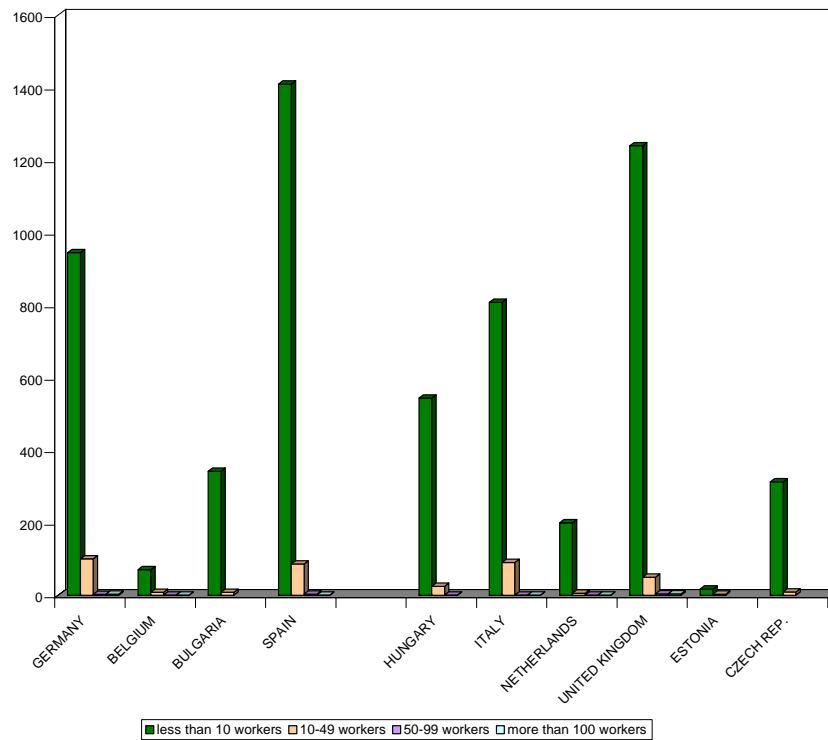
In national terms, the highest number of companies can be found in Spain with a total of 1.500 companies followed by the United Kingdom (1.300 companies), Germany (1.050 companies) and Italy (900 companies).

They are followed by Hungary (570 companies), France (500 companies), Bulgaria (350 companies), the Czech Republic (322 companies), the Netherlands (208 companies), Belgium (80 companies), and Estonia (20 companies).

The graph 4 shows that the companies with less than 10 workers are highly predominant in every country in Europe.

(The exact figures of company structure in France were not available.)

Company structure per country in 2003



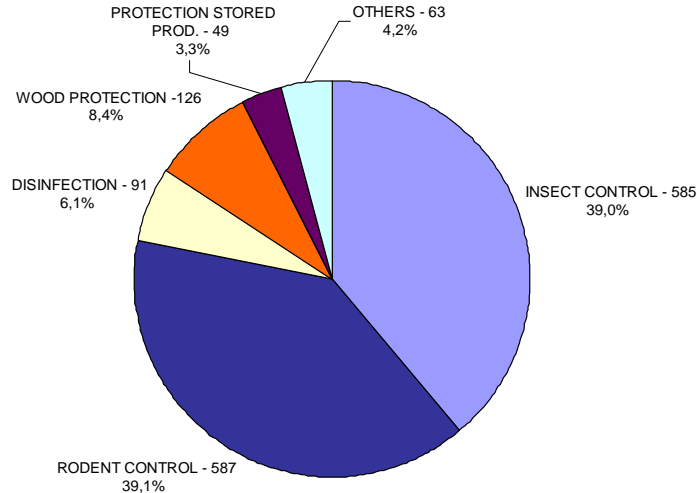
Graph 4

ACTIVITIES

It is also quite interesting to look at the developments of the sector in terms of market segments (graph 5). Rodent control (587 millions of Euros) and insect control (585 millions of Euros) are the most important segments in terms of turnover and represent in total 78,1% of the turnover of all activities.

The other segments are: wood protection (126 millions of Euros), disinfection (91 millions of Euros), protection of stored products (49 millions of Euros), and others (63 millions of Euros).

Breakdown market segment 2003 (in millions of Euros)



Graph 5

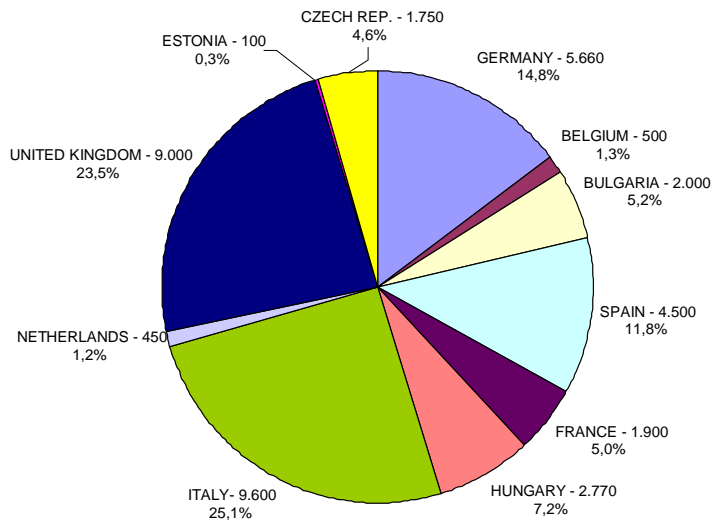
EMPLOYMENT

In total, more than 38.000 persons are employed in the pest control industry (graph 6).

In national terms, about 9.600 people are employed in Italy, representing 25,1% of the total workforce. It is followed by United Kingdom, Germany, and Spain, employing 9.000, 5.660 and 4.500 people respectively.

These four countries represent three-quarters (75,2%) of the total number of employees.

Number of workers in 2003 = 38.230 persons

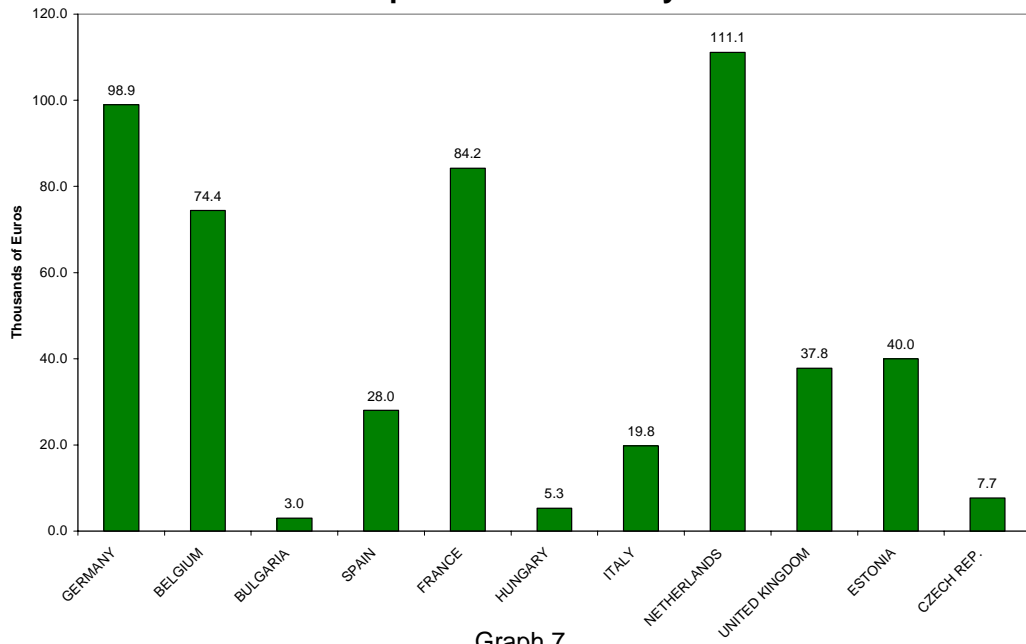


Graph 6

The annual turnover per employee (graph 7) is the highest in the Netherlands with 111.100 Euros per year per employee, followed by Germany with 98.900 Euros, France with 84.200 Euros, and Belgium with 74.400 Euros per year per employee.

They are followed by Estonia (40.000 Euros), United Kingdom (37.800 Euros), Spain (28.000 Euros), Italy (19.800 Euros), the Czech Republic (7.700 Euros), Hungary (5.300 Euros), and Bulgaria (3.000 Euros).

Turnover per worker / country in 2003



Graph 7

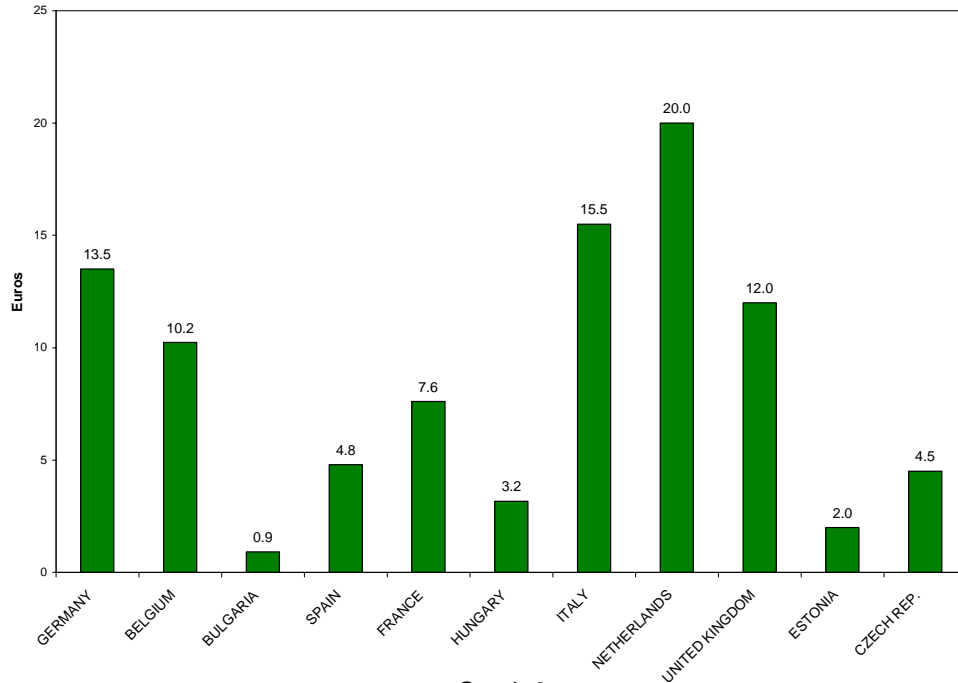
Labour Costs

In the European countries the minimum gross hourly wage (graph 8) varies very much due to the enormous difference between the employers' contributions of the different countries.

The Netherlands is the country with the highest minimum gross salary (20 Euro per hour), followed by four countries (Italy, Germany, United Kingdom and Belgium) where the wage scale varies between 15,50 and 10,20 Euros.

In France, Spain, the Czech Republic, Hungary, Estonia, and Bulgaria, a minimum hourly gross wage between 7,60 Euros and 0,90 Euros is paid.

Minimum gross hourly wage per country in 2003



Graph 8