

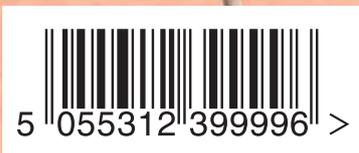
INDUSTRY NEWS • PRODUCTS • OFFERS

December 2018

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# Peregrine

**REPTILE  
NEWS**



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# REPTITEMP DIGITAL THERMOSTAT

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- Used in conjunction with a fan or a heat mat this system delivers the right climate you desire.
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- Controls temperature by turning on heating devices in 'Heat' mode or by turning on cooling devices (e.g. fan) in 'Cool' mode.
- Built in memory stores settings in case of power failure.
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Description	Code	Trade	RRP	Promo
ZM Repti Temp Digital Thermostat 600w	CZT600	£36.11	£64.99	£18.06



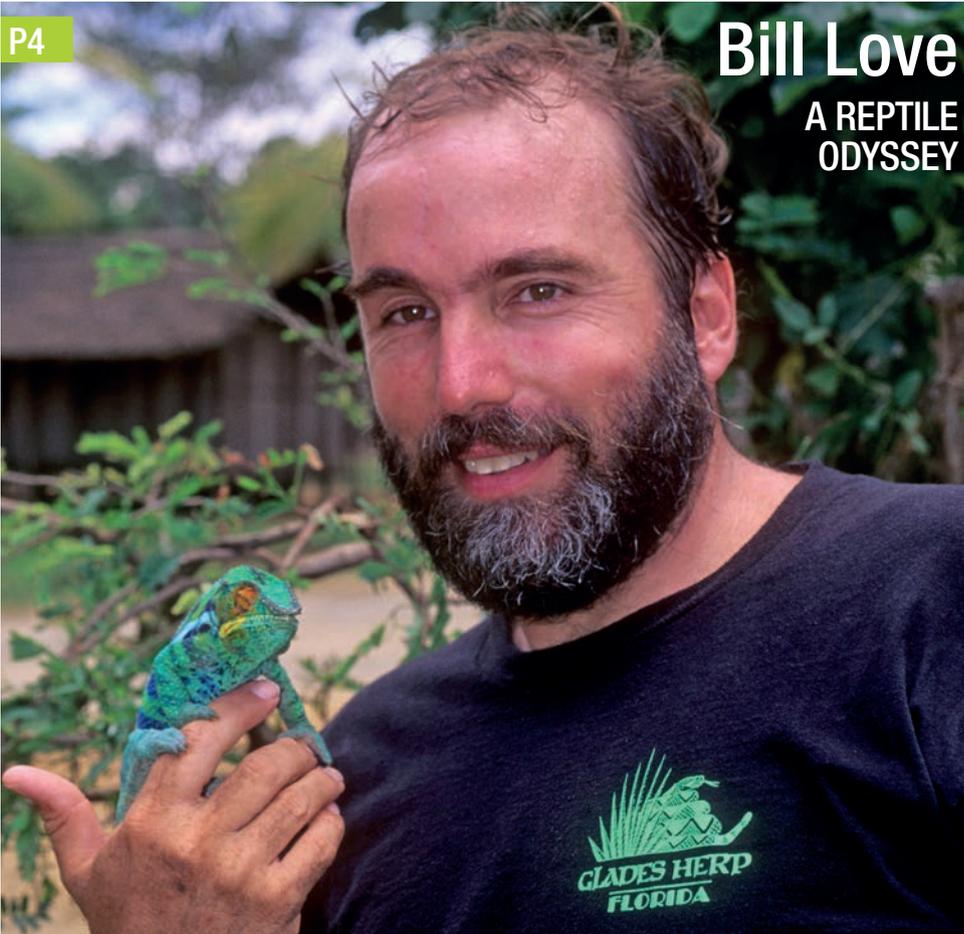
# CERAMIC HEATERS & LAMP HOLDER WITH BRACKET

50% OFF



Description	Code	Trade	RRP	Promo
PR Ceramic Heat Emitter 60w	HPC005	£13.88	£24.99	£6.94
PR Ceramic Heat Emitter 100w	HPC010	£13.88	£24.99	£6.94
PR Ceramic Heat Emitter 150w	HPC015	£16.66	£29.99	£8.33
PR Ceramic Heat Emitter 250w	HPC025	£16.66	£29.99	£8.33
PR Ceramic Lamp Holder WITH Bracket	HPH010	£10.55	£18.99	£5.28

Developed specifically for use with all reptiles and amphibians, provides long wave infra-red energy. No light is emitted by the ceramic heat emitter, so can be used to heat an environment during the night or as additional heating during the day.



## Bill Love

### A REPTILE ODYSSEY

With the first Animal Activities Licensing inspections taking place over the last couple of months there's plenty of speculation and furore occurring on social media, with many people worrying about how they can ensure their stores are compliant. While it is true that sections of the new legislative guidelines might cause headaches, in reality, most stores will be able to become compliant with a little adjustment to their current set up.

With that in mind, this issue features an AAL checklist, outlining the legislation's requirements for store owners and managers. We've also included a guide to checking UV lamps written by Frances Baines, the UK's leading reptile UVB specialist. Checking UVB lamps is a requirement for the new legislation, so all stores will need to know how to use a Solarmeter effectively.

We've also caught up with US herp legend Bill Love and we have all the usual industry news, offers and promotions.

See you all again next year!



Chris Jones,  
Sales & Marketing Director

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# Reptile Industry News

The latest news from the world of reptile keeping



## Zoo Med University

Zoo Med have launched a free online training resource for herp retailers and wholesalers. The course aims to provide a good foundation of husbandry knowledge to enable staff to properly advise customers about the best products for their pets.

The content of the course is aimed at those entering the trade, so it isn't likely to provide much new information for established specialists, but it's certainly a great resource for owners and managers who need to train new members of staff. The course requires several hours of commitment, covering topics such as housing, lighting, heating, humidity, substrates and nutrition. Our first impression of the course content is encouraging. It's well organised and covers all of the important bases, providing an off-the-shelf solution for stores that need to train new staff. There's even a certificate for successful completion.

The course is free and participants simply register online.  
For more information visit: <https://training.zoomed.eu>

## Tell Hicks

Following the awful news about Tell Hicks' accident last month, the latest information we have from his close friends is encouraging. Alan Wilkie is President of the IHS and a good friend of Tell's. We spoke to Alan to get an update on Tell's condition.

*"Following the accident Tell wasn't able to move very much at all. But since then he has made some promising signs of recovery, although these were only slight. Within the first few days after the accident he was able to move his shoulders and lift his arms and had some sensation in his hands and his legs. From there a decision was made that Tell should have surgery to attempt to repair the damage caused by the accident, although this was not without its risks.*

*After a few delays and cancellations, the surgery final took place on Wednesday (14th Nov). The surgeon considers the operation to be a success and he's pleased with how it went. Tell isn't on a respirator, he still has his speech and is able to rest in a sitting position for the first time since his accident. He's lost none of the movement he had regained – all of which is extremely encouraging. He's out of the woods and the worry about the potential risks of undergoing the operation are, it seems, behind him.*

*The prognosis for the future is unclear and doctors can't offer any guarantees. However, Tell is surprisingly upbeat – joking with nurses and visitors and is adamant that he will be back to painting as soon as possible."*

Our best wishes go out to Tell and his family. We'll keep you posted with more news when we have it. In the meantime a Go Fund Me page has been set up to help towards Tell's care. You can donate here: [www.gofundme.com/fundraiser-in-support-of-tell-hicks](http://www.gofundme.com/fundraiser-in-support-of-tell-hicks)

## Snakes need to stretch out?

A recent edition of the VetRecord journal has highlighted one of the most contentious issues surrounding the new Animal Activities Licensing legislation – namely the minimum sizes prescribed for reptile enclosures. The legislative guidelines require snake enclosures to be at least two thirds the body length of the captive animal, a stipulation that has caused great debate among hobbyists and herpetologists alike.

Martin Whitehead is an associate of the animal rights group Animal Protection Agency, an organisation with the stated aim of ending the keeping of reptiles as pets in the UK. Mr Whitehead wrote to the journal questioning the ethics of the minimum enclosure sizes, stating that there is no evidence that snakes do well in enclosures of this size. Mr Whitehead said *"I take it as self-evident that the welfare needs of any vertebrate species include sufficient space for them to at least be able to stretch out fully – as for battery chickens."*

The legislation's guideline enclosure sizes were influenced by a group of specialist and special interest veterinarians, including Tariq Abou Zahar, a specialist reptile vet and hobbyist with many years of experience keeping and breeding reptiles and a post-graduate qualification in zoological medicine.

Tariq responded citing nine literature references which *"do not support the assertion that an enclosure at least the length of the snake is an essential requirement for meeting an animal's welfare needs."* while also explaining how larger enclosures can be detrimental to welfare in some instances.

Chris Newman from the Reptile and Exotic Pet Trade Association said *"It is interesting that vets are often accredited as an almost irrefutable source of authority when it comes to animal husbandry, whereas most vets do not have the required experience or expertise to demonstrate such. Vets are trained and experienced in the field of animal medicine and treatment and few have the requisite herpetological or husbandry expertise or experience. Tariq Abou Zahar is one of the few individuals who have both the veterinary knowledge and practical husbandry experience to provide a balanced, informed and accurate appraisal of a reptile's welfare needs, and so his council is extremely valuable in cases such as this."*

It should be noted that Martin Whitehead does not hold a qualification in exotic veterinary medicine.



Tariq Abou Zahar

The latest news from the Reptiles and Exotic Pet Trade Association – protecting and supporting the responsible pet trade.



**REPTA**  
Reptile and Exotic Pet Trade Association

Chris Newman



## Chris Newman steps down as FBH Chairman

After almost twenty years at the helm of the FBH, REPTA chairman Chris Newman has stepped down from his position with the Federation of British Herpetologists. This was an unfunded position which Chris has executed in tandem with his role at REPTA, helping to represent hobbyist keepers in the UK and EU Parliaments and other stakeholder organisations. Chris issued the following statement:

*"It has been both a privilege and a pleasure to be at the helm, but it has not been without its challenges. Now is the time for the next person to pick up that baton.*

*The FBH has done a great deal. It remains the only animal keeping sector to have its own Good Practice Guidelines endorsed by government and the value of that should not be underestimated.*

*Now, more than ever, is time for unity. There are many challenges ahead and not least of these being the AAL. The shows may be safe, but are breeders? Then there's the slippery slope of the Invasive Species Regulations and the increasing list of species being banned from keeping. Plus the ever present push to implement the insidious concept of a Positive List – a list of species that may be kept with everything else*

*being banned. I urge all hobbyist keepers to support the FBH. The old adage is true – united we stand, divided we fall."*

## REPTA 2019

Meanwhile Chris' work with REPTA continues, the main focus points being the new AAL legislation and the completion and handover of the National Centre for Reptile Welfare.

## AAL

The guidelines underpinning the AAL require significant amendments in order for them to fulfil their aim of increasing welfare and reducing unnecessary administrative burdens for legitimate trade. The next stages of the process to amend the guidelines relies upon REPTA being able to highlight where the guidelines are failing. If your store experiences any issues relating to the new legislation, REPTA would like to hear about it. REPTA can only push for changes to the guideline document if they have feedback and real life case-study information from stores about how the new legislation is affecting them.

**You can contact Chris Newman via email at [chris-newman@cviewmedia.com](mailto:chris-newman@cviewmedia.com)**

## REPTA membership

An important component of REPTA's future engagement with DEFRA with regard to the AAL involves REPTA becoming a membership organisation. The City of London Primary Authority Scheme sets the benchmark for compliance with the AAL guidelines. In short, if your local authority attempts to create unnecessary or prohibitive conditions when licensing your store, these can be challenged by presenting the issues before the City of London's Primary Authority for adjudication.

In order to access and benefit from the Primary Authority scheme REPTA needs to be a membership organisation. Work is currently underway to create an affordable membership scheme which will enable and attract shops who wish to become REPTA members. Its first task is to provide support for stores that need to comply with the new AAL guidelines.

This is already being developed and is close to completion. See our AAL feature later in this magazine for more information.



## National Centre for Reptile Welfare

With building work on the NCRW nearing completion, work now begins to establish the long-term operational future for the centre by securing funding and staffing to release Chris from the centre's daily workload.

The NCRW project was initiated by The Pet Charity, of which Chris Newman is a trustee, and relied on funding and support from the charity, along with donations and funding from companies within the pet industry. As a Pet Charity trustee with the experience and connections to bring it to life, Chris was appointed as the lead for the NCRW project.

With the development reaching its final stages the next steps include the handover of daily operations to an appointed manager and Chris's involvement being significantly reduced – although Chris will still be involved as a Pet Charity trustee overseeing the project. We'll keep you up to date with progress in future editions of this magazine.

# Bill Love

## A reptile odyssey

Bill Love's epic herping history is a dream come true for any reptile enthusiast. His new autobiography documents his life in the world of reptiles and reptile keeping. If you haven't got a copy yet, we highly recommend you do so.

We caught up with him at his home in Arizona USA to talk about zombies, pure white rattlesnakes and the golden age of reptile breeding.



### The wonder years

I was fascinated with monster movies when I was a kid, and Godzilla was a favourite. The closest I could get to chasing dinosaurs was to look for reptiles in my local woodlands in New Jersey. By the early 1970s, when I was 16, my family had moved to Florida and the number of herps available to find in my backyard went from a handful to dozens of different species. Within six months I'd got my driving licence and travelled all over Florida looking for animals. Moving to Florida and getting a car opened the floodgates for my reptile craze.

Then, one day I saw a classified advert in a fishing and hunting magazine for the National Herpetological Society based in California. In reality, I'm pretty sure it was just one guy publishing any clippings he found in the press, but at the back of the society's newsletter was a section where

members would list the reptiles they had available. I sent off dozens of letters in the mail every week, arranging swaps with other herpers from other states. I'd get hold of a field guide from a specific state or area and make contact with someone in the society who was based there and could get me the species I wanted. Soon I was in touch with reptile enthusiasts from all over the USA and, predictably, my collection of reptiles just grew and grew.

Around that time Miami was a major port for reptile importers and dealers. I'd visit them as shipments came in to cherry-pick the best animals, adding non-native species to my ever growing collection. It was a seminal time which laid the foundations for the keeping and breeding of reptiles all over the world, and lit a fire in me which has never gone out.

### Life on the road

By 1976 I was travelling all over the USA looking for and collecting reptiles. One day I stopped at the mall to buy a field guide for whatever area I was in and there, in the mall, was a reptile exhibition. I chatted for a while with the people who ran the exhibition before going off to buy the guide and find more snakes. A few weeks later the exhibition came to Florida, so I went along to meet up with them again. One of the owners of the exhibition was Kathy, who I later married. But, before that, I managed to get a job with them travelling around the USA with the exhibition, spending the next two years on the road. ▶



Bill found this Barbour's Map Turtle (*Graptemys barbouri*) that had laid its eggs where they would get destroyed, so he dug them up and moved them to a safer spot.

To be honest, I don't think they had too many applications from other people with reptile experience who could just up sticks and hit the road with a trailer full of snakes.

During that time I got to meet some of the most important herpers in the USA as we visited zoos and wildlife parks with the show. This was around the time when keepers and zoos were starting to breed reptiles more consistently, and building my list of reptile-expert contacts proved to be invaluable in the years to come.

Eventually we grew weary of the nomadic lifestyle so we began looking for ways to work with reptiles that didn't involve so much travel.

## Tom Crutchfield and Glades Herps

The 1980s were a really busy time for us. Kathy and I settled down in Florida and set about building up a decent-sized breeding project featuring mainly colubrid species. In the meantime, I went to work for Tom Crutchfield. Crutchfield was already one of the largest and best-known reptile importers and wholesalers in the USA and I got involved in everything I could, from unpacking shipments, housing and maintaining the animals, packing orders and anything and everything that needed doing. I spent a few years there at around the same time that Tom acquired the infamous Albino Burmese Pythons. He had two males and a female and had a tough time attempting to breed them. Eventually he sold one of the male albinos to Bob Clarke, and the rest is history.

At around the same time we became friends with Rob MacInnes. He was working at Pet Farm, one of the other big reptile import businesses and, between us we had a lot of knowledge and experience under our belts.



Bill in the mid-1970s with a Nile Monitor and his trusty old Ford Bronco

We hatched a plan to start a similar business of our own and, by 1989 Rob and I became partners to create Glades Herps. Selling cherry-picked imported reptiles and any captive-bred animals we could buy, the business became well-known and successful rather quickly.

Our reptile livestock price list was legendary and we'd send it out to businesses and keepers all over the world – which was a mammoth task in those days before email and the internet. Printed on our trademark green paper, the list featured information about the animals we had available. 5000 lists were folded, stapled, put in an envelope, stamped and addressed by hand – a process which took several of us 200 hours over the course of a weekend every month.

The list, by the standards of the day, was enormous and featured some of the most sought after animals of the era. You name it, we probably stocked it at one time or another. In fact we probably stocked a dozen or more.

Eventually the list would not fit on one sheet of paper. However, it wasn't enough for two pages, so I filled the remaining space on the page with a column of text I called 'Shop Talk'. I'd talk about what we were up to and answer any questions we might get about the animals we offered, often adding photographs to accompany the text. We wanted people to take the list to read on the toilet and keep them there until their legs went numb. By all accounts, it worked! ➤

## Snowflake

In 1975 I got a call from a construction crew who had found a 'white snake' on their site. I was expecting a Pygmy Rattlesnake or a young Eastern Diamondback. Back then, few people had seen albinos or colour morphs and white snakes were unheard of, so I wasn't expecting anything other than one of those typically light-coloured snakes.

The construction workers arrived at my house with a toolbox in which they had caught the critter. When they opened it I knew straight away that it was something special – a white, assumedly leucistic, Eastern Diamondback. I named the animal Snowflake.

Snowflake turned out to be a female and I raised her to be about five foot long before bringing in some normal Eastern Diamondbacks to mate her with. Unfortunately I never managed to get any babies and, ten years later, I sold Snowflake to Tom Crutchfield, along with the normal males I had, for around \$2500. The snake lived for around a year and a half and then, for seemingly no reason, died unexpectedly. The world will have to wait a little longer for a white Eastern Diamondback Rattlesnake, it seems.



45%  
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# Basking Spot Lamp

SPECIAL  
OFFER



Description	Code	Trade	RRP	Promo
PR Basking Spotlamp 100W BC	LMS015	£2.49	£4.49	£1.37
PR Basking Spotlamp 100W ES	LMS115	£2.49	£4.49	£1.37
PR Basking Spotlamp 40W BC	LMS005	£2.22	£3.99	£1.22
PR Basking Spotlamp 40W ES	LMS105	£2.22	£3.99	£1.22
PR Basking Spotlamp 60W BC	LMS010	£2.22	£3.99	£1.22
PR Basking Spotlamp 60W ES	LMS110	£2.22	£3.99	£1.22

**PROREP** 





Soon my ramblings on the price list got noticed by Reptiles magazine and they asked me to write a column each month. This was 1992 and I still write that column today.

By 1996 the business was doing great, but I was getting tired of dealing with people. I'd stopped enjoying running a business and wanted to get back to what got me started in the first place – the animals. I'd come to realise that writing about reptiles and taking photos was a lot more fun than running a reptile business. So I decided to sell our shares in Glades Herp to Rob.

## Writing and photography

I started taking pictures of animals way back when we were running the touring reptile exhibition in the 1970s. I still have thousands of slides taken at zoos and herpetological collections in each of the local areas we visited. Back then a friend of mine met an author who was writing a field guide and was in need of images of different reptile species, so he put us in touch. The author used dozens of my

photographs and I netted \$1600 – quite a decent amount of money in those days.

Glades Herps was another fantastic opportunity to take photographs of reptile species. I had a small photographic studio there and would spend hours taking shots of the interesting reptiles we had in stock over the years. I think having a good knowledge of reptile behaviour is a huge advantage if you want to take photographs of these animals. All too often you see images which show unnatural behaviour. You see lots of shots that have obviously been taken just seconds after a snake has been sheltering under a tub. You can tell because the snake is still sitting in the same shape as the tub was. Pictures of animals doing what comes naturally are much more engaging, and that's what I try to do.

My catalogue of images came to great use when I began writing and presenting for a living. I've written for a great many reptile magazines over the years, in the USA, UK, Europe and other parts of the world.

## Madagascar and beyond

My company, Blue Chameleon Ventures was started on the back of my fascination with Madagascar. It started in the late 1980s

when I met Olaf Pronk, a Dutch national who became a specialist herpetologist and exporter in Madagascar. Glades Herp was one of the first companies in the USA to import from Madagascar during the early 90s, bringing in spectacular species that hadn't been seen in the hobby for generations. Panther Chameleons, Parson's Chameleons, Day Geckos, Leaf-Tailed Geckos and much more. Snakes were difficult to import because most Malagasy people are afraid of them, despite the fact that there are no venomous species there.

We bought in a few shipments and realised we were onto a good thing, so I arranged to go over to Madagascar to learn more about the specific habitats these animals came from, and also to cement our relationship with Olaf Pronk. The trip was a dream come true for any reptile keeper – I was finding more animals than I could photograph! Radiated Tortoises, Sanzinia, Ground Boas and chameleons seemingly hanging from every tree. I was in heaven!

I immediately started thinking about how amazing it would be to bring herpers out to Madagascar to see all of these fabulous animals in the wild. Few of the herpers I knew had ever been, and it was obvious they were missing out. Over the coming years I led 12 trips to Madagascar with tour groups and I've explored most of the country. It was on Olaf's recommendation that we went to explore Ambanja and it was mind blowing to see the

30% OFF

# CASCADE



## Zombie Bill

Not many people know that Kathy and I had small parts in George Romero's zombie film 'Day of the Dead'. You can see me in the opening minutes of the film coming down the steps out of a bank following a large alligator. The film crew had hired the gator from Tom Crutchfield and I was recruited as an extra to supervise the animal on set. I was paid just \$1 so that I could be on the books and therefore covered by the film's insurance. My film career lasted for around 10 seconds.

spectacular chameleons you can find there. I think I put Ambanja on the map. Sadly, Olaf Pronk is no longer with us. He died just a couple of days after I sent him my autobiography. He was a great friend of mine and I often wonder if he read what I wrote about him before he died.

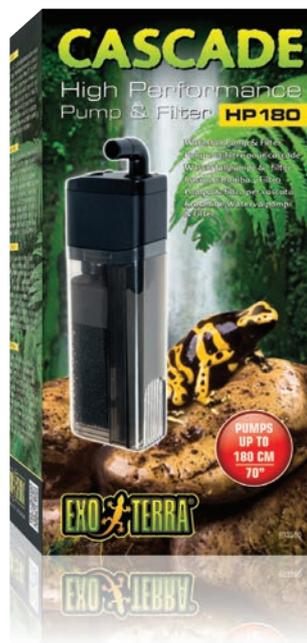
I've also been herping in Brazil, Peru, Mexico and many parts of Europe. I've been to Russia three times, Australia four times and, of course, all over the USA. A few field trips stand out in my mind as being particularly special. Visiting New Caledonia with Phillippe De Vosjoli in 1997 was one I'll always remember. We found countless geckos of all kinds – it was amazing. Phillippe offered me a few Cresties when we got back to the USA, but I turned them down because, at the time, I was only really keeping snakes. Looking back perhaps it wasn't the best business decision I ever made, but I guess the money doesn't matter really.

Another trip that stands out is one where I went to Madagascar, Mauritius and Round Island with Jim Pether and Tony Jones. We went to a small, uninhabited island off the north coast of Madagascar for a few days before flying out to Mauritius to visit an Aldabra Tortoise farm, and then caught a lift in the government's Military Police helicopter to visit Round Island – which is supposed to be closed to non-scientific visitors, but somehow we managed to arrange a trip there. If you haven't heard of Round Island you should look it up and then you'll understand how special that trip was.

I've recently returned from Paraguay too. I was looking for Tricoloured Hognose Snakes because Kathy and I breed these in our collection. I found lots of amazing animals, but didn't find any of the hognose unfortunately. Embarrassingly I ended up in hospital there and had to cut the trip short after being bitten by a small Cat Eyed Snake (*Leptodeira annulata*). I found it crossing the road and, knowing they're not particularly dangerous, I picked it up. Predictably, it bit me and chewed on my hand for a while. I wasn't that worried at the time, but in retrospect I should have stopped it biting. I'm guessing I got a decent dose because it made me quite ill with neurotoxic effects.

## The Loves today

Kathy and I left Florida in 2011 to set up home in Arizona. We felt like we were ready for a new adventure and we wanted to spend some time in a different climate. We bought a small property way outside Phoenix in a place called Apache Junction. We're still breeding reptiles, focusing



## High Performance Pump & Filter

- Create your own waterfall, up to a height of 70" (180cm).
- Great to irrigate terrarium background to stimulate plant growth.
- Contributes to the environment's humidity level.
- For use in terrariums, vivariums, aquariums and paludariums.
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Description	Code	Trade	RRP	Promo
ET Cascade Hi Perform Pump Filter PT3590	CHF400	£20.17	36.29	£14.12

on Tricoloured Hognose snakes. I'm not sure if you see them much in the UK, although I know there are a few breeders in Europe producing them. They're cool pets, and many people believe they're a colour morph of the more common Western Hognose. Of course, they're not related, but they look like a cross between a Western Hog and a Milksnake.

I think they're one of the most exciting things in the modern market, particularly because they offer everything a designer colour morph does, but they're like that in the wild. We sell most of ours to breeders who are looking to set up with this species. I'm always reluctant to say any animal might be the hobby's next big thing, but this species is certainly increasing in popularity in the USA. ■

## Bill's book – Reptile Odyssey

I'm lucky to have had quite an adventurous life and have amassed a few good stories in my time. People were always telling me I should write a book and, about two years ago, I made a start. 'Reptile Odyssey – Adventures of a Herp-Oriented Life' is about my journey across the herp hobby and industry over the past 50 years. I'm very pleased with how it came out, featuring well over 200 quality photos. Many friends and acquaintances are pictured and mentioned, plus oodles of stories of triumph, pain, embarrassment and humour of a herpetological flavour. Up and coming herpers will likely learn a lot from my life, and seasoned herpers will chuckle and wince at what are bound to be many analogies in their own lives. Copies ordered directly from Kathy and I are \$29.95 per book, plus postage of \$35 per copy for International Priority Mail to Europe. I will personally sign every book purchased from me, of course. You can order via PayPal by using Kathy Love's email address: [kathy@cornutopia.com](mailto:kathy@cornutopia.com).



# PALUDARIUM



## Terrarium Meets Aquarium

The Exo Terra Paludarium is a semi-aquatic terrarium habitat that replicates a rainforest, swamp or stream and can harbour aquatic as well as terrestrial animal and plant species. The word paludarium originates from the Latin word "palus" which stands for swamp.

Description	Code	Trade	RRP
Natural Terrarium/Paludarium Large X-Tall 60 x 45 x 90cm	THT050	£209.33	£376.79
Natural Terrarium/Paludarium Medium X-Tall 45 x 45 x 90cm	THT045	£162.22	£291.99
Natural Terrarium/Paludarium Mini X-Tall 30 x 30 x 60cm	THT012	£48.33	£86.99
Natural Terrarium/Paludarium Small X-Tall 45 x 45 x 90cm	THT022	£110.00	£197.99



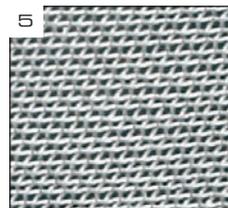
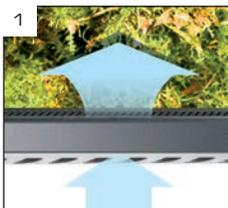
# JMS

# NEW



## Full Glass Aqua-Terrarium Combo

1. Front window ventilation
2. Dual doors – prevent escapes
3. Aqua-terrarium combo – extra deep waterproof bottom
4. Raised Bottom Frame for the Exo Terra Heat Mat
5. High quality stainless steel mesh for optimal ventilation & UVB penetration
6. Lockable door for safety
7. Four screen cover locks for security
8. Closable inlets for wires and tubing
9. Background included
10. Background cut-out for wires and tubing



# Visual appeal

## An introduction to in-store merchandising



We all know the way we lay out our store can have a significant effect on sales, but not enough independent traders are making the most of this opportunity. That's why Peregrine recently hosted an in-store merchandising course in conjunction with MTD, a management training company that has worked with organisations such as Virgin Atlantic, Amazon, Xerox, Honda UK, Lloyds TSB, Starbucks, and over 4,500 other companies and local authorities. MTD Senior Sales Trainer, Scott Rumsey talks us through the basics you need to know.

Merchandising is all about psychology and all good merchandising relies upon us understanding why customers make the choices they do. Most of the factors which influence these choices are subconscious decisions, executed without any deliberate or considered thinking, as if the customer is working on autopilot. Understanding how the subconscious mind operates is the first step in knowing how good merchandising can be used to increase sales.

### Layout, circulation and image

Understanding how people move around a shop is an important consideration when planning the layout of your store and where we might position certain products. Naturally, everyone has different motivations when they enter a retail space, but here are some things you should consider when designing or amending your shop floor layout:

### Inside your shop

- 90% of people turn right when entering a store
- Customers slow down when they see reflective surfaces
- Customers prefer to face and walk forward
- Customers want to move freely, without brushing up against other shoppers
- Men move faster down aisles than women
- Consumers will not notice much until they start to slow down, usually 15 feet after they enter the store
- Customers want shops to be logically organised, clustering similar products together
- Customers won't want to walk the whole aisle unless there is some significant motivation to do so

### Outside your shop

- Does your shop have curb appeal? Does it pull people in from outside?
- Is it obvious what your shop sells?
- Does the exterior reflect the quality you are aiming for in the interior?
- Is the area immediately in front of your shop well maintained? Are there weeds, litter or graffiti nearby?

### Movement

Our brains are designed to notice movement so it is worth considering this in your merchandising plans

- The movement of water is attractive and can create a feeling of calm
- Information videos played on a loop will catch the eye
- Mechanical point of sale displays can also achieve this aim

### Speed bumps

Typically, when people enter a shop, they walk several feet before they start to process all the information in front of them. This means customers can miss crucial offers or information if it is positioned just inside the door. Many stores employ techniques to slow customers down, using merchandising 'speed bumps'. For reptile retailers these speed bumps could be:

- Bioactive reptile displays
- Aquatic or water displays
- High-impact branding
- Displays just inside the door to create a physical barrier that forces customers to slow down and navigate around it

### The Power Wall

We know that 90% of customers turn right upon entering a shop, so it makes sense to optimise our store to take advantage. This space is technically referred to as the 'Power Wall' and should be optimised within a few feet after they have slowed down on the right side of the shop. It's the ideal space to position promotional branding and key high-profit products you want to sell.

### High and low yield areas

High yield areas are parts of your store where customers are most likely to walk through. As a result, customers are more likely to buy items which are displayed in these areas. But it's not just about the footprint of your store, it's also important to think about the shelf levels which are most likely to attract the eye.

Shelves at eye and chest levels are considered optimal high yield spaces where you should locate products you want to sell high volumes of, especially if they are in a part of your store where you get lots of foot traffic. Shelves at hand level should ideally be stocked with products which are linked to those at eye level.

Low yield areas are, obviously, the opposite – places where customers are less likely to walk or look. As a result, they are less likely to buy items which are displayed in these areas, but there's still ways you can merchandise these areas to maximise their potential. For example, products at knee level should be bulk items, with clear visible pricing on the top of the item.

## Logical layout

Grouping relevant products together makes it easier for potential customers to locate what they need and creates a positive shopping experience. And when this happens, they are more likely to make a purchase.

Labelling and signposting is really useful in this respect. It's worth asking yourself if people

could navigate your shop if you were busy with another customer. Providing signage that highlights products in categories can help massively. These might be labels such as:

- Nutrition
- Heating
- Lighting
- Décor
- Livefoods

## Maximise your till area

Positioning products near the till is a great way to grab residual sales as people wait in the queue. These products are ideally valued between £1–£5 and you'll be surprised at how much these small sales can add to your profits at the end of the year.



## First impressions count

Customers will form a lasting impression of your store as they enter. High standards of housekeeping are essential. Your sales and till counter should be clean and easy to access. Dust and grime gives the impression of poor welfare and a badly run business, which drives customers away.

You should also ensure shelves are regularly restocked. It's important to top them up throughout the day, not just at the end of the day, as gaps in shelves can have negative associations. It should go without saying that products on display should be undamaged and clearly labelled, ideally with pricing.

## Freshen up

Repeat customers will form habits when visiting your shop and may start to overlook offers you wanted to show them. Changing the displays around will make the customers notice new things, especially if they have to look for a product they buy regularly. Of course, doing this too often is just annoying, but refreshing the store will not only enhance the customer's shopping experience, but likely enhance your profits too.

Rachel Blackburn  
Northampton Reptile Centre



*"I found the course extremely useful. We like to think we know how to create an attractive shelf or display, but the course helped us to understand how the customer perceives things. We already have plans on how we can use what I learned in the store to change our merchandising to make it better."*

*One really good thing about the course was the workbooks which were provided. These were really comprehensive and gave us something we could later refer to. It also meant we could concentrate on what the trainer was saying instead of having to take loads of notes. I've spent some time relaying what I learned to my colleagues, so they can use the techniques I learned too."*

Tom Hillier  
Southampton Reptiles



*"The course was really interesting and I learned a lot. We've started to put it into practice in the store and we're seeing a difference already. It was also really useful to speak with other stores to find out what they are doing and what works for them."*

## Want to know more?

Peregrine runs regular training courses.

Next course: 13 February 2019

Price: £225 for first delegate  
£125 for additional members of staff

To book contact Andy Fahy on  
01279 438453

# BUDGET MAX/MIN THERMOMETER

**NEW  
COMING SOON**

Low cost thermometer to assist with new AAL Regulations. These budget thermometers are unbranded, do not come in packaging and not suitable for re-sale.

- Max-Min record function
- Choose between Celsius or Fahrenheit
- On/Off function
- -50°C-200°C temperature range
- 1 meter External Probe Cable
- Water Proof Probe

Description	Quantity	Code	Trade
Max Min Thermometer	Each	CYT001	£3.60
Max Min Thermometer	25-49	CYT001	£3.25
Max Min Thermometer	50-99	CYT001	£3.00
Max Min Thermometer	100+	CYT001	£2.75



**Battery  
Included**

# AAL checklist

## What you'll need in order to comply

---

Ideally every store will have read the AAL guidelines and have a good idea of the requirements. However, the document is a rather onerous read and contains ambiguities which could cause confusion. The Reptile and Exotic Pet Trade (REPTA) have been working with DEFRA to clarify the situation and define the requirements more exactly.

Here's a list of the things you'll need in order to be compliant with the new requirements. Please note that these requirements are currently under review and will likely change in the future. We'll endeavour to keep you up to date through this magazine. ►



## Written operational procedures

### Guideline requirements:

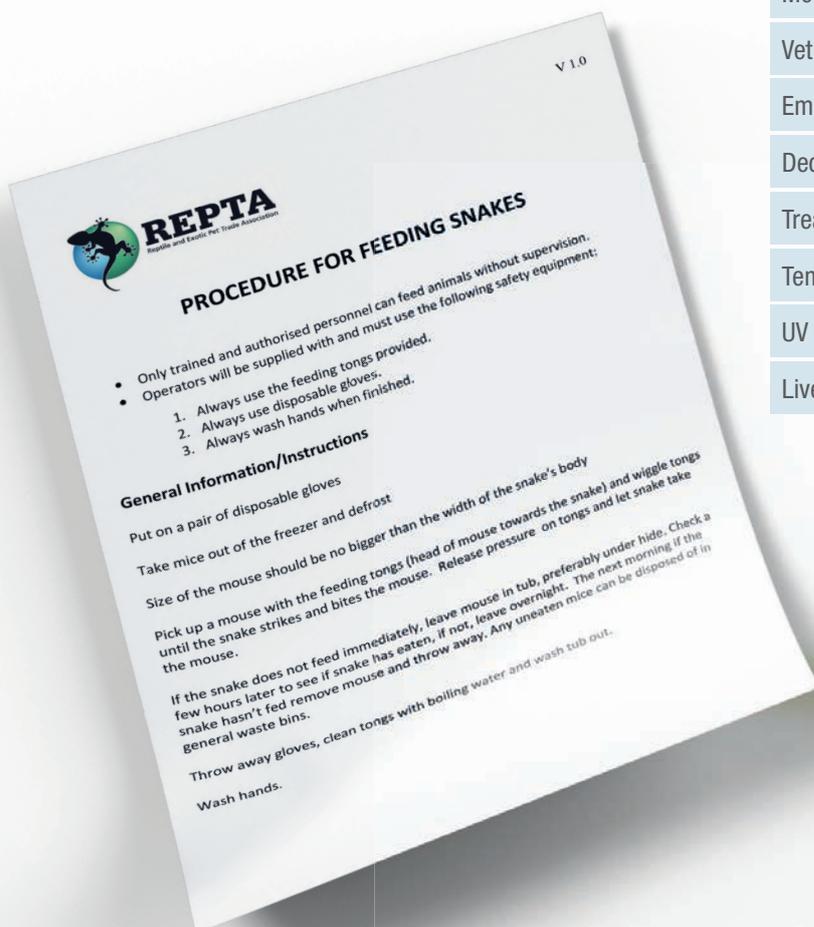
We looked at the administrative requirements of the AAL guidelines in last month's edition, including a list of the written procedures you will require. (We've included this list again here.)

### What you need to do:

The list of procedures in the table opposite might look extensive and seem like a large workload. While most stores will already have standard procedures for processes such as 'cleaning enclosures' and 'feeding' etc, many won't have these procedures detailed in the form of a document, and the task of writing procedures that will comply with your inspectors' interpretations of the guidelines might be difficult. Some will require no more than a few lines to record what you do day to day.

To alleviate the worry and workload involved in producing these, REPTA has been working with DEFRA to compile a series of compliant documents which all shops can use. Some can be downloaded and stored away until your inspector decides they need to see them. Others will be templates which you can use to develop procedures which may be specific to your store – emergency plans and the like. These documents will be available to download for free from the REPTA website.

The documents are designed to be suitable for a wide range of circumstances and so, by necessity, are quite broad and basic in their instructions. By working with DEFRA and local authorities REPTA can be as confident as is possible that the procedures they have produced will be accepted as compliant by AAL inspectors.



PROCEDURE DOCUMENTS	AAL SECTION
Written guidance for venomous animal incident	A4.1
Cleaning process	A5.5
Live feeding process	A6.1
Feed monitoring process	A6.2
Feeding and watering	A9.1
Cleaning process	A5.5/K
Transport	A9.1
Disease control	A9.1
Monitoring health	A9.1
Escape/death	A9.1
Closure	A9.1
Isolation	A9.3
Isolation/mites	A9.4
Waste disposal	A9.5
Sick animal procedure	A9.6
Medicine record	A9.9/A9.10
Vet to agree euthanasia and authorise staff	A9.12
Emergency plan	A10.1
Dechlorinating water for aquatic amphibians	K
Treating amphibian water for chytrid	K (cleaning)
Temperature monitoring	K (temp)
UV lamp maintenance	K (light)
Livestock register	B2.1

## Record keeping

### Guideline requirements:

The guidelines require checks to be made and records to be kept detailing the measurable aspects of reptile husbandry in your store. The list below highlights the different checks and records you will need to keep. Unfortunately there is an enormous amount of misinformation and hysteria regarding AAL record keeping in the trade at the moment. Many believe that the guidelines require stores to RECORD lots of information on a regular basis, whereas, in most cases, the guidelines only ask that these husbandry parameters be MONITORED. Hopefully this section will clear up any confusion.

RECORDING KEEPING	AAL SECTION
Feed monitoring	A6.2
Snake feeding	K5
Health & welfare checks (daily/weekly/quarterly)	A9.1v
Medicine administered	A9.9
Records of euthanasia	A9.12
Temperature deviation	K (temp)
New UV lamp test	K (light)

### Free templates

REPTA has conferred with key local authorities to produce a series of templates which can be used to simplify and organise the necessary record-keeping requirements of the AAL. In most cases, all that is required is a tick in a box to show that you have completed the necessary checks. These documents will soon be available via the REPTA website.

## What you need to do:

### 1 Temperature records

An earlier draft of the guidelines required that stores should regularly monitor and record temperatures in every enclosure. Thankfully this requirement was changed and is now only necessary to achieve the higher standards. To comply with the minimum standards stores must simply monitor temperatures in their enclosures. Once a week all enclosures must be checked and the temperatures compared to the desired temperature range. Any temperatures which are outside the desired parameters must be noted and any corrective action recorded.

Noting the difference between checking temperatures and recording temperatures is important as some stores have misinterpreted the guidelines and believe they need to record data every time they are asked to check. This is not the case. If the temperature in an enclosure has been as you expected for some time you will only need to record the fact that you have checked the temperatures with a tick in a box. Any anomalies must be recorded. For example, if a heat lamp has blown and the temperature has dropped, only then must you record that incident, along with the action you took to rectify the situation.

### Recording data

Those stores aspiring to the (almost impossible to achieve) higher standards will need to measure and record temperatures, anomalies and remedial actions three times a week. While this may be an onerous task if it is done manually, technology might help. There is a wide range of data logger devices available which can constantly monitor temperatures and log them electronically. While this may save time, there is of course a cost and individual shops will have to weigh up the benefits of spending money on such systems.

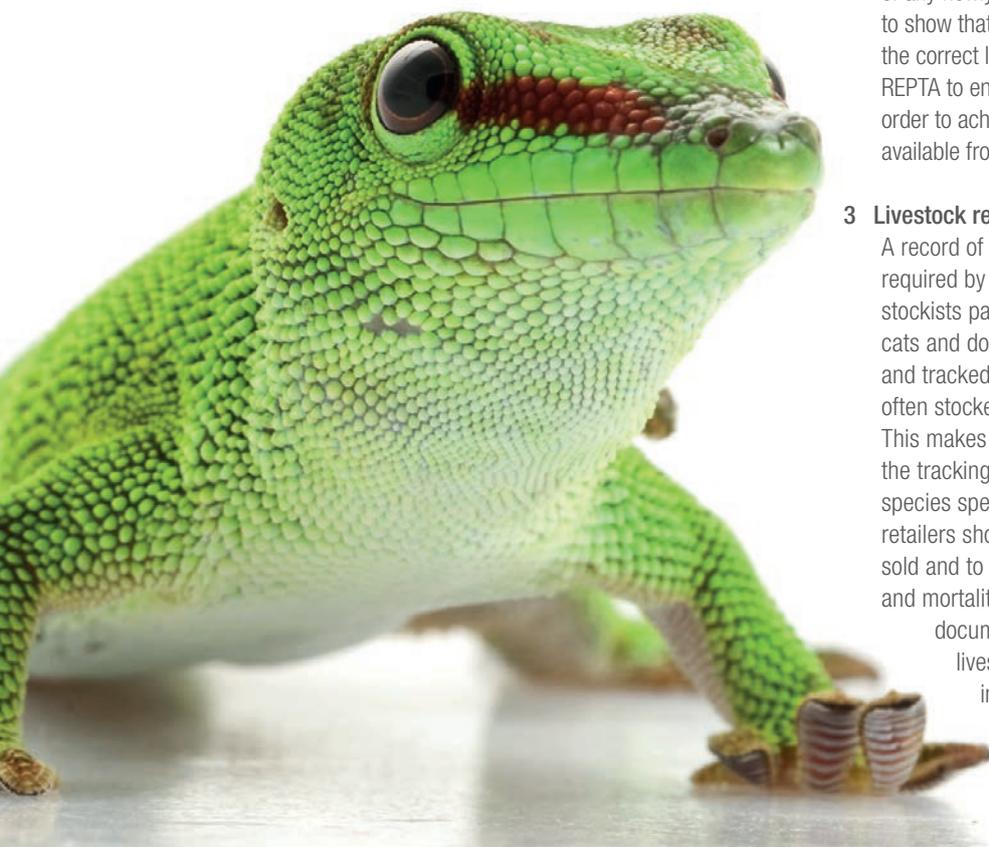
And remember, if you keep your records digitally on computer, phone, tablet or other digital recording device, you must backup these records to an external hard, drive or flash drive.

### 2 UV lamp records

The guidelines require stores to check and record the UVB readings of any newly installed lamps. You'll also need a documented process to show that lamps are checked regularly to ensure they are emitting the correct levels of UVB. Again, a tick-box template is available from REPTA to ensure stores are compliant with these requirements. In order to achieve this you'll need a UVB meter. A suitable meter is available from Peregrine.

### 3 Livestock records

A record of each animal entering and leaving your premises is also required by the new guidelines, causing some concern for reptile stockists particularly. The guidelines were seemingly developed with cats and dogs in mind – animals which are easily microchipped and tracked. However, most reptiles cannot be chipped and are often stocked in much higher numbers due to their smaller size. This makes tracking individual animals much more difficult so the tracking documents for reptiles and amphibians need only be species specific. For example, instead of tracking individual Anolis, retailers should record how many were purchased, when they were sold and to whom. You should also record any veterinary treatments and mortality. This could all be done using a single table on one document, but the regulations also allow stores to keep their livestock register as separate documents, such as purchase invoices and sales receipts. ►



#### 4 Feeding and watering records

Although most stores will already be keeping feeding records for snakes, you'll now need to show that you monitor feeding for lizards, chelonian and amphibians too. You'll also need to keep watering records. Again, these can mostly be achieved using a tick-box form as the legislation only requires that you record the fact that you have done it. Any animal that you suspect of not feeding correctly should be isolated for observation and treatment if required.

#### 5 Staff training records

Evidence of staff training is also a requirement of the new licensing guidelines. Of course, staff training is an important part of how you run your store, so it's most likely you have a system in place to do this already, albeit informally. The new guidelines require that you record the fact that your staff have been trained and have read the written operating procedures. REPTA have developed a useful tick-box template you can use to record when your staff have read those documents. This will also be available along with all of the other necessary templates from the REPTA website. Informal and external training should also be recorded as this all shows your staff are constantly increasing their knowledge.

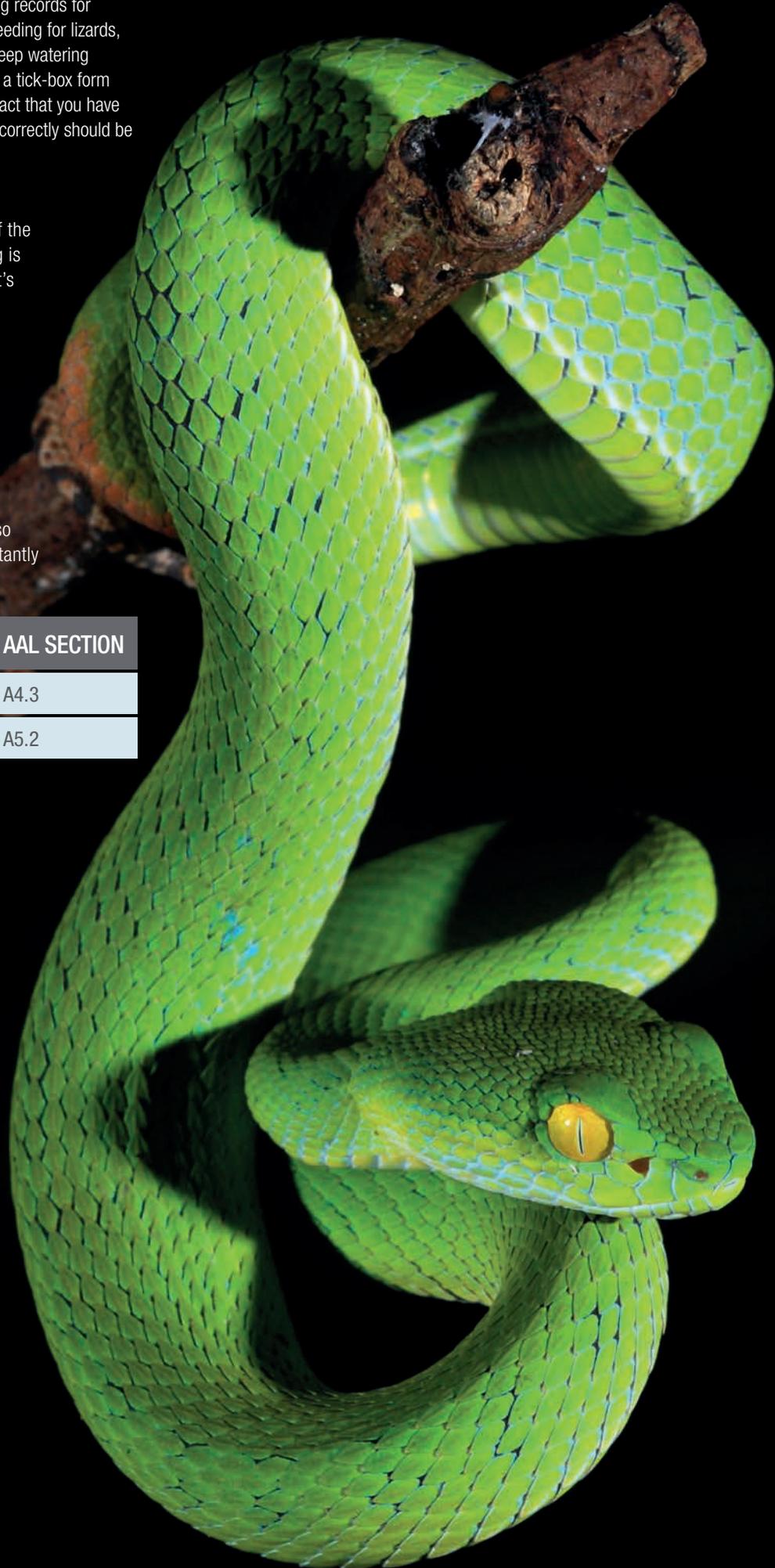
TRAINING REQUIREMENTS	AAL SECTION
Written training policy	A4.3
Written procedure for room too hot/cold	A5.2

### Equipment you will need

The AAL guidelines require stores to measure, monitor and sometimes record the UV output of all installed lamps, along with the temperatures of each enclosure. This can be done using max/min thermometers, and a Solarmeter 6.5 or 6.5R.

The two different Solarmeter models are identical except for the packaging. The 6.5R is packaged and branded specifically for reptile use and includes a useful explanatory leaflet. The 6.5 is branded and marketed for use when monitoring exposure to sunlight in order to avoid the issues associated with sunburn.

For more information see the feature on P23 from the UK's leading reptile UV specialist, Frances Baines. ▶



# MONSOON MISTING SYSTEMS

30% OFF

The Exo Terra Monsoon is a programmable misting system suitable for all types of terrariums and greenhouses. It helps maintain optimal humidity by generating a fine mist at programmed intervals, the duration and frequency of which can be easily adjusted depending on the type of animal or plant housed.

- Programmable misting unit for terrariums and greenhouses
- Easy to connect and install
- Flexible spray nozzles can be pointed in any direction
- Easy to refill



Description	Code	Trade	RRP	Promo
ET Monsoon MULTI Misting System, PT2493	CHM110	£100.00	£179.99	£70.00
ET Monsoon SOLO Misting System, PT2494	CHM105	£72.22	£129.99	£50.55



# THERMOMETERS

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## Dial Thermometer

For monitoring terrarium temperature levels  
Easy to read and install

## Digital Thermometer

Accurate temperature indication  
Remote sensor  
Minimum / Maximum temperature memory

## Infra Red Thermometer

Instantly measures temperatures of a surface or object  
Ideal to monitor basking site & incubation medium temperatures  
Easy to use point & click  
Auto shut-off after 15 seconds  
Great tool for field herping



Description	Code	Trade	RRP	Promo
ET Dial Thermometer, PT2465	CHE010	£3.11	£5.59	£2.18
ET Digital Thermometer, PT2472	CHE020	£9.55	£17.19	£6.69
ET Infra Red Thermometer, PT2474	CHE012	£15.61	£28.09	£10.93

## Qualifications for higher standards?

### Guideline requirements:

Unless you are aspiring to the higher standards in a bid to attain a higher star-rating for your store, you'll not need to acquire a qualification – which is a great relief to the many store owners with extensive knowledge and experience. However, some stores will aspire to a higher star-rating and an OFQUAL recognised qualification is desirable, but is not mandatory.

### What you need to do:

The training courses and qualifications which are currently available and accepted by DEFRA are OFCOM regulated, but most are outdated and largely lacking in any significant training for reptiles or fish, for example. REPTA and OATA (The Ornamental and Aquatic Trade Association) are currently developing qualifications to satisfy the requirements for the AAL's higher standards. Watch this space for more news.

The good news is that the requirements for qualifications is now an optional, rather than a mandatory requirement. The latest edition of the guidelines has seven mandatory requirements and six optional requirements, of which the store must satisfy 50% of the optional requirements on the list. (That's essentially seven mandatory and three optional requirements to satisfy.)

INFORMATION AVAILABILITY	AAL SECTION
Licence details need to be on website	A1.2
Information on disease risk/parasites	A9.4
Key holder availability	A10.4
Care sheet for all species sold	B3.2
Need to state country of origin on price list	B3.5

## How Peregrine can help

By the time you read this magazine Peregrine will have launched its series of AAL briefing sessions to help stores become informed about the new guidelines and get up to speed with what they'll need to do. The exact requirements are, at the moment, rather fluid and subject to change as the legislation beds in. But the courses will offer a sound insight to the effects the legislation will have on your business based on the latest information and interpretation. We will of course also keep you up to date with any changes via the news section in this magazine.

This legislation and associated guidelines are the biggest shift the industry has seen in almost 70 years and we feel it is important to support our stores while the industry gets to grip with the changes.

## Some reassurance

The new guideline document is enormous, onerous, detailed and often ambiguous, and it is insanely difficult to get to grips with the new conditions required by the guidelines. Calling them 'guidelines' is, in fact, something of a misnomer as the conditions are mandatory. So it is no wonder many shops are worried that they will not be able to meet all of the conditions, despite their best efforts to understand the document.

There has been plenty of worry expressed on social media that established and respected stores might be refused a licence if they are not 100% compliant, and there have even been rumours of local authority inspectors threatening to withhold licences if non-compliance occurs.

However, shops should not worry. There will undoubtedly be a 'bedding in' period where stores and inspectors alike get to grips with the new legislation and a grace period will be granted to those stores which need more time to get their house in order. This quote from a spokesperson at the City of London is a reassuring read:

*"Our aim as inspectors is to ensure compliance with the new conditions, and where possible to work with businesses to bring them into compliance. Most stores have a good track record of compliance and it is unlikely an inspector would refuse to license them if the store didn't reach the new minimum standards immediately. Instead, they would ideally agree on a plan of action and a deadline during which they would make the changes necessary to become compliant. It is anticipated that at this stage where a store has been licensed under the old regime, there should be no refusal to license a store based on the new conditions in these early stages unless welfare is compromised and animals are suffering or will suffer if their circumstances do not change."*

Retailers should always remember that local authorities are public servants and they must comply with their own set of standards and guidelines. If you feel that you have been unfairly treated then you have the right to appeal and your local authority must follow the correct appeal procedure. As a last resort you can also request the Primary Authority adjudicates via REPTA's Primary Authority scheme. ■





Repashy Beardie Buffet has been created, tested and perfected through several generations of Bearded Dragon breeding, thanks to work done by renowned US breeders Ron St Pierre and Heather Moya. They helped us to test and revise our recipe. Ingredients include Black Soldier Fly Larvae and fibrous plant material to produce a perfect blend of nutrients which is ideal for omnivores such as Bearded Dragons.

Of course, Beardie Buffet is aimed primarily at Beardie keepers as a primary food source, but it's also a great rotational food source for many other omnivorous species, such as skinks, tegus and turtles. It is also perfect as a long-life food for when keepers run out of bugs, miss the store and need a high-quality feed for their Beardie.



We hope you enjoy this great new collaboration as much as your Dragons will.

Cheers

Allen Repashy

Description	Code	Trade	RRP
Repashy Beardie Buffet, 85g	FRD070	£7.99	£11.99
Repashy Beardie Buffet, 170g	FRD071	£13.99	£20.99

## BIO DRAIN MESH

30% OFF

## TURTLE PEBBLES

30% OFF



- Non-toxic non-decomposable liner
- Create a water drainage system.
- Separates the Bio Drain Terrarium Draining Substrate from decorative substrates
- Prevents substrates from contaminating the water.



Description	Code	Trade	RRP	Promo
ET Terr. Draining Mesh 20x20cm, Nano PT3130	SHD020	£1.67	£2.99	£1.17
ET Terr. Draining Mesh 30x30cm, Mini PT3131	SHD030	£1.78	£3.19	£1.25
ET Terr. Draining Mesh 45x45cm, Small PT3132	SHD045	£2.61	£4.69	£1.83
ET Terr. Draining Mesh 45x60cm, Med PT3133	SHD046	£2.94	£5.29	£2.06



The Exo Terra Turtle Pebbles are smooth river pebbles that have rounded over time in fast moving rivers. The smooth pebbles prevent injury to bottom dwelling or foraging turtles. The variations of colours and patterns create a natural looking riverbed.



Description	Code	Trade	RRP	Promo
ET Turtle Pebbles Lg10-20mm 4.5Kg PT3833	SHP055	£7.61	£13.69	£5.33
ET Turtle Pebbles Sm 8-10mm 4.5Kg PT3830	SHP050	£7.61	£13.69	£5.33

# Solarmeters

## A step-by-step guide

The new Animal Activities Licensing guidelines require all stores to monitor the output of all UVB lamps used in their vivariums. Reptile UVB specialist, Frances Baines, talks us through how to use the Solarmeter – the most widely used and recognised UV index meter.

### About the Solarmeter

There are two models of the Solarmeter – the 6.5 and the 6.5R. The 'R' stands for 'reptile', but these are exactly the same meter.

The 6.5R is simply branded for use with reptiles and comes with an instruction leaflet which provides information that reptile keepers will find useful.

The 6.5 is marketed for people measuring human tanning lamps and sun exposure. If you have a 6.5 you should ignore the ranges you see shown in the illustrated table above the reading window.

The meter runs on a single 9V battery in the compartment at the back of the meter. With average weekly use, the battery may last up to three years or more.

### What UV level does the animal need?

Very few field studies have measured UV levels experienced by wild reptiles in their native micro-habitats. The UV an animal experiences varies widely depending upon the time of day it is active and its behaviour at that time.

A pioneering series of UV recordings by a team of herpetologists following wild reptiles (Ferguson et al. 2010<sup>1</sup>), led the authors to categorise each species into one of four basic UV exposure 'zones' depending on their typical behaviour and habitat.

The British and Irish Association of Zoos and Aquaria have published guidelines, using these 'Ferguson Zones' to suggest suitable UV levels for a very wide range of other species, based on their similar behaviours and habitats.

The full guidelines can be downloaded from:

[www.jzar.org/jzar/article/view/150/89](http://www.jzar.org/jzar/article/view/150/89)

(Baines et al. 2016<sup>2</sup>) ►

- 1 Ferguson, G.W., Brinker, A.M., Gehrmann, W.H., Bucklin, S.E., Baines, F.M. and Mackin, S.J., 2010. Voluntary exposure of some western hemisphere snake and lizard species to ultraviolet B radiation in the field: how much ultraviolet B should a lizard or snake receive in captivity?. *Zoo biology*, 29(3), pp.317-334.
- 2 Baines, F., Chattell, J., Dale, J., Garrick, D., Gill, I., Goetz, M., Skelton, T. and Swatman, M., 2016. How much UV-B does my reptile need? The UV-Tool, a guide to the selection of UV lighting for reptiles and amphibians in captivity. *Journal of Zoo and Aquarium Research*, 4(1), p.42. Download from: <https://www.jzar.org/jzar/article/view/150/89>.



Here the 6.5 and 6.5R measure the same reptile lamp at the same distance. As expected, the readings are identical. In the lefthand image you can see the illustrated scale is not relevant for reptile keeping so be sure to ignore if you are using a Solarmeter 6.5.



## Before you start

- 1 Ensure that the UV lamp has been on for at least 30 minutes and is fully warmed up.
- 2 For each vivarium, decide upon a position where you will always take your readings. This should be the closest position the reptile can get to the lamp. With basking species, this should also be the place where the reptile basks since the UV and basking heat need to overlap.

Ideally you should take the reading at 'reptile height' to measure the UVI the animal's back will receive. The reading at this point should be within the suggested optimum range for that species.

UV lamps are often positioned behind a mesh screen, usually when arboreal snakes and lizards are housed in glass terrariums. In these circumstances it is necessary to measure the UVI extremely close to the mesh, at the closest position the animal can get to the lamp. The UVI at this point must be within the safe maximum exposure level for the species.

## Taking a reading

- 1 Aim the sensor at the UV lamp. Be sure not to touch the sensor with your hand or hold it against the surface of the lamp, mesh screen or other hard surface.
- 2 Press the on/off button and keep it pressed down. The meter only stays on while the button is depressed.
- 3 Look at the LCD display. It gives the amount of UV reaching the sensor in UVI units.
  - 00.3 is UVI 0.3 – very low
  - 03.0 is UVI 3 – good for many basking species
  - 13.5 is UVI 13.5 – dangerously high
- 4 Using very slow, small movements, tilt the meter to scan for the best alignment in your chosen position. You are looking for the angle which will give you the highest reading on the display. This is the reading you should record.
- 5 Record your reading. If you are monitoring a lamp for decay, repeat your readings from this same position, weekly or monthly as appropriate.

Most lamps will lose a noticeable proportion of their UVB in the first few weeks during the 'burning-in' period, after which time lamps from a reliable manufacturer should only decay very slowly over their expected lifespan.

Replace the lamp only when its UVI reading falls below the desired level at the reptile's basking position. ➤



Make sure you take measurements at the basking position which is closest to the lamp.



The UVI reading directly under the mesh must be within the animal's appropriate range on the Ferguson scale.

# Examples of Ferguson Zone allocations

FERGUSON ZONE	SPECIES	SUGGESTED UVB
<b>ZONE 1</b> Crepuscular or shade dweller, thermal conformer	Crested Gecko Leopard Gecko Tokay Gecko Burmese Python Green Tree Python Milk Snake Reticulated Python	<b>SHADE METHOD</b> No basking zone Maximum UVI 0.7 with gradient to zero in shade
	<b>INTERMEDIATE            BETWEEN ZONE 1 AND 2</b> Fiji Banded Iguana Corn Snake Carpet Python	
<b>ZONE 2</b> Partial sun/ occasional basker, thermoregulator	Australian Water Dragon Emerald Tree Monitor Green Anole Monkey-tailed Skink Pygmy Chameleon Ornate Box Turtle Red Foot Tortoise Boa Constrictor Red-tailed Ratsnake Garter Snake Western Hognose Snake	<b>SHADE METHOD</b> No basking zone Maximum UVI 1.0 with gradient to zero in shade <b>OR</b> <b>SUNBEAM METHOD</b> UVI maximum 1.1 – 3.0 in basking zone, with gradient to zero in shade
<b>INTERMEDIATE            BETWEEN ZONE 2 AND 3</b>	Blue-tongued Skink Chinese Water Dragon Panther Chameleon Common Musk Turtle	<b>SUNBEAM METHOD</b> UVI maximum 1.1 – 3.0 in basking zone, with gradient to zero in shade
<b>ZONE 3</b> Open or partial sun basker, thermoregulator	Black and White Tegu Frilled Lizard Standing's Day Gecko Yemen Chameleon Indian Star Tortoise Leopard Tortoise Spotted Turtle Diamond Python	<b>SUNBEAM METHOD</b> UVI maximum 2.9 – 7.4 in basking zone, with gradient to zero in shade (In practice, max UVI 3-4 is likely to be safe and sufficient for all species)
<b>INTERMEDIATE            BETWEEN ZONE 3 AND 4</b>	Bearded Dragon Bosc or Savannah Monitor Green Iguana Painted Turtle Red-eared Slider Sulcata Tortoise	
<b>ZONE 4</b> Mid-day sun basker, thermoregulator	Chuckwalla Uromastyx Rhinoceros Iguana	<b>SUNBEAM METHOD</b> UVI maximum 4.5 – 8.0 in basking zone, with gradient to zero in shade (In practice, max UVI 3-4 is likely to be safe and sufficient for all species)

# Solarmeter 6.5 UVI Radiometer

Radiometer for Measuring UV Index (UVA/UVB Combined)

## Did you know?

All pet stores with live reptiles need a Solarmeter 6.5 instore under the new AAL guidelines.

### Measures:

Peak sunlight response bandwidth: 290-298 nm | Total solar response: 290-400nm

Display: 3 digit LCD Resolution: 0.1 UVI | Power Source: 9V DC battery



Description	Code	Trade	RRP
Solarmeter 6.5 UVI Radiometer	CSR065	£166.66	£299.99

NEW



PROREP 

# GIANT POOL & HIDE

This is the largest resin moulded water pool we have seen and it is now exclusively available from ProRep. A whopping 74cm by 54cm in diameter and a depth of 20cm this pool has so much potential for so many species.

This pool is beautifully crafted and will make a stunning addition to any large enclosure whilst also being very easy to clean. You no longer have to sacrifice size and beauty with the ProRep Giant Pool.

Description	Code	Trade	RRP
PR Giant Pool 740x540x195mm	WPG100	£49.99	£89.99
PR Giant Hide	DPG100	£49.99	£89.99

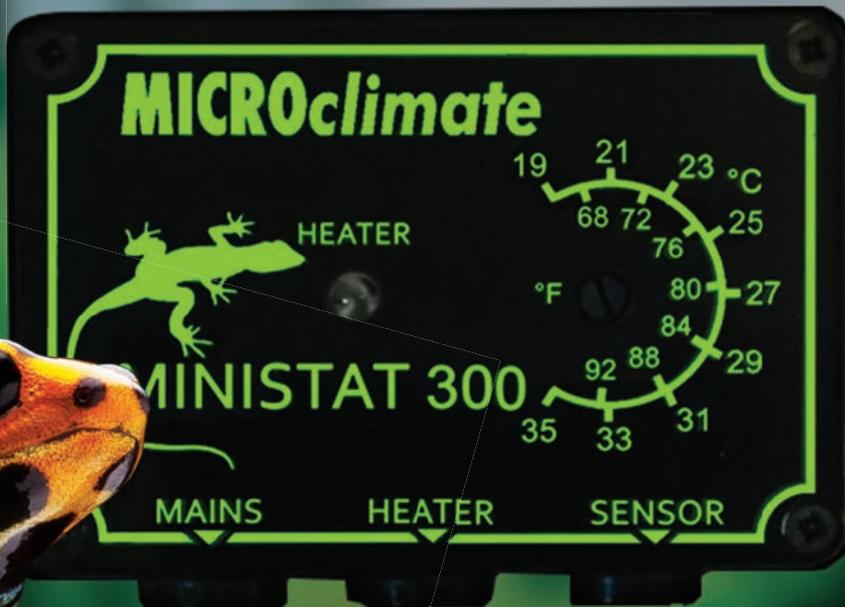


These are NET PRICE items



# MINISTAT 300

30% OFF



Description	Code	Trade	RRP	Promo	SSP
Microclimate Ministat 300	CMA010	£22.77	£39.99	£15.94	£26.99



# Livestock Department

The most diverse reptile livestock list in Europe

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Green Paddy Frog (*Hylarana erythraea*)



Congo Frog (*Hymenochirus curtipes*)

## Did you know?

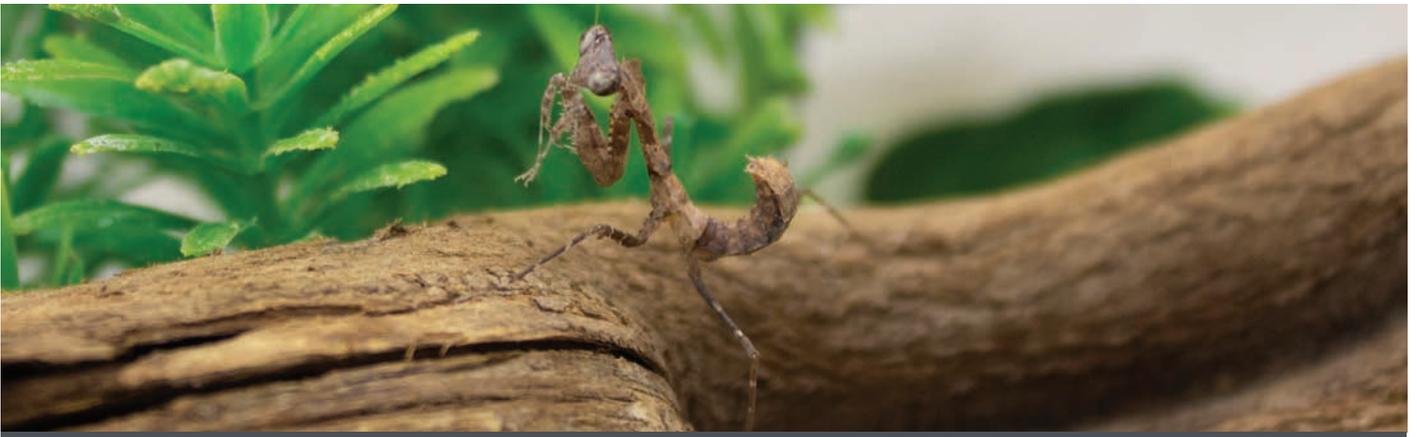
Our latest livestock list is emailed to stores each Monday, but we update our online list as new animals arrive. So be sure to check our website for the most up-to-the-minute livestock availability.



Sinaloan Milksnake (*Lampropeltis triangulum sinaloae*)



Bredl's Python (*Morelia bredli*)



Dead Leaf Mantids (*Deroplatys denticata*)



Nosy Faly Panther Chameleon (*Furcifer pardalis*)



Giant African Train Millipede (*Archispirostreptus gigas*)

## Don't miss out!

- Follow us on Facebook to see the latest arrivals
- Sign up to our weekly livestock highlights email
- Make sure you get our weekly livestock list by email every Monday at 8am
- Check our website. It's updated constantly and is the most up-to-the-minute account of Peregrine's livestock availability.

30% OFF



# VIVEXOTIC VIVA+

### Sustainable

All our timber comes from recycled sources or FSC sustainable forests.

### Easy Self Assembly

Vivexotic vivariums and cabinets are designed with as few parts as possible for quick and easy assembly.

### Toughened Glass

All the glass used in our vivariums is toughened to BS- EN-12150 kite marked standards.

### Superior Ventilation

All VIVA+ vivariums include an innovative Easy Vent ventilation system.



FOR MORE INFORMATION VISIT  
[WWW.VIVEXOTIC.CO.UK](http://WWW.VIVEXOTIC.CO.UK)

Description	Code	Trade	RRP	Promo
VE Viva+ Terrestr.Lge Beech PT4108	TW026	£100.55	£180.99	£70.39
VE Viva+ Terrestr.Lge Black PT4144	TW027	£100.55	£180.99	£70.39
VE Viva+ Terrestr.Lge Deep Black PT4145	TW037	£111.67	£200.99	£78.17
VE Viva+ Terrestr.Lge Oak PT4106	TW024	£100.55	£180.99	£70.39
VE Viva+ Terrestr.Lge Walnut PT4107	TW025	£100.55	£180.99	£70.39
VE Viva+ Terrestr.Lge-Deep Beech PT4111	TW036	£111.67	£200.99	£78.17
VE Viva+ Terrestr.Lge-Deep Oak PT4109	TW034	£111.67	£200.99	£78.17
VE Viva+ Terrestr.Lge-Deep Walnut PT4110	TW035	£111.67	£200.99	£78.17
VE Viva+ Terrestr.Med Beech PT4105	TW016	£76.67	£137.99	£53.67
VE Viva+ Terrestr.Med Black PT4143	TW017	£76.67	£137.99	£53.67
VE Viva+ Terrestr.Med Oak PT4103	TW014	£76.67	£137.99	£53.67
VE Viva+ Terrestr.Med Walnut PT4104	TW015	£76.67	£137.99	£53.67
VE Viva+ Terrestr.Sml Beech PT4102	TW006	£57.78	£103.99	£40.45
VE Viva+ Terrestr.Sml Oak PT4100	TW004	£57.78	£103.99	£40.45
VE Viva+ Terrestr.Sml Walnut PT4101	TW005	£57.78	£103.99	£40.45