

INDUSTRY NEWS • PRODUCTS • OFFERS

January 2019

www.peregrine-livefoods.co.uk 01279 438 459

# Peregrine

**REPTILE  
NEWS**



PEREGRINE'S YEAR IN REVIEW



The Lucky Reptile DRIPPER is attractive and practical. It has a fully usable dripping system with internal 1L water reservoir, with additional climbing and hiding spaces.

The DRIPPER can be mounted on a terrarium wall and can be removed for refilling or cleaning with a Velcro strip on the back.

Description	Code	Trade	RRP
LR DRIPPER small	CLD005	£16.66	£29.99

## REPASHY SUPERFOODS

# CHICKEN POT PIE

NEW

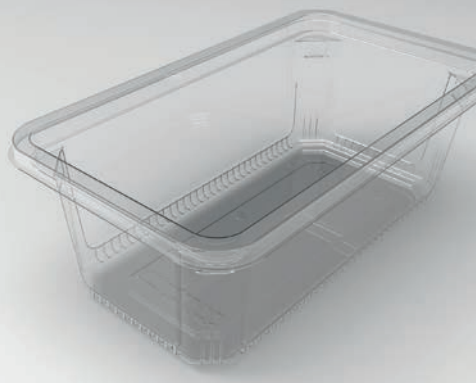
Repashy Chicken Pot Pie, is in all essence, exactly that. Chicken Broth, Peas, Carrots, Potato, Rice, Corn.... Just like your Grandma makes it, with added green leafy veggies, whole egg, and of course a good dose of Black Soldier Fly Larvae to top it off.

Anyone who has offered Chicken or Turkey to Monitors, Tegus, and other meat lovers, knows that there just isn't anything out there that gets an equal feeding response.



Description	Code	Trade	RRP
Repashy Chicken Pot Pie, 85g	FRD038	£7.99	£11.99

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P15



P6



# Peter Hoch

LUCKY REPTILE  
FOUNDER

I can hardly believe our magazine is a year old with this issue. What started out as a marketing tool has turned into something much bigger. It's grown to become a primary source of information and news for many in the industry.

The anniversary prompted us to take a look at the past year and reflect on everything we did in 2018. It's quite a list when you look at it and we're rather proud of our achievements. You can read all about it on page twelve, along with a sneak peek at what's planned for 2019.

The new year also prompted us to reflect on the industry as a whole. 2018 was a monumental year, with the introduction of the AAL, big business mergers, the opening of the National Centre for Reptile Welfare and the passing of several legendary herpetologists – not to mention Tell Hicks' accident and subsequent slow recovery. It's been a big year by any measure.

Meanwhile, in this month's issue, we're talking to Peter Hoch, Lucky Reptile founder and the man who helped to make the European reptile hobby what it is today. We also have our latest AAL feature with lots of advice and insight, plus Peregrine's calendar of business development courses planned for 2019.

Here's to a happy, productive and positive 2019. Have a great year everyone!

Chris Jones,  
Sales & Marketing Director

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# Reptile Industry News

The latest news from the world of reptile keeping

## AAL briefings at Peregrine

Peregrine director Dave Perry delivered a series of presentations to aiming to help stores prepare for the new Animal Activities Licensing regulations. The new AAL guidelines have caused some confusion and unnecessary frustration within the trade, usually through their misinterpretation.

Dave's presentation sought to dispel these myths and present a more accurate overview of the guidelines and their requirements, covering topics such as minimum enclosure sizes, administrative documentation and proposed next steps and amendments for the future. Dave also went into detail about the AAL's historical timeline, looking at how the guidelines were originally produced and how the issues we now face came to pass.

The presentation concluded with an announcement launching a membership scheme for the Reptile and Exotic Pet Trade Association which has developed a series of useful services to support the pet trade through the transition to AAL compliance. More information about REPTA membership can be found [opposite](#).

## Drayton Manor conference

The British Herpetological Society and the Advancing Herpetological Husbandry Facebook group have once again joined forces to present their third annual conference at Drayton Manor Zoo. Details have yet to be finalised, but dates and venue have been confirmed.

**Dates: 11th and 12th May 2019**  
**Venue: Drayton Manor Zoo**

We'll bring you more details nearer the time.



## Fire at Chester Zoo

We've all heard the terrible news about the fire at Chester Zoo, where frogs, snakes, fish, insects and small birds have sadly died.

At the time of going to press a fundraising campaign had raised nearly £130k, with proceeds to be spent on conservation projects.

You can donate via this link:  
[www.justgiving.com/campaign/monsoonforest](http://www.justgiving.com/campaign/monsoonforest)

## Tell Hicks update

News from Alan Wilkie at the International Herpetological Society about Tell's condition is encouraging. Alan said: *"Having been moved to a hospital in Salisbury Tell has now settled into a routine where he is 'relearning' things each morning and undergoing physio each afternoon. He is now able to lift his hands to his face and is no longer worried about moving his head in case it should fall off! He is now well on the road to recovery and hopefully it won't be too long before he is back at his easel."*

That's great news. Thanks to Alan for the update and, as always, our best wishes to Tell and his family.



Tell and Eileen Hicks

# Adjustable Rain Nozzle

Ideal for simulating rain in a screen top cage.

Perfect for chameleons, geckos and other dew lappers.



Description	Code	Trade	RRP
MK Adjustable Rain Nozzle	CMK150	£17.99	£29.99

NEW



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

## REPTA becomes a membership organisation

After months of planning REPTA finally became a membership organisation on December 1st last year. Historically REPTA had not sought to be a formal membership association for a number of reasons, not least of which being the administrative burden of running such a scheme and not wishing to compete with other trade associations such as PIF and OATA for memberships. With the implementation of Animal Activity Licensing, however, it was considered that it would be advantageous for REPTA to become a membership organisation, primarily in order to offer the benefits of the recently introduced Primary Authority scheme.

### Primary Authority

The Primary Authority is a government scheme which essentially sets a benchmark for local authorities to follow. Should an individual local authority attempt to impose unreasonable or restrictive licensing conditions, the store can request adjudication from the Primary Authority through REPTA. In order to access the Primary Authority scheme, REPTA must be a membership organisation.

### AAL document templates

REPTA is currently preparing all the written procedures, registers etc. that businesses will require under the AAL. These will be available in both electronic and paper versions and will be provided free of charge to all REPTA members.

### Enclosure sizes wizard

REPTA has also produced a useful tool to help stores determine if their enclosures are compliant with AAL minimum standard sizes. The tool, which uses the Microsoft Excel platform, allows keepers to input the sizes of their animals and their enclosure. It then gives a readout which determines if the enclosure is compliant or not.

Membership for independent stores costs £125 per year.

Stores can apply for REPTA membership by emailing: [membership@repta.org.uk](mailto:membership@repta.org.uk)

## Reptile care sheets from The Pet Charity

The new AAL regulations require pet stores to provide 'information on the appropriate care of the animal.' This essentially makes it a legal obligation for stores to provide care sheets to customers when they sell an animal.

The Pet Charity, in association with REPTA, has produced a series of care sheets for a

wide range of animals, including many of the most popular pet reptile species. Each leaflet provides all of the essential husbandry information and includes a detailed shopping list to drive customers back to your store.

Leaflets cost £4.95 for a pack of 50 (each species) plus carriage.

For more info and to place an order email: [info@thepetcharity.org.uk](mailto:info@thepetcharity.org.uk)

Provide your customers with comprehensive care advice on a wide range of pets

Meet 2013 Model Licence Conditions for Pet Vending with The Pet Charity's collection of pet care leaflets.

These ground-breaking leaflets have been created in collaboration with welfare societies to ensure they offer the very best advice. All the leaflets are veterinary approved and endorsed by the Pet Industry Federation. Each leaflet includes a detailed shopping list to drive customers back to your store.

The Pet Charity's leaflets offer an ideal solution for businesses to comply with the requirement to provide pet care advice to customers, whilst helping further pet welfare in the UK.

Description	Leaflets per pack
Guide to caring for Bearded Dragons	50
Guide to caring for Tortoises	50
Guide to caring for Budgerigars	50
Guide to caring for Canaries	50
Guide to caring for Finches	50
Guide to caring for Dwarf Hamsters	50
Guide to caring for Syrian Hamsters	50
Guide to caring for Fancy Mice	50
Guide to caring for Gerbils	50
Guide to caring for Guinea Pigs	50
Guide to caring for Rabbits	50
Guide to caring for Rats	50
Guide to caring for Degus	50
Guide to caring for Domestic Poultry	50
Guide to caring for Goldfish	50
Guide to caring for Tropical Fish	50
Guide to caring for Leopard Geckos	50
Guide to caring for Crested Geckos	50
Guide to caring for Corn Snake	50
Guide to caring for King / Milk Snakes	50
Guide to caring for Parrots	50
Guide to caring for Chinchillas	50
Guide to caring for Ferrets	50
Guide to caring for Stick Insects	50
Guide to caring for Puppies	50
Guide to the Training & Socialisation of your Dog	50
Guide to Buying a Puppy	50
Guide to caring for Cockatiels	50
Guide to caring for Cockatoos	50
Guide to caring for Chipmunks	50
Guide to caring for Chameleons	50
Guide to caring for Lovebirds	50
Guide to caring for Tarantulas	50
Guide to caring for Skinks	50
Guide to caring for White Tree Frogs	50
Guide to caring for Water Dragons	50

To purchase your Pet Charity leaflets, please visit <http://red2gouk.net/printmanager.com/TPC/new> to place an order, or speak to your Pedigree Wholesale representative.

For further details about The Pet Charity, please visit [www.thepetcharity.org.uk](http://www.thepetcharity.org.uk) or telephone 01234 224506

# RESIN DÉCO RANGE



Description	Code	Trade	RRP
LR Drift Wood small	DLD100	£7.22	£12.99
LR Drift Wood medium	DLD101	£12.77	£22.99
LR Drift Wood large	DLD102	£16.11	£28.99
LR Forest Wood Kongo	DLF100	£9.44	£16.99
LR Forest Wood Premium medium	DLF121	£12.77	£22.99
LR Forest Wood Premium large	DLF122	£23.88	£42.99
LR Forest Wood Zambia	DLF110	£10.55	£18.99
LR Resin Bridge	DLR505	£11.11	£19.99
LR Terra Bark small	DLC305	£7.22	£12.99
LR Terra Bark medium	DLC310	£12.77	£22.99

Description	Code	Trade	RRP
LR Terra Bark large	DLC315	£18.33	32.99
LR Deco Skull Crocodile	DLS015	£13.88	£24.99
LR Mangrove Roots small	DLS130	£8.33	£14.99
LR Mangrove Roots medium	DLS131	£13.61	£24.49
LR Mangrove Roots large	DLS132	£22.22	£39.99
LR Planterstones	DLS110	£6.65	£11.99
LR Tree Stump	DLS120	£10.55	£18.99
LR Wooden Cave small	DLW001	£5.55	£9.99
LR Wooden Cave medium	DLW002	£11.66	£20.99
LR Wooden Cave half-closed	DLW010	£7.22	£12.99

**NEW**

# Perfect for a jungle setup.

Lucky Reptile have created a new series of natural looking resin décor which is safe to use for both reptile and aquatic species.



Mangrove Roots medium  
DLS131



3 Wooden Cave half-closed  
DLW010



Wooden Cave Small  
DLW001



Wooden Cave Medium  
DLW002



Tree Stump  
DLS120



Mangrove Roots Small  
DLS130



1 Mangrove Roots Large  
DLS132



Forest Wood Zambia  
DLF110



Forest Wood Premium Medium  
DLF121



Resin Bridge  
DLR505



Deco Skull Crocodile  
DLS015



2 Drift Wood Medium  
DLD101



Planterstones  
DLS110

# Peter Hoch

## Lucky Reptile founder and reptile importer

Peter Hoch is one of the most influential people in the history of the reptile trade, helping to launch the industry and the hobby to become the global enterprise that it is today. During the 1980s and 90s, Peter imported thousands of species of reptiles and amphibians, many of which are now commonly kept and bred.

### The early years

I got my first reptile when I was seven years old – a Greek Tortoise. This was around 1958 when it was still legal to keep native reptiles and amphibians, so I soon had a collection that I had found in the natural areas near my hometown of Freiburg in Germany.

By the time I was twelve years old I was keeping exotic species. Back then the options were limited, so I kept Common Boas, Green Iguanas and various turtle species that were commonly available at the time. While I was still at school I worked in my local pet store which sold a few reptile pets, and it was there that I realised that it was possible to run a successful business selling animals. I kept and sold a few animals from my home where I lived with my mother and I was in two minds about what I wanted to do as a career when I left school. Half of me wanted to be a scientist and half of me wanted to be a businessman selling reptiles. I decided that being a scientist was probably boring, so I went into business and launched Peter Hoch Import Export.

### Peter Hoch Import Export

The business was launched in 1976 and was split into two halves. We had a retail store because we knew this would be profitable from my experience working in the pet shop. The other side of the venture supplied reptiles as a wholesaler to other pet businesses. This was a much riskier enterprise because at the time there was no pet wholesale business working in Germany and we had no idea if we would be successful. But we figured the retail business would give us enough time and profit to try wholesaling and see if we could make it work.

The wholesale business was almost entirely selling imported, wild-caught reptiles, but we did also stock a few different products too, such as heating cables, heat mats, ceramic heaters, books and vitamins. None of these products were produced or branded for use with reptiles. There were no reptile-specialist manufacturers at this time. Our products were sourced from other industries, such as horticulture or chicken farming.

### Importing reptiles

We ran the retail store until 1995, but it was obvious that the wholesale business was a much better option. The profits from wholesale were greater, but the main reason we closed the retail store was because it takes up so much time. Dealing with customers was taking us away from dealing with our livestock, and by this time we were importing many thousands of animals. Working with retail store owners was easier because they had a good amount of knowledge and didn't need to ask so many questions.

The trade was very different back then. There were very few captive-bred animals around in the trade, with most being wild-caught imports. We were bringing in animals from all over the world – places such as South America, Turkey, Pakistan, Africa, China, The Philippines and Madagascar. By this time we were one of the biggest importers and dealers in the world, along with Pet Farm and Bronx Reptiles in the USA, and Gary Bagnall at California Zoological Supply who later launched Zoo Med.

### The changing reptile trade

Of course there are far fewer reptiles being imported today than there were in those days, and the way they are imported has changed a little too. I would often fly out to meet our suppliers and offer them advice on how to care for, pack and ship our reptiles with a view to getting more healthy animals when we picked them up at our end. Many of the techniques that we installed with overseas exporters are still the industry standard methods which are used today.

Importing is much more difficult now too, but this has been counter-balanced by the massive rise in captive-bred animals. Many who remember the early days of the reptile hobby might think that more choice was available back then when we were able to import anything from anywhere – but I don't think that's true. I think there is much more variety available now because more people are able to keep and breed these animals. Although I wouldn't claim to have introduced them to the trade, many of the rare and interesting species we bought in back in the early years are now commonly kept and bred, and I'm sure our imports helped to sow the seeds for the variety of animals that are available today. For instance, we were the first to bring in Chinese Crocodile Lizards (*Shinisaurus crocodilurus*), which are now quite commonly captive bred.

### Print your own CITES certificates

At one point we were bringing in so many animals that our local CITES office could not keep up with the workload. We were importing around 15,000 CITES animals each year, so we eventually worked out a system where we would print around 100 CITES certificates at our facility and then take them to the CITES office to be signed and stamped. Indeed, we still maintain this process today.



## Lucky Reptile

By the year 2000 Gary Bagnall's Zoo Med range was doing well, but the way reptiles are kept in America is often quite different to how we keep reptiles in Europe. There were several products which the European market was desperate for, so I spoke to Gary about the possibility that Zoo Med could produce these products. Unfortunately there was no market for them in the USA, and so it wasn't a viable thing for Zoo Med to do – so we decided to produce these products ourselves.

Our first Lucky Reptile products were substrates, thermostats, thermometers and hygrometers, but our range grew fast. By this time we were operating from a multi-storey premises with several different animal rooms. There was an elevator to take people to the different floors and we had around 10 staff. By 2005 Lucky Reptile had expanded massively and I knew it was time to get bigger premises.

We now operate from a 4000m<sup>2</sup> unit. For animals we have a 1000m<sup>2</sup> greenhouse on top of the building, ten different animal rooms, each controlled to a different climate on another 1000m<sup>2</sup> which we use for packing orders. Nowadays we employ around 40 people. ▶



## Bright Sun – the rise of Lucky Reptile

Launched in 2007, the Bright Sun was the first reptile lamp to combine optimum levels of the three outputs desired by reptile keepers – excellent output of natural visual light, manageable heating and optimum UVA/UVB output. The lamp was so well received that it can be credited as the catalyst for the success of the Lucky Reptile brand. Before its launch, many believed an externally ballasted lamp would not fare well in the trade, but Lucky Reptile founder Peter Hoch and his son Jürgen decided to produce the product anyway. Their confidence was soon rewarded as the Bright Sun system became one of the bestselling reptile products in mainland Europe.

Although Bright Sun lamps cannot be used with a dimmer, the large product range makes it easy to find a suitable model for nearly every vivarium. Their moderate heat emissions make it easy to avoid overheating. This, plus excellent UVA/UVB levels and an attractive and natural looking visual light make them an ideal choice for keepers who want a lighting, heating and UVA/UVB solution in a single lamp.



## New legislation and minimum standards

Here in Germany we have been working with a set of mandatory minimum standards since 1997. When the changes were first announced and implemented there was a great deal of worry about how this would affect the hobby and the trade, with many believing the results would be very bad indeed.

However, the minimum standards seem to have been largely a good thing for us. Of course, there are some issues and some of the new laws are a little crazy – but we argue for changes and better regulations as time goes by and this seems to work. The bad old days of overcrowding and keeping animals in enclosures which were too small – these are largely a thing of the past. People know what the regulations are and we have changed the way we keep reptiles now so that we can comply.

People will always complain when the authorities make new rules, but I think the changes have been good for the image of the trade and the hobby. Fewer people can complain about welfare issues now that there are a set of measurable standards in place to work with. For everyone concerned, regulation is always better than a ban.

In Norway, reptiles were banned for many years. People still kept reptiles, but they stayed out of sight and nobody knew if they were being kept well or badly. Now that the ban has been lifted the keepers are more accountable and the authorities can more easily see if things are being done to the right standards.

The future for reptile keeping across the world will probably involve more regulation and some restrictions, but we must be seen to be keeping our animals to the highest standards. This way we can avoid regulation which is too severe. ■

ZOOLOGISCHER GROSS - u. EINZELHANDEL  
 PETER HOCH  
 Lange Str. 65 D 7808 Waldkirch tel. Geschäft 07681 5065  
 abends privat 5066

Preisliste November 76

Species	Size	Stück/Dm	Price
<b>Giftschlangen:</b>			
Bothrops lateralis	Lanzenotter	Klein	75,--
Bothrops asper	"	"	85,--
Crotalus d. durissus	Schreckensklapperschl.	groß	130,--
Maja n. kauthia	Brillenschlange	"	180,--
<b>Ungiftige Schlangen:</b>			
Boa c. imperator	Kaiserboa	mittel	140,--
Epicrate ch. maurus	Regenbogenboa	groß	195,--
" " alvarezi	"	"	80,--
" Str. striatus	Haitiboa	"	370,--
Corallus enydris cooki	Cooksboa	"	380,--
Chondropython viridis	Baumpython	"	80,--
Liasis maculoti	Wasserpython	über 2 m	510,--
Liasis fuscus	heller Tigerpython	klein	470,--
Python m. molurus	dunkler "	1,8 m	520,--
" m. bivittatus	von privat	klein	600,--
" reticulatus	Netzpython	"	120,--
" curtus	Buntpython	"	210,--
" regius	Königpython	"	79,--
Elaphe schrenki	Erdnatter	groß	300,--
" obs. rossalini	"	klein	150,--
" " quadrivittata	"	klein	140,--
" " obsolata	"	"	60,--
" " spiloides	"	"	95,--
Lampropeltis g. niger	"	groß	95,--
" g. brooksi	"	klein	195,--
" triangulum	"	klein	195,--
" doliata	"	"	75,--
Leptodeira gestreifte	Baumschlange Thailand	groß	210,--
Acrochordus javanicus	"	klein	65,--
Boiga deadrophylla	"	klein	25,--
<b>Echsen:</b>			
Centosaura similis	schwarzer Leguan	groß	60,--
Basiliscus plumifrons	Stirnklappenbasilisk	klein	60,--
Basiliscus vittatus	Streifenbasilisk	"	25,--
Sceloporus malachiticus	Stachelleguan	"	7,--
Eublecarnus mad. grandis	Taggecko	"	7,--
Tupinantes nigropunctatus	Teju	"	7,--
Physignathus drosognosoides	Wasseragame	"	7,--
Calotes nigrilabris	grüner Calotes	"	7,--
Calotes calotes	"	"	7,--

## Lucky Reptile

Increase shelf life of feed insects with the Lucky Reptile Cricket Keeper. The intelligent construction allows for easy removal of insects come feeding time, in easily dosed portions.

Food and water dishes included.

Description	Code	Trade	RRP
LR Cricket Keeper	ELK003	£8.33	£14.99



## Saving the Black Forest Zoo

In 2010 I retired from Lucky Reptile, leaving the company to be run by my son, Jürgen, and my daughter, Annette. By 2013 I had become involved with a project which aimed to save my local zoo – the Black Forest Zoo. It was being run by the local authority and wasn't doing very well at all with old enclosures and poor

management, so a small private society took over to help to restore the facility. I dedicated about three years to this project, installing new facilities and recruiting new staff, so now the zoo is much better and attracting far more visitors than before. It has been a great success.



LAKE MANYARA, TANZANIA



PETER - 1983



PETER, TRAUDEL, ANNETTE AND JÜRGEN - 2006



Excellent food for adult Axolotls, aquatic newts and frogs.

Pellets sink and dissolve slowly to avoid unnecessary water pollution.



Description	Code	Trade	RRP
LR AxoNew Adult 200g	FLA012	£4.99	£8.99

# RESIN DÉCO RANGE



Description	Code	Trade	RRP
LR Cave with branch	DLC150	£16.66	£29.99
LR Cozy Cave mini	DLC700	£4.44	£7.99
LR Cozy Cave small	DLC710	£5.55	£9.99
LR Cozy Cave medium	DLC715	£8.33	£14.99
LR Cozy Cave large	DLC725	£11.11	£19.99
LR Resin Root lightbrown small	DLR510	£10.55	£18.99
LR Resin Root lightbrown medium	DLR511	£16.66	£29.99

Description	Code	Trade	RRP
LR Deco Skull Cow	DLS017	£8.33	£14.99
LR Deco Skull Monkey	DLS016	£6.65	£11.99
LR Deco Skull Ram	DLS018	£9.99	£17.99
LR Stonegroup small	DLS103	£3.61	£6.49
LR Stonegroup large	DLS105	£8.05	£14.49
LR Resin Tree	DLR500	£13.88	£24.99
LR Drift Wood Large	DLD102	£16.11	£28.99

**NEW**

# Perfect for an arid setup.

Lucky Reptile have created a new series of natural looking resin décor which is safe to use for both reptile and aquatic species.



Deco Skull Cow  
DLS017



Cozy Cave Small  
DLC710



Cave with Branch  
DLC150



Drift Wood Large  
DLD102



Resin Tree  
DLR500



Resin Root Lightbrown Large  
DLR511



Stonegroup Large  
DLS105



Stonegroup Small  
DLS103



Resin Root Lightbrown Small  
DLR510



1 Deco Skull Monkey  
DLS016



2 Deco Skull Ram  
DLS018

# Peregrine's year in review

## Plus a look at what's in store for 2019

2018 has been a landmark year for Peregrine in many ways. Peregrine's Sales & Marketing Director, Chris Jones, takes a look back over the last twelve months and offers a glimpse into what 2019 may bring.

This issue of the magazine marks a whole year since we published Peregrine's first glossy, customer-focussed magazine. We've certainly come a long way in those twelve issues and we're rather proud of how the magazine has evolved and developed into an invaluable source of news and information for our customers. This time last year we set out with a very clear goal of what we wanted to achieve in the twelve months which lay ahead. Looking back at that first issue I notice we set some ambitious goals, both for the magazine and Peregrine as a whole. My introduction in the first edition said:

*"Our goal for 2018 and beyond is to create even more value for our customers by providing even more great products, services, discounts and information to help your business grow."*

Let's take a look at how we did.

### New staff

As our business has grown, so has the number of staff we employ, which means we're shipping more orders with more products to more stores than ever before. We take this as a good sign for many reasons. Not only has our business grown, it indicates that the industry has also grown, and, in turn, that your business has likely grown too. We now employ over 160 staff, which is a 10% increase on the figures from 2017.

### Operational developments

#### Barcode system

The most significant change we saw in 2018 was the launch of a barcode system, aiming to improve accuracy when picking orders. Human error is impossible to eliminate entirely, and this was a primary cause of errors. Introducing the new tech was a long and complex process but it has proven to be well worth the effort, reducing picking errors by some 50%. I hope you've noticed the improvements. While perfection is a difficult standard to achieve, that's where we're aiming.

In the new year, we're introducing a secondary barcode scanning process at the point of packing. The aim is to eliminate packing errors which would typically be when the wrong number of a particular item are sent. We're confident we can vastly reduce this specific problem which will incorporate a multi-layered system of tech safeguards, tracking and accountability. We'll report back with more information about how this will work in the coming months.

#### More vans on the road

Increasing the number of vans we have on the road is another measurable metric which helps us to understand the company's growth during 2018. Essentially this has enabled us to supply over 1000 more stores with livestock which has, in turn, increased the amount of business we do with these stores.

Selling more livestock is an important metric for us, and for stores, because it is directly linked with the increase in dry goods and livefood business. Stores which sell more animals will invariably sell more products. As you'll see later in this feature, our livestock output has increased significantly, which correlates perfectly with our overall business growth. And if our business is growing, we can be sure that your business is probably growing too.



## Livefood dispatch expansion

The need for a bigger livefood dispatch department was already apparent as we started the year, so we took the bull by the horns and doubled the size of the dispatch area to ensure we could accommodate business growth well into the future.

In 2019, we're looking to push forward even further in this area with the introduction of automated conveyor systems to help speed up the time it takes to move packed insects between departments. It's all part of our goal to ensure we ship your goods out on the day you place your order.

## New products

New husbandry methods and new products are all part of the advancement of herpetology, and 2018 saw several new lines added to our catalogue. Highlights include Brian Barczyk's Reptile Prime substrates, Hatchrite incubation medium, Natures Grub, Paludariums, ProRep premium sustainable moss and Taurus mite predators to name but a few.

Bioactive also became big news in 2018, opening up new lines and increases sales for those stores who have embraced the almost cult-like trend. It's starting to look like those who aren't catering for bioactive customers could get left behind.

## Business training courses

Running a business isn't easy and it can feel like you have to wear a dozen different hats in order to get through any given day profitably. That's why we launched Peregrine's training days, with a view to helping stores get up to speed with some of the important, but often neglected parts of running a business. Feedback from stores who have attended the courses has been amazingly positive and enthusiastic, so much so that we've extended and increased the range of courses for next year, offering more training days in more subjects. Take a look at page 17 to find out what's available in 2019.

### The stats

- Woodlice sales up 130%
- Springtails up 45%
- Live plant sales up 35%
- Captive bred frogs up 35%
- Glass terrariums up 21%
- Bioactive substrates up 24%

## Animal Activities Licensing

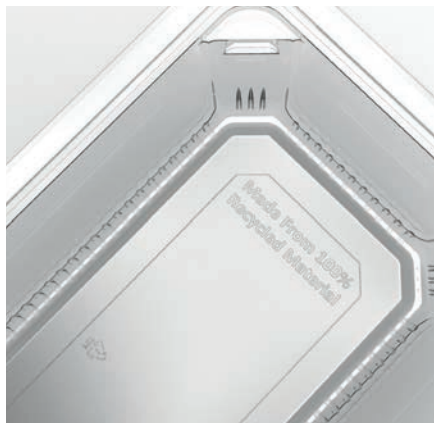
We've saved the best until last! The biggest event in the trade last year affected all of us, and it's not over yet. The subject dominated conversations at Peregrine HQ and we soon realised we needed to do everything we could to help stores get to grips with the requirements of the new legislative guidelines.

Our director, Dave Perry, has been closely involved with the work being done to formulate and moderate the new guidelines, so he has been a font of information for the informative content we've published in this magazine over the last year. Peregrine also held a series of free 'briefing meetings' for stores to attend in order to better understand the AAL and its licensing requirements. During the briefing Dave delivered a step-by-step presentation explaining what to expect when the guidelines come into force and an opportunity to ask questions to clear up any misunderstandings. There was even a free buffet!

Like I say, we've worked hard to ensure we've offered as much support as possible to stores while the new legislation comes into force. Rest assured we'll keep you up to date with any changes through this magazine during the forthcoming year. ▶



# What's happening in 2019?



## Recycled livefood tubs

As animal lovers we are all concerned about the impact we are having on the natural world, so the amount of plastic we use to package livefood has often played on our mind here at Peregrine. We've always used tubs which contain recycled material, but our plastic use was still a concern that we wanted to address.

Of course, moving away from plastic would be the ideal solution, but it is an unavoidable fact that customers want to see the livefood they are buying. So instead, we've decided to move to using 100% recycled plastic for all of our livefood tubs in 2019. We've also tweaked the structure of the tub just a little to make it stronger in the corners, which in turn has reduced the amount of plastic we are using by 15%. You'll notice little difference in the tubs apart from an embossed recycling logo highlighting the 100% recycled plastic, but it's good to know that we're all doing our bit to help preserve the planet.

## Greenhouse facility

The bioactive trend has brought huge increases in the number and variety of live plants we sell. We're confident this trend is going to continue to grow, so we've invested in a dedicated greenhouse space so we can hold even more stock and enable us to better care for the plants we sell. This means more availability, more species and varieties, and even better quality plant stock for you. Watch out for this happening in February 2019.

## Animal room upgrades

We've also upgraded our animal facilities which have been in place since at least 2008. Back then we were only moving 10% of the numbers we are moving today – essentially a ten-fold increase in livestock sales in a decade. It was certainly time for an upgrade.

The new enclosures make better use of the available space, enabling us to fit in more enclosures and more animals into each room without compromising the space allocated to each animal in each enclosure. The upgrades ensure we are compliant with the requirements of the new Animal Activities Licensing conditions which came into force in October last year.

But most importantly, the new enclosures have given us the opportunity to install more up-to-date equipment, more efficient husbandry and maintenance, and better facilities for the animals in our care. Times change, husbandry techniques improve and it's vital that we keep up with those important developments.

New facilities include:

- New snake racks
- New Bearded Dragon and tortoise trays
- New amphibian terrariums
- New chameleon screen cages
- A dedicated room for our wild caught animals to avoid contamination

## The stats

Over 1000 different species and colour morphs were sold through Peregrine in 2018.

## Facebook Trade Community group

We've paid a lot of attention to our social media profiles over the last year and closely monitored what we do and the engagement we achieve. One thing we noticed is that our outreach was limited because we didn't have a dedicated platform which we could use to communicate with our trade customers, so the information we could provide online had to be edited to omit sensitive trade price information. That's about to change in 2019 with the launch of our Facebook trade group.

All of our customers are encouraged to join up. You'll need to have your account profile verified to confirm you're a bona-fide trade customer, and then you'll have access to all the exclusive information, advice and trade deals we post there. We're aiming

for it to become the most up-to-the-minute portal for you to see exactly what's happening and what's available at Peregrine. You'll also be able to ask questions, place orders and see the latest stock additions – all in real time and from the comfort and convenience of your own phone.

Search for 'Peregrine Livefoods Trade Community' in Facebook Groups to join up.

## Monday TNT deliveries

Late in December 2018 we launched an extended ordering and delivery opportunity which, for the first time, enables stores to receive TNT deliveries on Mondays. Our picking, packing and sales departments are now operational seven days a week, which means any orders received before 12.00 noon on Sunday will be shipped and with you the next day.

Although it's not (yet) possible to order by phone on a Sunday, you can simply place your order via our website or email it through to us at: [sales@peregrine-livefoods.co.uk](mailto:sales@peregrine-livefoods.co.uk)

This service is only available for mainland UK addresses and therefore not available to any off-shore islands or the Scottish Highlands.

## New website

And while we're on the subject of websites, our new all-singing all-dancing website will go live sometime early in January 2019. As you can imagine, this has been a monumental task and we're looking forward to testing the site and making sure it all works as planned. We'll issue a full release of the site's new features and benefits when we go live, so watch this space.

And those are just some of our plans for 2019. Of course, there's much more in the pipeline and we'll be making further announcements when each project is finalised and ready to launch. We'll keep you up to date with everything that's going on here at Peregrine through our email newsletters, via the website and, of course, in this magazine. In the meantime, here's to a happy, productive and profitable 2019. ■





# Staff profile

## Richard Burton – Operations Director

### How long have you been at Peregrine?

Almost two years – I arrived in March 2017.

### What did you do before Peregrine?

For most of my life I've worked in the pet trade. I was with Waterlife Research near Heathrow for several years where we developed water treatments and medications for the aquatic trade. I was the General Manager there and helped to oversee the company's qualification for the Small Animals Exemption Scheme Licence from the Veterinary Medicine Directorate to enable us to legally supply our products into stores.

More recently I worked for seven years as Development Director at Casco, which most of our readers will know are specialist pet-trade shop fitters. I was essentially responsible for anything which was not sales or finance related. Our sales team would focus on creating sales and new custom, and our operational team ensured that we could deliver their promises. I oversaw everything from manufacturing, procurement, shipping, engineers and much more besides. Operations is essentially all about making sure the business runs smoothly.

### Had you worked with reptiles before?

Dave Perry and I had already worked on projects together as part of my role at Casco when Pets' Corner were setting up new reptile departments. Dave and I worked together to make sure stores achieved the most suitable fit out, so I was already familiar with Peregrine and knew what to expect when I arrived here.

### With your broad experience across the pet industry, what observations have you made about the reptile trade?

It's been interesting to see the rise of chain stores across the UK. While some might consider these to be bad for business, there is another way of looking at it too. The big chain stores are a gateway to the generic pet market where we can put reptiles in front of more traditional pet keepers. Those many millions of people who buy dog and cat food might not have considered the idea of a reptile pet previously, but their experience in the chain stores has undoubtedly changed that for many people. Of course, their first purchase might well end up in the tills at the chainstore, but those who get a taste for reptile keeping will seek out new species and expert advice, invariably leading them to visit an independent specialist shop.

### What do you think the reptile trade can learn from other pet-trade sectors?

I'm not sure there's a simple plug-and-play formula which could be transplanted to the reptile trade, but it is certainly worth looking at what has happened in aquatics. It used to be that aquatics enthusiasts would have their collections locked away in the spare room, but once aquariums became more visually enticing they have crossed over into the world of interior design.

We're gradually seeing the same happen with reptiles, pushed by products such as Biopod, paludariums and the bioactive trend. It's something we, as a trade, should be embracing and promoting as best we can, in my view.

### What has been your focus since you joined Peregrine?

It's all about improving accuracy and efficiency. Peregrine moves huge numbers of products – many thousands of shipments each month with multiple courier trailers and vans leaving the site each day. When I got here the logistics were creaking under the pressure of volume. IT was stretched and people made mistakes. It's been an enormous investment in time, training and technology to address the issue, but I think we're over the hill and on the upswing now. It's come on leaps and bounds, especially since we introduced the barcode order picking technology. We're still working on the finer details, but phase one is essentially complete.

Over the next year we'll be implementing phase two of the plan which involves using barcodes for packing. This will mean that every product being packed into a box for an order will be scanned, helping to ensure that the contents of every box can be tracked and traced if there is a mistake. It'll help us to identify where and how the error occurred and find out how we can stop it from happening again.

There have been a few other changes here too, such as expanding our livefoods packing area to help us cope with the increased output we're dealing with. And we have even more vans on the road too, which means we can deliver more livestock to more customers in more areas. We're running at 10% year on year growth so we have to expand and improve in all areas of the business. It's quite bewildering to see how far the company has progressed in the last two years.

### What are your plans for 2019?

There's a lot in the pipeline, but a lot of that information is commercially sensitive, so I can't tell you too much. What I can tell you is that we're looking at increasing the number of livefood species we offer and we aim to extend further afield with the number of stores we can service with livestock. We're also aiming to increase our portfolio of products. These are the operational challenges we're looking at solving over the next year or so. ■



# CLEARANCE SALE

## UP TO 80% OFF SELECTED ITEMS



PR Calcium Sand Red 2.5Kg  
SPC004 **PROMO: £1.22**



PR Calcium Sand Terracotta 2.5Kg  
SPC018 **PROMO: £1.44**



PR Coco Bedding COARSE 5L  
SPC605 **PROMO: £1.25**



PR Java Multi-Branch with bolt Xsml  
DJM005 **PROMO: £3.01**



PR Java Wood Hide Natural Sml  
DJH005 **PROMO: £7.35**



LR Desert Bedding Snow White 7L  
SLD077 **PROMO: £3.04**



LR Desert Bedding Snow White 20L  
SLD080 **PROMO: £5.87**



LR Herb Cobs 750g  
FLH750 **PROMO: £2.40**



LR Daylight Sun T5 39W  
LLD002 **PROMO: £5.69**



ZM Nightlight Red Rept. Bulb 100W  
LZN100 **PROMO: £2.47**



ZM Repti Fresh Substrate  
SZR008 **PROMO: £4.55**



ZM ReptiSoil 23L  
SZR123 **PROMO: £7.66**



ZM Terrarium Repti Lock  
EZN005 **PROMO: £0.54**



ZM Turtle Pond Dock X-Large  
EZT117 **PROMO: £24.64**



TR Aspen Bed 11L  
STA010 **PROMO: £2.03**



TR Desert Snow 1.8Kg  
STD010 **PROMO: £5.61**

\* For a full list of clearance products please contact the Sales Office

# BUSINESS COURSES

## HELPING YOU BUILD A BETTER BUSINESS



Are you and your staff making the most of every sale? How do your customers rate their shopping experience at your store? Are you making the most of social-media marketing? These are the questions every retail business owner should be asking themselves.

Peregrine's series of business excellence courses are designed to promote retail best practice, build better shopping experiences and maximise sales.

### JANUARY

- 16th** Social media – advanced **£200**  
**23rd** Social media – intermediate **£200**

### FEBRUARY

- 13th** Merchandising **£225**

We all know there is a right and a wrong way to plan and dress your store. This course shows how to make positive changes within your store to create a better shopping experience with less customer friction.

- Stock positioning and movement to maximise sales and profit
- Helping customers to navigate your store easily
- Seasonal displays and promotions
- Creating attractive displays
- Labelling and signposting
- Good housekeeping and maintaining a good image

### MARCH

- 6th** Customer service selling **£225**  
**27th** Tortoise husbandry and welfare **£50**  
*with Eleanor Tirtasana Chubb*

### APRIL

- 3rd** Retail management **£225**

### MAY

- 1st** UVB lighting **£50**  
*with Frances Baines*  
**29th** Venomous handling **£150**  
*with Mark Amey*

### JUNE

- 11th** Social media – intermediate **£200**

### JULY

- 16th** Social media – advanced **£200**

### AUGUST

- 17th** Merchandising **£225**

### SEPTEMBER

- 4th** Customer service selling **£225**

### OCTOBER

- 2nd** Retail management **£225**

### NOVEMBER

- TBC** A technical guide to building enclosures **£50**  
*with Dave Perry*

### BOOKING INFORMATION

**VENUE:** Peregrine Livefoods

**CONTACT:** Andy Fahy  
afahy@peregrine-livefoods.co.uk  
01279 438 459

Discounts apply for multiple attendees on the same course



# Animal Activities Licensing

## Case studies and comments

With the first AAL inspections already underway we get an insight of what to expect by speaking to stores who have already been through the process. With advice from other specialist trade figures, we hope this feature will help you to prepare and pass with flying colours.

### Chris Newman

#### Reptile and Exotic Pet Trade Association

It's important to understand that, in order to be compliant with the new AAL guidelines, stores must focus on the administrative paperwork.

The inspections we have seen to date have primarily focused on ticking boxes, ensuring that stores have the written procedures and records the guidelines require. There's little focus on animal welfare or husbandry. Even the worries about enclosure sizes haven't yet caused any problems. We haven't heard any reports of inspectors measuring animals or enclosure sizes. It's all about ticking boxes and that should be our focus for the inspections.

Most of the stores that have been inspected to date have been awarded a two-year licence, which I interpret as a way for local authorities to defer the problem. A two-year licence provides stores and local authorities some time to get to grips with the AAL and better understand how to work with it. I haven't heard of any store being awarded a one-year licence.

I believe retailers will be dealing with the fallout from the new legislation for at least the next three years or so. It will be a long and drawn out process while stores and local authorities adjust to the new regime. Several local authorities are outsourcing the AAL inspections to vets. This is not a mandatory requirement, but more likely an indication that local authorities are not yet ready to administer the new legislative guidelines.

Inspectors are being trained as we speak, but again, this process will not be quick or easy. As expected, here are some issues which will

need to be dealt with and inspector training will undoubtedly evolve over the next few years. That is to be expected.

With that being the case I would recommend stores work with their inspectors and be as helpful as possible. It is important to remember that inspectors are just as frustrated and stressed about the new guidelines as we are, and now is the time to develop a good relationship where we work together. The inspectors are getting precious little help or guidance at this time, so it's a good opportunity for us, the specialists, to become a useful resource for inspectors. It would be a disaster if stores created an antagonistic relationship with their inspector.

I can't stress enough how important it is for stores to feedback to REPTA about their inspection experiences. Even if issues are resolved, this information helps us to get a clear picture of how inspections and licensing are being executed and where we should be focusing our efforts to amend the guidelines. If we know about the problems stores are experiencing we can work to iron out the creases in the new legislation.



## Mark Amey

### Ameyzoo

Our inspection was carried out by two people from the local authority – an Animal Welfare Inspector and the Head of Licensing. In total it took around three hours, with one hour spent looking at the animals and enclosures and another two hours checking paperwork. Previously our inspection would take only an hour.

It seems we were one of the first to be inspected and so we had very little help in terms of preparation and getting all of the paperwork and administrative documents together. I spent a considerable amount of time going through the AAL guidance document line by line, highlighting everything we needed to do in order to be compliant.

Much of it was clear and easy to understand, but some things weren't that clear so we made a point of highlighting these to the inspectors when they arrived. Interestingly, they admitted that they were similarly unsure of what the guidelines required and so those sections were discounted. I expect the requirements will evolve over time as the local authority gets to grips with the details. We shall see.

We were fortunate in that we already had many of the written procedures in place so the workload involved in producing a full set of these was slightly reduced. That said, it was still a monumental task which took up a great deal of time – but what can you do apart from get the job done?

*I think those stores who have done their research and put the effort in will be fine.*

Some of my staff were initially defiant and reluctant to work with the new requirements, and I can understand that because parts of the new guidelines aren't particularly useful. However, they were informed that we had no choice and that it was simply something we had to do if we wanted to continue trading. There's no point in complaining about it. This was going to become a part of our daily routine and, whether we liked it or not, we had to get on with it.

I found that the inspectors were just as put out by it all as we are and so it made sense for us to work together to get the job done. When they arrived I asked them if they wanted a cuppa and said that I'd put the whole day aside for them if they needed me. I asked them where they would like to start and then simply got on with the job of providing the information they asked for.

Being prepared was the key. When they asked for something I provided them with the information they needed and asked questions where there was any uncertainty. The aim was to make it clear that we had done our best to be compliant and that we were prepared to be helpful and amend our policies or documents where necessary.

We did push back with one of their requirements though. They wanted us to show temperature and humidity information for each animal on each enclosure. However, I explained that this would contradict our policy of requiring new customers to convince us that they knew the husbandry requirements for the animals they wished to buy. Putting this info on the enclosure would make a mockery of that. They agreed that this was the case and dropped that requirement from the list. We showed them that we had care sheets available for the species we stocked, each listing the temperature and humidity requirements, and this seemed to satisfy them.

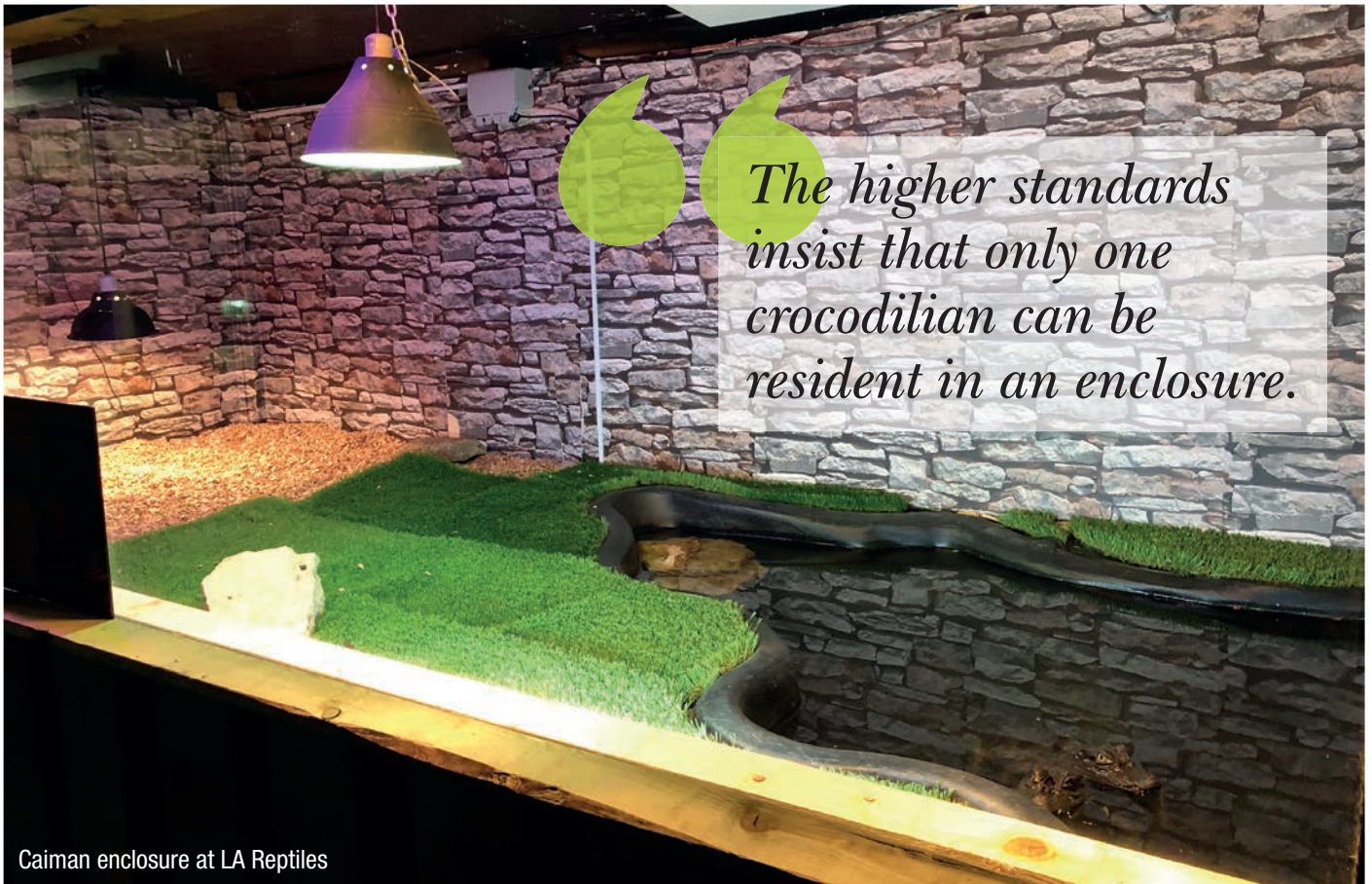
I think those stores who have done their research and put in the effort will be fine. The inspectors know that this is just as new and bewildering to us as it is to them so we need to make sure we are working with them, not against them. Those who are antagonistic or hostile to the inspectors will be those who have the most problems. And I'm guessing the industry can do without those shops anyway.

REPTA's document templates will be extremely useful to those who can get them in time for their inspections. We spent a lot of time creating ours, hoping they would be compliant. If REPTA's documents can tick that box then you'll not have to spend the hours and days we did creating your own.

At the end of the day, if you're a good store that has got its act together and you've put in the effort to be compliant, then you should have very little to worry about.

*Ameyzoo was awarded a five star, three-year licence. ▶*





*The higher standards insist that only one crocodilian can be resident in an enclosure.*

Caiman enclosure at LA Reptiles

## Andy Ferguson

### LA Reptiles

Having read the AAL guidelines in detail, one section stood out as being a particular problem for our store. We have a pair of Spectacled Caiman on display as shop pets. It's an enormous enclosure and perfectly suitable for two animals. They've been with us here in their enclosure for over eight years and are thriving.

While this enclosure would be fine and compliant with the minimum standards applicable to livestock we hold for sale, the complication arises because they are shop pets and resident in the store for longer than three months. Any animal kept in the store for longer than three months must then be housed in an enclosure which satisfies the higher standards.

The higher standards insist that only ONE crocodilian can be resident in an enclosure. There is no provision for how to accommodate two crocs, which leaves us in a no win situation. We either get rid of one of the crocs, which goes entirely against what we know is good for welfare, or we will not be compliant with our licensing conditions.

We're not sure what we're going to do about the situation yet. We're hoping DEFRA will make a ruling which helps us sometime before our inspection, but we're not particularly hopeful that will happen.

## Dean Carguillo

### Crystal Palace Reptiles

Our inspection was all about the paperwork. The inspector spent no more than fifteen minutes looking at animals, and then spent over two hours going through the paperwork – and they went through that paperwork with a fine-toothed comb.

Our inspector went through the AAL guidelines line by line, word by word and no stone was left unturned. We're glad we did such a thorough job during our preparation because it meant we were ready for anything the inspector asked to see. In fact, she was so impressed with our paperwork she admitted that we'd covered areas that they hadn't thought of themselves.

We used the procedures and record keeping documents supplied by REPTA, adapting them where this was necessary or appropriate for our particular store.

For instance, we created a venomous protocol document ourselves. Despite having no DWA species in store we do keep Boiga sp, so we decided a venomous procedure document was a good idea. To be honest, much of the work we did was documenting stuff we already do on a day to day basis.

All in all the inspection went well and wasn't too stressful. Despite being very thorough, the inspector didn't seem to be trying to catch us out or cause problems. Our good rating result is down to the amount of preparatory work we had done and our ability to convince the inspector that we know what we are doing.

*Crystal Palace Reptiles was awarded a five star, three-year licence.*

## Not a requirement

One store was asked by their local authority inspector to keep a record of each time a snake shed its skin.

This is not a requirement of the AAL guidelines and local authorities have no power to apply their own additional conditions. REPTA was informed of the situation and, within half an hour, the requirement was overturned.

If you suspect your local authority is attempting to impose licensing conditions in addition to those required by the AAL guidelines, please let REPTA know.

## Mal Moutrey

### Grinning Gecko

We had our inspection yesterday and thankfully passed. The inspectors spent over two hours going through paperwork. I used some of the documents available from REPTA, but I produced many of them myself and, apart from making a couple of last minute additions to our policy folder, all the boxes were ticked except one. I didn't have an escaped animal procedure, but rather than issuing a minor failing notice they asked me to email it to them.

They also looked at random animals to check enclosure sizes, accepting a couple of enclosures where a shortage of depth was compensated by length. They also accepted that our juvenile Bosc's enclosure was very close to limits, but were happy we are in the process of getting a massive permanent enclosure organised.

They haven't given us a rating yet but I think we did ok. We will be classed as high risk as we have only been open two and half years. The main thing is we have our licence renewal, and that's a relief.

Interestingly, they did quiz me regarding suppliers for livestock. They were particularly interested in any hobbyist breeding projects that supplied us as they would apparently need to go and check them out. Needless to say I didn't identify anyone as it is not a stipulation in the AAL guidelines to do so. They accepted that I might sometimes buy animals from hobbyists who occasionally breed their

## Inspector knowledge

It would be impossible for AAL inspectors to be expert in the husbandry of every animal they might experience in the work. It's more appropriate for us, as specialists to convince them that we know what we're talking about and that we're doing our job well.

This is particularly important in those instances where good husbandry or best practice might be different to their interpretation of the guidelines.

pets. I have no doubt that they are looking for breeders who produce animals on a regular basis. Hobby breeder is even one of the categories listed under the business types on the application form.

The good news is that renewal cost is the same as last year – £140. However if I get a two-year licence or even a three year, it's just £140 total irrespective of what length of licence given. Neither of the guys doing the inspection had done the inspectors course, but they did operate from a very lengthy checklist.

The hours I put into writing policy, procedures and record sheets paid off. One massive load of stress is gone. I can get back to the real job of caring for the animals and looking after my customers. I'm one very happy shopkeeper.

## Andy Rogers

### Lincoln Reptile and Pet Centre

Previously our licence was £302, so we were pretty shocked by the proposed fees for licensing under the new Animal Activities Legislation. We're expected to pay £250 to the local authority when we submit all of our paperwork, procedures and record keeping information. We're not sure whether the local authority will visit to do an inspection, but even if they do they won't be able to correlate the information we provide about species, stocking densities and enclosure sizes because it will all be out of date by that point.

However, we have been informed that a vet will be visiting to conduct an inspection at cost of £144 per hour + VAT and expenses. Plus, there will be a charge for a report from the vet at £180 per hour + VAT. If the three-hour inspections being undertaken at other stores is any indication then we can expect our licence to cost around £700 – £800 per year. That's quite an increase.

We're not sure yet if that is legally defensible. There's nothing on the local authority website to give an indication of what inspection or licensing will cost. It's seemingly up to them what they charge. With all the confusion surrounding the AAL there's every chance we might be awarded a one-year licence costing the neck end of £1000 each year. That's just not on, especially when you consider there is no requirement in the AAL guidelines for a vet inspection. It just seems like the local authority is lacking either the resources or expertise to conduct the inspection – and that's going to cost us dearly. ▶



## Natalie Wingate

### Repti-licious

We were sent an email from our local authority telling us about the new AAL regulations. The email included a copy of the AAL guidelines showing what we needed to do in order to be awarded a licence – 37 pages, as opposed to the three pages which were sent for last year's licence. We've also found out that our licence fee has more than doubled, from £150 to £357 and we're still waiting for a breakdown of how that fee amount was arrived upon.

We have to get our application form back to them by 31st December (about 4 weeks' time) and we have no indication of when our inspection will be or even whether we're likely to get inspected.

## Dave Perry

Joining REPTA will alleviate much of the workload and worry for retailers who have concerns about the AAL guidelines. Instead of spending hours and hours writing policies and creating templates for recording information, this work has already been done and is available for free.

Alongside this stores will have access to the Primary Authority scheme, which provides a backstop for stores experiencing unreasonable licensing conditions being imposed by local authorities. Should your local authority impose such restrictive conditions, the Primary Authority, through REPTA, will be able to assess the situation and adjudicate

on their behalf. It's an invaluable protection from the situation we had before the AAL came along, where some local authorities would simply make up their own rules and restrictions. This should be a thing of the past for REPTA members.

There's also an enclosure sizes 'wizard' available, which enables stores and inspectors to simply input the sizes of their animals or their enclosures and get a report about their compliance with the new AAL guidelines. It is highly likely that this tool will be used by many local authority inspectors so it makes sense for stores to have access to it too.

Of course, none of these tools or services are essentially necessary for stores, but having them available will certainly reduce your workload and worries. Without them you'll need to produce all of the information yourself, and that takes time. But really, REPTA membership is all about supporting the trade as a whole and ensuring that REPTA's work to protect the industry can continue. ■

## REPTA membership

We've endeavoured to keep the cost of membership for independent retailers to an affordable minimum – just £125 per year. The aim is to attract as much of the trade as possible in order to give REPTA a representative voice with some weight behind it. Much of REPTA's funding will be harvested through the (more expensive) memberships being collected from the wholesalers, manufacturers, distributors, importers and commercial breeders, but it is also really important to have the backing of independent stores.

You can join REPTA by emailing: [membership@repta.org.uk](mailto:membership@repta.org.uk)



# POWERSUN UV FLOOD 80W

## IDEAL FOR LARGE TERRARIUMS

Features include quality nickel plated threads to prevent against corrosion.

NEW



Description	Code	Trade	RRP
ZM Powersun UV 80w Flood	LZP002	£33.33	£59.99



# REPTILE CAVES

30%  
OFF



## Key Features :

- Natural look, integrates in any type of terrarium
- Easy to clean
- Provides a secure hiding place
- Prevents stress
- Very stable, not easily tipped over by larger reptiles



Description	Code	Trade	RRP	Promo
ET Reptile Cave Large, PT2853	DHC015	£6.72	£12.09	£4.70
ET Reptile Cave Medium, PT2852	DHC010	£4.89	£8.79	£3.42
ET Reptile Cave Small, PT2851	DHC005	£3.67	£6.59	£2.57

# WATER/FEEDING DISHES

30%  
OFF



## Key Features :

- Natural look integrates in any type of terrarium
- Easy to clean
- Non-porous and smooth surface will not absorb harmful bacteria
- Made from food-grade resin
- Very stable, not easily tipped over by larger reptiles



Description	Code	Trade	RRP	Promo
ET Feeding Dish Medium, PT2811	WHF005	£2.44	£4.39	£1.71
ET Feeding Dish Large, PT2812	WHF005	£5.33	£9.59	£3.73
ET Feeding Dish X-Large, PT2813	WHF015	£8.94	£16.09	£6.26
ET Water Dish Small, PT2801	WHD005	£2.44	£4.39	£1.71
ET Water Dish Medium, PT2802	WHD010	£3.22	£5.79	£2.25
ET Water Dish Large, PT2803	WHD015	£4.94	£8.89	£3.46
ET Water Dish X-Large, PT2804	WHD020	£8.00	£14.39	£5.60

# Livestock Department

The most diverse reptile livestock list in Europe

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## 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.



Tokay Gecko (*Gecko gecko*)



Scorpion Mud Turtle (*Kinosternon scorpioides scorpioides*)



Great Plains Toad (*Bufo cognatus*)



Panther Mantis (*Tarachodula pantherina*)



Black Headed Tiger Centipede (*Scolopendra mirabilis*)



Oriental Fire Belly Toad (*Bombina orientalis*)



Eyed Lizard (*Timon lepidus*)



Albino House Snake (*Lamprophis fuliginosus*)

## Don't miss out!

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- 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.

# NEW



## LIZARD & TORTOISE FLOWER BLEND



Description	Code	Trade	RRP
ZM Lizard Flower Blend, 6g	FZF203	£1.66	£2.49
ZM Lizard Flower Blend, 40g	FZF204	£4.66	£6.99
ZM Tortoise Flower Blend, 6g	FZF200	£1.66	£2.49
ZM Tortoise Flower Blend, 40g	FZF201	£4.66	£6.99

Zoo Med's "Tortoise & Box Turtle Flower Food Topper" is a great way to add fibre to your tortoise's diet, and to provide enrichment to their routine.

Fiber promotes a healthy gut, while enrichment helps to stimulate their senses and may increase activity level.