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Within AEPMA we are still busy working on our industry codes of practice, training, and the general ongoing promotion and development of the industry to highlight the value in the services that we provide.

On the FAOPMA front, things are settling down and work is slowly progressing on some initiatives such as a website revamp and some subtle changes to our constitution that we will resolve at our AGM next year in Korea - make a note in your diary to be there. *(See final note on Page 8 - Ed.)*

What I would like to see occur is more feedback and enquiries from our member countries. This Newsletter is one way to reach all the stakeholders including manufacturers, suppliers, individual businesses and staff to gain feedback and have innovative ideas put forward on how we can best serve both this industry and our member countries' needs.

Along with the opportunity to share our experiences, such interaction may benefit another member country or individual facing a challenge. If they had not previously recognised such an opportunity, they might otherwise not know the best way to move forward and to take advantage of the situation.

Once the new FAOPMA website is up and functioning, hopefully it will become easier for members and those who we reach, to contact each other to communicate or exchange ideas along with presenting us (FAOPMA) as a more professional and unified organisation to other stakeholders or those interested in our industry and the vast region in which we operate and which we represent.

Hopefully these works are near completion and our new website will be live early in the New Year, and in time for promoting the 2013 FAOPMA convention in Korea.

PRESIDENT'S MESSAGE



As our calendar year draws closer to an end, it is encouraging to look back over the year and the events that our industry has been a part of globally, with successful conferences and conventions being held around the world - with NPMA's Boston conference and Pest Summit in the Philippines being the most recent.

Unfortunately I was unable to attend either of these conferences this year due to other commitments. However, I have had feedback from many delegates and speakers who attended and they all said how well the events were put together and how much new information is now being presented and passed on to our industry.

In Australia, our season is now fully underway with a strong response from our domestic market for the engagement of professional pest management services. This and more favourable environmental conditions that suit the main pests that we encounter, mean that the coming summer is shaping up to be a very busy time for the Australian Pest Management Industry.

Until next time. David Gay, President

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NPMA Appoints Bob Rosenberg



Bob Rosenberg will guide NPMA through a transition period

FAIRFAX, Va. — The National Pest Management Association has appointed **Bob Rosenberg** as **Acting Executive Vice President**. Rosenberg, a 23-year NPMA veteran, will guide the association through a transition period. In late September, NPMA President Laura Simpson, during a conference call with the NPMA Board of Directors, announced that **Rod Lederer had resigned, effective immediately**.

Ms Simpson, highlighting Rosenberg's impressive career and several decades of experience with the Association, stated, "We want to ensure steady waters for the industry. **There is no better or more qualified candidate to take the reins and work cohesively with NPMA staff and industry members alike.**"

In his new role, Mr Rosenberg will be responsible for continuing the strong, personal relationships of the Association with members, state associations and affiliated organizations. Rosenberg noted, "I appreciate the opportunity to continue to serve the pest management industry in new and broadened ways. I'm confident that the Association's work will continue as strong today as ever before under the guidance of our board and in the capable hands of the existing staff team."

Bob Rosenberg's career with the National Pest Management Association has focused on advocating for the professional pest management industry's interests with federal, state and local government. An oft-quoted expert on all pest management related issues, he has served on numerous boards and was appointed by the Environmental Protection Agency (EPA) to sit on various federal advisory committees, including the Pesticide Program Dialog Committee.

FAOPMA anticipates and looks forward to a continuing, professional and friendly relationship with NPMA under the management of Bob Rosenberg. (Ed.)



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First Pest Management Company in Singapore to be certified by HACCP International

The **HACCP International Certification Mark** is proudly carried by many of the world's leading companies, confirming their products' fitness of purpose for use in the food industry and the most recent to join that group is **Origin Exterminators**, the first pest control company to achieve certification in Singapore.

The risks presented by pests are great and so too, is the activity of on-site contractors working in high risk environments. The effectiveness and practices of the pest control company are vital. Leading food businesses have to pay particular attention to the quality of such services and the conformance of the contractor to exacting prerequisites.



HACCP International's certification confirms ORIGIN's ability to offer fully compliant food safe services, meeting all the requirements of the world's leading food safety schemes. In this process, Origin's Standard Operating Procedures (SOPs), food safety training, documentation, materials chemicals, as well as their onsite delivery have been thoroughly scrutinised through an audit process to confirm its ability to meet the needs of the food businesses operating HACCP based food safety programmes.

Bill Simos, Managing Director of HACCP International's operations in Asia says. "The standards required for such certification are high and Origin's ability to deliver a service to the food industry that meets world's best in terms of food safety is very pleasing to see. Singapore is a sophisticated market and service providers need to meet the highest of international expectations. I congratulate Origin on being able to demonstrate this. Origin is the only local company to carry recognised 3rd party certification of conformance."

Mr Carl Baptista, Technical Director of Origin Exterminators is very pleased with the company's achievement. "We have always strived to provide a fully HACCP compliant service backed the best trained staff and scientific qualification. Our staff are not only trained in food safety but we, as a company, are equipped to provide a service that fully conforms with the world's most respected standards – **now we can prove it**, Being the first in the country to do so is especially pleasing."

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Feast-on-the-fungi of Thailand: Now is time for rare termite mushrooms

The end of the rainy season is the only time this rare delicacy can be found in forested areas around mountains, and then only if you're lucky enough to beat out the hordes willing to pay top dollar for them

Most people like mushrooms because they think they're healthy and suitable for a wide variety of tasty dishes. These days the markets are full of mushrooms of all kinds, most of them always available and inexpensive.



FUNGAL FUN: Above and Below termite mushrooms before and after washing



But there is one type of mushroom that Thais have been eating for a long time, and that many think is the most delicious of all, that isn't so easy to get hold of. Those who love it have to be patient, because it only appears once a year. It takes special knowledge to be able to gather them and those who do so usually aim to sell them because they fetch a high price. They are so rare that they are usually purchased as gifts for other people. In other words, the people who pick these mushrooms don't eat them and those who eat them don't pick them.

The mushrooms are *het khone*, or **termite mushrooms**. The best ones grow in forested areas around mountains in Kanchanaburi, Phetchaburi and Ratchaburi provinces and appear in October. During this month, villagers in Kanchanaburi become mushroom hunters, knowing that they can make a lot of money.

Once they have gathered some mushrooms, they just have to put them into plastic bags and hang them up in sheds along the side of the road. Even though there will be many of these sheds, and each one will display plenty of these bags, within an hour every mushroom will be gone.

It is not common to see **termite mushrooms** being sold by the side of the road because they go quickly. Cars arriving from both directions park near the mushroom sellers' sheds, then their drivers climb out in a hurry and rush to the sheds to snatch bags of them, if they can. Those who are able to grab a bag hold it out to proclaim ownership and immediately ask the price, without even looking at the mushrooms to check size and quality.

Locals make use of special knowledge and techniques to collect these prized mushrooms. Since October comes towards the end of the rainy season it normally rains almost every day, but there can be intervals of two or three days when it doesn't rain at all, and the weather is hot and humid. This is called "mushroom heat", and it is usually followed by a night when it rains very hard.

When morning comes, villagers head out into the forest with torches, long, sharp-pointed knives and plastic bags. They look carefully at ground heavily littered with dead leaves and fallen branches, and underneath trees. Sometimes they will see the white caps of mushrooms pushing up from underneath, either in clusters or as individual plants.

In using the knife to dig them out they have to be careful in dislodging the mushrooms. It does not matter if soil adheres to them, but they should never be bruised. The hunting will continue until later in the morning when the harvesters figure there are no mushrooms left to find.



'Tom yam' made with termite mushrooms.

One thing that makes these mushrooms unique is that, as their name suggests, they are cultivated by termites by means of a complex natural process that takes place underground. Inside the nest there are three kinds of termites, each with its own duties. Some are involved in reproduction, some are workers and some are soldiers.

The breeding termites come first. When termites form a new nest the female will begin laying eggs and do nothing else. These hatch to produce worker termites, whose duty it is to provide food for the mushrooms, build walls to protect the nest, and dig ventilation holes and tunnels that allow the termite community to go out and find material for making food, which might include pieces of wood and dead leaves. Soldier termites, bigger and stronger than the others, guard the nest against enemies, which are mostly ants.

When the wood and other vegetable material that will be used to produce food is brought into the nest, the termites consume and digest it. Protozoa in their digestive tracks convert it to a type of cellulose that in turn becomes glucose, which is deposited into big piles. Certain spores then germinate to produce mushrooms, which are the true food of the nest's inhabitants and their queen.

When the nest becomes large enough, the termites leave to build a new one. This takes place during the rainy season, and it is then that the termites grow wings so that they can fly away to scout for a new location and to mate so that the new community can form.

When large numbers of termites leave the old nest the untended mushrooms inside sprout, and during the October days when the rain temporarily stops and the weather becomes hot and humid they grow especially fast. Then, when the rain returns and there is a heavy, all-night downpour, the mushrooms growing in the tunnels dug by the worker ants push through the softened structure of the nest and burst forth to become sweet, crunchy **het khone**.

When the mushrooms finally reach the kitchen, washing them can be tricky because of the soil that sticks to them. They have to be washed very thoroughly but gently, so that the stems don't break. Since some of the dirt can work its way into the skin under the cap, a soft toothbrush has to be used to get it out, again very carefully. Once they are completely clean, they are ready to be prepared for the table.

The important thing in cooking the mushrooms is to let their delicate flavour and texture come through fully. They shouldn't be used to make complicated recipes. Best of all is a simple tom yam without any kind of meat. Stir-frying them with shrimp or with a lot of seasonings is not a good idea because their flavour will be overwhelmed. If you get hold of a lot of termite mushrooms, boil them with some nam pla and then put the mushrooms together with the liquid into the freezer. They can be thawed and used to make tom yam for a future meal.

So if you happen to be enjoying a morning drive this month along a back road near the mountains in Kanchanaburi or Phetchaburi or Ratchaburi and happen to spot a rickety lean-to festooned with plastic bags full of termite mushrooms for sale, pull over and make a dash to buy some as quickly as you can.

Your reward will be a delicious and healthy meal featuring an ingredient that can only be found fresh once a year, and even then only if you are lucky.

Bangkok Post

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Bee-Killing Asian Hornet to Be Declared Invasive Pest in France

By Rudy Ruitenberg

The Asian hornet, a bee-killing predator first seen in France in 2004, will be declared an invasive and harmful exotic, allowing the government to set up country-wide pest control programs.

The species, whose scientific name is *Vespa velutina*, is a major cause of damage to honey bees, contributing to the colony disappearance observed in past years, the Agriculture and Environment Ministries wrote in a joint statement today.



The hornet may have come to Europe in pottery from China imported by a plant breeder in France's southwest, according to the Paris-based National Museum of Natural History's website. The insect has spread at a pace of about 100 kilometres (62 miles) a year since 2004, and in 2011 had invaded about half the country as well as expanded to Spain and Portugal and possibly Belgium, museum data shows.

"Faced with the importance and the urgency of the situation, the two ministers have put in place an accelerated procedure to assure a classification as an invasive exotic species and a harmful species by the end of the year," the ministries wrote in a statement.

Vespa velutina is the only hornet that has been accidentally introduced in Europe, according to a fact sheet published by the museum. The Asian hornet is not considered aggressive to humans, and nests can be observed from a distance of 4 to 5 meters (13 to 16 feet) without any risk, according to the data.

An Asian hornet will hover in front of a bee hive and capture gatherer bees, killing them with its jaws, the museum said. The predator will then cut off the bee's head, legs, wings and abdomen, taking the corpse to its nest to feed hornet larvae, according to the museum.

The government decision will open for public consultation tomorrow for a 15-day period, the ministries wrote. Classifying the Asian hornet as an invasive exotic species and a health risk allows for setting up compulsory control programs at a national and local level, they said.

To contact the reporter on this story: Rudy Ruitenberg in Paris at rruitenberg@bloomberg.net

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Sri Lanka Company Wins Brand Excellence Award

Exterminators won a SLIM brand excellence award for third time in a row

November 14, 2012



Sri Lanka-based Exterminators won a SLIM brand excellence award for third time in a row. The company was presented the award at event held at the Convention Center in Colombo on October 25.

Since 2009 Exterminators have won 18 awards business excellence, brand excellence, industrial excellence and entrepreneurship.

The theme of this year SLIM Brand Excellence Awards was "Last One Standing," a nod to companies who survived in the Wild, Wild West. Exterminators journey to excellence began in 1998 from "ground zero" to a highly recognized small business brand in Sri Lanka.





Jim's Pest Control signs 50th franchise



Jim's Pest Control has become the fastest growing division in the Jim's Group, recently signing up its 50th franchisee, Michael Dillon in Adelaide.

The pest control division was launched in NSW in 2010 by **John Paton and Patricia Johnpillai**, and now has franchisees in every state and territory of Australia.



Sunny Chawla, Jim's Pest Control

Jim's Group founder Jim Penman said "Jim's Pest Control has grown faster than any other division since Mowing was launched over 20 years ago.

"What particularly impresses me is their level of service and very low complaint rate," Penman said.

John Paton, divisional franchisor, who has won two Jim's Group awards for Outstanding Franchisee Support, believes exceptional customer service is key to his division's success and growth over the past two years.

"We deal with every pest control situation. Some clients can be quite traumatised by the nasties that they come across - dirty cockroaches, greasy rats, stomach churning bed-bugs and termites that can cause enormous damage.

"Our franchisees give unbiased expert advice and implement pest management systems to give safe, reliable and effective treatments every time. Patricia and I are very proud of our guys," Paton said.

Franchising
Your essential guide to buying a franchise



PestWorld goes to New England

by Frances McKim
Editor, *Pest and Pest+*

Over 3,300 pest management professionals attended this year's PestWorld event which ran between 17-20 October 2012 in Boston, Mass. USA.



Organised by the National Pest Management Association (NPMA), this event is the largest national gathering of the American professional pest management industry, but it is also a global market place for the international pest management industry. There is always a great deal to interest overseas visitors – and this year was no exception, with a **record number of international delegates from 65 countries attending.**



Happy international delegates (L to R) John Adams - Adams Pest Control, Melbourne Australia, Rob Fryatt - Xenex Associates, UK and former Director General of CEPA, Greg Mills - Managing Director, Allpest, Western Australia and Cecily Adams.

Bob Rosenberg, NPMA Acting Vice President (*see story on Page 2*) said: "The packed educational sessions and keynote addresses as well as the well-attended special sessions demonstrate the industry's desire for an event with an emphasis on learning and networking."

At the opening ceremony NPMA President Laura Simpson revealed an update on the new NPMA strategic plan, which includes in its goals the desire by the Association to reach-out internationally. "NPMA wishes to foster growth on the international horizon. We aim to seek the right role for NPMA within the global pest control world," she explained.

With this in mind, NPMA is setting up a global task force and has already started on a consultation process with other associations. This included meetings held during PestWorld with CEPA and the Chinese association. Already overseas members account for 21% of the NPMA membership, so not an insignificant sector.

(It would seem that the time has come for serious discussions on this subject between NPMA and FAOPMA. - Ed.)

If evidence that pest control is increasingly a global business, the recent activities by some of the major multinationals certainly reflects this. Following their announcement at the end of August that **Syngenta, Switzerland** had agreed to acquire the **DuPont Professional Products** business; this was the first international event featuring the products of the new combined business.

Also strengthening its non-crop portfolio is **FMC** which announced in September that the company is to merge its pest control, turf, ornamental and domestic sectors into one global business to be known as **FMC Professional Solutions.**

In her address introducing the FMC sponsored general session on Friday, **Bethwyn Todd, the organisation's recently appointed Director-in-Charge** said: "It is our intention to globalise the FMC Professional Solutions business, increasing our investment in this industry and more broadly, our investment in new products that protect people, plants and property. **This product has prompted us to think more creatively about doing business in the pest management industry.**"

Coming from Australia, and only 40 years of age, **Bethwyn** is certainly a rising star. Having grown-up on a farm in Queensland, Australia she gained a Masters in Business Management, followed by spells in the regulatory functions for the Department of Agriculture, Fisheries & Food in Canberra and in the commercial sector with Monsanto where she was first Regulatory Manager, rising to Country Manager in Australia After this she joined FMC where she was responsible for the Asia region and from here she was invited to take on this new global role.



Bethwyn Todd, Director-in-Charge, FMC Professional Solutions with Bob Rosenberg

If the activities of these two companies is anything to go by, watch out for further company consolidation within the industry.

The creation of operational standards became a recurring theme throughout the bed bug sessions, so it came as no surprise that **Rob Fryatt of Xenex Associates in the UK** was invited to speak about the new servicing standard being created in Europe.

Next year PestWorld moves to the western side of the USA. The venue is Phoenix, Arizona and the dates to reserve in your diary are 23-26 October 2013.

Decorative spider webs attract dinner

by Ella Davies Reporter, BBC Nature

Orb-weaver spiders attract insects to their webs with ultraviolet (UV) decorations, a study has found.

The function of the intricate patterns in the webs of orb-weaver spiders is subject to much debate in the scientific community. Previous explanations have identified them as bird scarers, mating signs, sun shades and camouflage.

Researchers now suggest the UV light-reflecting patterns could trick flying insects into landing on them.



This wasp spider's web is decorated with a zigzag "stabilimentum" pattern

Scientists from the University of Incheon, South Korea, undertook the study published in the journal Behavioral Ecology and Sociobiology.

They studied wasp spiders (*Argiope bruennichi*), a species common throughout Europe, north Africa and parts of Asia, which are named for the females' familiar striped abdomens.

During construction of the webs, the spiders are known to sporadically add zigzag patterns leading out from the centre. These patterns are created with special white silk known to reflect much more UV light than other strands in the web.

The scientists questioned why the animals would produce a stealthy ambush in the form of a non-reflective web only to decorate it with an eye-catching design.

To test the effects of the decoration, known as "stabilimentum", researchers compared decorated webs to webs without the patterns.

Associate Professor Kim Kil-Won and his team looked at the type of insects caught in each type of web, which revealed a possible clue to the purpose of stabilimenta.

They found a link between the decorations and increased foraging success for the spiders.

"The effects of stabilimenta on foraging success appear to be due to increased interception of UV-sensitive insect pollinators," said Prof Kim.

The team found that webs with the decorations caught twice as many large prey insects than unadorned webs.

Prof Kim explained that pollinators, such as the 20 families of flies, wasps, beetles and butterflies discovered in the decorated webs, have greater visual sensitivity to UV light.

Previous studies have shown how these pollinating insects are attracted to flowers with high UV-reflectance and Prof Kim suggested that the highly reflective web patterns capitalise on this attraction.

"We think that [by] decorating the web with a stabilimentum the spiders use a pre-existing bias in a prey animal toward UV-reflective surfaces," said Prof Kim.

However, the biologist added that his results did not invalidate earlier studies.

"Probably stabilimentum mechanically stabilise and strengthen the orb web," he said, "This property would help to maintain struggling large prey on the web."



The zigzag patterns could have multiple purposes

He suggested that the adaptation could be used in different ways by different species of orb-weaver spider but further study is required to understand its original function.

"The evolutionary origin of the trait may have to be separated from its contemporary role," Prof Kim told BBC Nature.

TheScientist
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Rentokil enters Middle East to bring global expertise and innovation to local pest control industry

Rentokil, the world's pest control company, set out to transform the pest control industry in the Middle East following the completion of its first acquisition in the region: the commercial and residential pest control business Totalai, based in Dubai and Abu Dhabi.

Rentokil's aim is to revolutionise the industry's standards in the UAE both in terms of the technology being used and service excellence. The immediate focus will be on introducing some of its industry leading technologies and employee training to ensure Totalai benefits from Rentokil's experience in pest control with over 500,000 customers across 57 geographies.

The new technologies will include advanced hand held computers for technicians, the PestNetOnline reporting system, Advantage sales tablets, Entotherm heat treatment & Luminos electronic fly control range. Additionally, all technicians will be trained to Rentokil Global standards with particular emphasis on Health, Safety and Environment standards, customer service skills and technical knowledge.

Totalai was founded in 2010 and has developed a strong reputation in Abu Dhabi for excellent customer service. In a short space of time it has built up a strong and growing portfolio of major local and international customers spanning luxury hotels, shopping malls, landmark buildings and major FM companies. Rentokil will retain Totalai's strong management team who have extensive local sector knowledge and experience in the UAE's pest control industry.

The Middle East, North Africa & Turkey (MENAT) region is an important element of Rentokil's new market growth strategy as the pest control sector in the region continues to grow and employ more people.

Richard Jones, Regional Director Rentokil in MENAT, said, "We're open for business in UAE. Around the world, our customers range from small to medium sized organisations to multi-national brands - all benefit from our technological expertise and the highest standard of training for technicians. We're looking forward to launching these innovations in the UAE."



New company hired for pest control

The Centre of Waste Management-Abu Dhabi has contracted a new company for controlling pest and stray animals in Al Ain South Zone.

The firm will be responsible for controlling different kinds of pests like flies, mosquitoes, cockroaches, rodents and snakes.

The firm will also control stray cats and dogs following the international humane standards for dealing with animals and for impounding different stray animals.

Al Ain residents may call the Abu Dhabi government toll-free number 800555 for complaining against any pests in Al Air



Image of the Day

This false-colored scanning electron micrograph shows the underside of a bed bug (*Cimex lectularius*), revealing its skin-piercing mouth parts that suck blood meals from its victims.

By The Scientist Staff /November 27, 2012



CDC, Janice Haney Carr



