

## OCTOBER ISSUE 2013

**Website:** <http://www.faopma.com>  
**President:** David Gay - ([davidg@pest-control.com.au](mailto:davidg@pest-control.com.au))  
**Administrator:** Catherine Yan - ([info@faopma.com](mailto:info@faopma.com))  
**Editor:** Doug Howick - ([doug@tpaa.com.au](mailto:doug@tpaa.com.au))



### PRESIDENT'S MESSAGE



Spring has sprung in Australia, and for most Australians, this means the start of the thoroughbred horse racing season and the famous Melbourne Cup racing carnival.



However, for the Australian pest management industry, it signals the start of our busy domestic season, with high demand for professional pest management services in family homes and apartments, either as a preventative measure against summer pest invaders, or as a control for existing or new infestations like wasps, ants or rodents.

Whilst the Australian economy has remained stable and household incomes are slightly increasing, we have experienced a general decline in the volume of demand for domestic pest management services over the last three years in most Australian states, based on lower than average pest numbers across most categories. Historically (and I suspect this occurs in other regions around the world) if a specific pest is less prevalent one year, then the shortfall is usually picked up by another pest during that season.

Unfortunately this generally has not been the case in Australia this year. We are all hoping that things soon return to normal and that the Australian pest management industry continues to recover and prosper.

On the commercial and civil aspect of the industry that includes food processing, health care, age care, mining industries and manufacturing etc, the sector is strong. There is growth in new markets and additional “value adds” for the professional pest management industry in the greater compliance needs of customers eg. HACCP, ISO 9001, along with numerous other ‘supply chain’ standards.

These global compliance standards, I believe, are a great thing for our industry, both in Australia and Asia. It’s clear that governments generally are not going to set higher standards for the pest management industry, and these global standards actually set and benchmark a relative high standard for our industry and one that our commercial customers need to adhere to.

**This means that companies operating in this sector will need to do so in a very professional manner, and those pest managers who wish to enter this market sector will need to “meet the standards” instead of just trying compete on price.**

A term that is starting to appear more frequently in Australia in the context of pest management is “bio-security”. It is especially relevant in the import/export markets, where a great opportunity exists for professional pest managers to expand their expertise to understand the pest management and bio-security requirements of the countries to which their customers are exporting. It is then necessary for them to provide a service in compliance with that country’s requirements or expectations.

**A great way to do this, is to become acquainted with professional pest managers from around the world or within your region via your industry association and FAOPMA and by attending conferences like FAOPMA Korea in November. In fact, this is one of the primary reasons why we have conferences, so that like-minded people can meet, exchange ideas, develop business relationships and generally advance the industry through professional fellowship. (See Page 8)**

Until next issue. **David Gay**, President

## Great Escape: Million Cockroaches Flee China Farm

Aug 25, 2013 by AFP

At least one million cockroaches have escaped a farm in China where they were being bred for use in traditional medicine, a report said.

The cockroaches fled the facility in Dafeng, in the eastern province of Jiangsu, for surrounding cornfields earlier this month after an "unknown perpetrator" destroyed the plastic greenhouse where they were raised, the Modern Express newspaper said.



Disease control authorities have sent five investigators to the area to come up with a plan to stamp out the insects.

Farm owner Wang Pengsheng invested more than 100,000 yuan (\$16,000) in 102 kilograms of *Periplaneta americana* eggs after spending six months developing a business plan, the report Friday said.



The cockroach is generally considered a pest, but believers in traditional Chinese medicine -- which uses both plants and animals, including endangered species -- say extracts from it can treat diseases including cancer, reduce inflammation and improve immunity.

By the time the greenhouse was damaged, more than 1.5 million cockroaches had hatched and were being fed food including "fruits and biscuits" every day, Wang was quoted as saying.

He had expected to make around 1,000 yuan profit for every kilogram of cockroaches sold, according to the report, but was now facing losses of hundreds of thousands of yuan.

<http://news.discovery.com/>



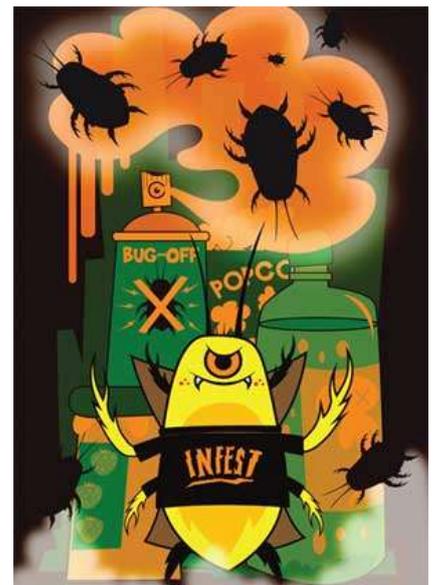
## Hire only licensed pest control firms: Ajman Municipality

Afkar Abdullah / 29 September 2013

The Ajman Municipality and the Planning Department have warned the public against dealing with unlicensed pest control companies in the emirate.

Humaid Al Mualla, Director of the Public Health and Environment Directorate at the Ajman Municipality said pest control companies found operating in the emirate without a licence will not be tolerated. He added that the municipality has a list of companies that implement the regulations pertaining to best environment practices in dealing with pesticides that threaten human life.

Al Mualla pointed out that the municipality has received a large number of complaints from the public about illegal companies who distribute fliers at residential areas offering their services in which they use unapproved pesticide which negatively impact health and environment.



Al Mualla said the department invites the public to identify specialised insecticide companies through its website [www.am.gov.ae/ar/investors](http://www.am.gov.ae/ar/investors).

The municipality is now working to raise awareness and educate the public about the dangers of pesticides and their negative impacts on public health and environment, he added.

He pointed out that the municipality had already carried out a number of educational programmes in social institutions and schools about the perfect use of pesticides based on standards and requirements.

He stressed that pesticides are a threat to the environment and if people do not follow scientific methods it could even lead to death.

Khaleej Times

## Australian's fear hitchhiking nymph

September 3, 2013

*Unfortunately, the old saying 'sleep tight, don't let the bed bugs bite' doesn't resonate too well for many Australians with over 34 per cent encountering bed bugs while travelling around Australia and abroad*

A recent survey conducted by leading pest control experts Rentokil discovered that **bed bugs were the second biggest concern for Australian travellers**, just passed by food poisoning at number one and lost luggage rounding out the top three.

Australians are avid travellers making over 4 million trips abroad each year according to Smartraveller and the survey discovered the **highest cases of bed bug infestations were found in Asia (49 per cent) and Europe (43 per cent)**.

However, it would surprise many to know that over 11 per cent of Australians have encountered bed bugs right here in Australia, with the lion's share being found in NSW (48 per cent) and QLD (23 per cent).



Credit: Thinkstock

**Simon Lean, Australian Technical Manager at Rentokil** said bed bugs are proficient hitchhikers and will crawl onto or into just about anything, usually luggage or second-hand items like clothing and bedding

"They may be tiny, but they are some of the peskiest globetrotters can easily become an unwanted souvenir in your luggage. Bed bugs are not a sign of economic or hygienic factors – they can occur at anytime, anywhere and to anyone, from five star hotel to backpacker hostels," said Simon.

"Bed bugs can be difficult to get rid of, with female bed bugs laying between 200-500 eggs in their lifetime. They are quick to re-invade areas, can move from room to room and even travel home with you in your luggage."

**Kate Levy**, Head of Marketing Services at Rentokil said the survey also asked respondents to divulge what they would do if they encountered bed bugs in an establishment and found that a bad experience can have a damaging effect on business.

"Aside from telling management of the issue, 61 per cent told friends and family of their experience, 15 per cent posted a comment or review on a travel website and 15 per cent posted something about their bed bug encounter on a social media channel like Facebook or Twitter," said Kate.

"Even more concerning for business was that an overwhelming 86 per cent of respondents said that if a review on a travel website such as Expedia or Trip Advisor said an establishment had bed bugs that they wouldn't stay there. **Just one post online or on social media can turn one guest's bad experience into a severe reputational problem.**"



\* \* \* \* \*

## Termite operation was a success

*Taken from: FBC News Report by: Apisalome Coka*

**Commissioner Western Commander Joeli Cawaki** has revealed the **Kadivuka operation in the western division was a success even though totally wiping out the termites was tough.**

*"We did most of the work in the contamination, it was a success being able to contain Kadivuka within Lautoka."*



**Commander Cawaki says they are happy a termite unit is now with the Biosecurity Authority.**

*"Bio Security through their funding they have allocated funds for termites I understand this year at a tune of 250 thousand."*

**He adds the Kadivuka taskforce team will be on standby, adding if there will be another outbreak in the western division the task force team will be re-activated.**



**Flooded rooms, leaky roofs for men in khaki**

*Staff Reporter*

For the staff of High Grounds traffic police station on Racecourse Road, the rains are more unpleasant than for most. The station, housed in a temporary structure made of plywood boards and asbestos sheets, is prone to flooding as it is below road level. **The gaping holes in the walls, eaten away by termites, and the leaking roof don't help.**



*Holes in the wall: Personnel of the High Grounds traffic police station on Race Course Road have a tough time protecting their documents and equipment when it rains. Photo: K. Gopinathan*

“We have been suffering since 2007... whenever it rains, we are forced to sit with our feet up and use dustbins to remove the water,” an official at the station said. Official documents are arranged in an iron rack in a corner, in an attempt to protect them from rainwater.

A police official said they cover the computers and other equipment with plastic sheets. A leaky roof has done nothing but shorted the fans in the building.

However, there seems to be no end to their plight. Additional Commissioner of Police (Traffic) B. Dayanand categorically said that there was no proposal to shift the station soon.



\*\*\*\*\*



**Sri Lanka-Based The Exterminators Wins Another Award**

*Sri Lanka*

**The Exterminators**, a Sri Lanka-based pest management company, won the 22nd award in business excellence at the CNCI Achiever Industrial Excellence Awards ceremony held on Sept. 5, 2013, at Cinnamon Grand - organized by the Ceylon National Chamber of Industries. Exterminators was the overall winner in medium service sector in Sri Lanka.



The Exterminators (Pvt) Ltd is an ISO 9001:2008 Quality Management System, ISO 14001:2004 Environmental Management System and OHSAS 18001:2007 occupational health certified pest control company. The company is also a member of the National Pest Management Association USA, American Mosquito Control Association and the Singapore Pest Management Association.



\*\*\*\*\*

**NPMA Board of Directors Approve New Logo, Tagline**

The National Pest Management Association (NPMA) is pleased to announce the launch of a new logo and tagline as part of the association's ongoing evolution of its brand, which began in 2012 with the creation of the association's strategic plan.



## Right Under Their Noses

By Kerry Grens / September 6, 2013

### **Biology students discover a new species of beetle in the giant city of Manila**

In a patch of forest on the campus of Ateneo de Manila University—smack dab in the second largest city in the Philippines—a group of students and a biology professor out on a sampling expedition managed to capture a new species of water beetle.

They named the tiny insect, just about a millimeter in length, *Hydraena ateneo*.



*H. FREITAG, Ateneo de Manila University*

“A new species from a highly urbanized megacity is always a surprise,” Hendrik Freitag, the faculty member, wrote in an e-mail to the [International Business Times](#). “However, new discoveries of long-palped water beetles from the Philippines were likely as we only know very few of them, but the genus is expected to be very species-diverse.”

In a report published in [ZooKeys](#) this week (September 5), Freitag noted that although several new species are identified in the Philippines each year, most originate in the few remaining forests and remote mountain regions. “This study has shown that even in a megacity new discoveries are possible, as long as remnants of semi-natural vegetation and more or less unpolluted waters are present,” he wrote.

The find is titillating for urban naturalists seeking to make new discoveries. But in his paper, Freitag cautioned that the new identification of a beetle should not obscure the massive destruction of natural areas in the Philippines. “This should not lead to the illusion that the dramatic loss of biodiversity can be reversed,” he wrote.

**TheScientist**  
EXPLORING LIFE, INSPIRING INNOVATION

\* \* \* \* \*

## Millipedes 'To Blame' For Oz Train Crash

### **A crash involving two trains in Australia may have been caused by hundreds of millipedes which made the track slippery**

Black Portuguese millipedes are suspected of being to blame for a rear-end collision between two trains in Western Australia.

Hundreds of the creatures were found squashed in a slippery mess on the track.

“Millipedes are one of the factors we are going to take into account,” said David Hynes, spokesman at the **Public Transport Authority of Western Australia**.

Six passengers were treated for neck problems after a train pulling into a station at Clarkson, 25 miles north of Perth, ran into a stationary one, the train company said.

“What happened in previous instances is trains which were travelling at speed have gone over an infestation, crushed them and made the tracks slimy.”

“The train loses traction and the train has slipped,” Mr Hynes said.



In 2009, thousands of the millipedes overran more than a mile of track near Melbourne in southeast Australia, causing train delays and cancellations.

**The species was accidentally introduced into Australia in 1953 and has become an invasive pest.**

Without any natural predators in the country their numbers have flourished.

**sky NEWS HD**

\* \* \* \* \*

## Pesticides Market (China, India, and Japan) Revenue Is Expected to Reach USD 16.2 Billion by 2016

Albany, New York (PRWEB) - August 09, 2013

According to Transparency Market Research, "Pesticides Market: India, China And Japan Transparency Market Research Industry Analysis, Size, Share & Forecast (2009 – 2016) India, China and Japan pesticide market revenue (collective) reached USD 11.7 billion in 2011 and is expected to reach USD 16.2 billion by 2016, growing at a CAGR of 6.8% from 2011 to 2016. Japan is expected to be the second largest pesticide market after China by 2016."

Based on kind of Pest control the pesticides market is segmented into herbicides, insecticides, fungicides and other pesticides that include nematicides, fumigants and other miscellaneous conventional pesticides, and other chemicals used as pesticides such as sulfur, oil, and sulfuric acid. **The pesticides market is highly dynamic with a large number of pesticides products available for use in crop protection.**

India pesticides market is highly dynamic as price remains the foremost criterion for the adoption of pesticide. Moreover, lower level of mechanization of farming activities results in higher utilization of manual and traditional pest control methods, which interns lowers the pesticide adoption in India. **Unlike China, insecticides segment is the largest pesticide segment both in terms of volume and value.**

The China pesticides market is the largest among the three Asian markets, both in terms of revenue and volume consumption. Herbicides segment is the highest contributor towards the China pesticides market and volume consumption and will continue to be the largest segment in China pesticide market throughout the forecast period. Fruits, vegetables and nuts crop segment was the largest consumer of pesticides and will remain so in coming years.

Increasing urbanization has resulted in faster erosion of arable land in Japan. However, increasing demand for food requires higher yield of crop per hectare. To meet the demand, farmers have started using larger volumes of pest control chemicals, resulting into faster growth of pesticides.

This report is an effort to identify factors, which will be the driving force behind the India, China and Japan pesticides market and its sub-markets over the next five years. **The report provides extensive analysis of the pesticide industry, current market trends for better understanding of the pesticides market.**



## Pest Control of India hands over creative duties to Eggfirst

Mumbai, August 14, 2013

**Eggfirst**, a Mumbai-based creative agency, has recently bagged the creative mandate of the pest control major, **Pest Control of India (PCI)**. The company had called for proposals from a few agencies and after evaluating the same, Eggfirst was chosen for the creative mandate.

**PCI is looking at redesigning its brand identity** and was on the lookout for an agency that could understand its revitalised brand essence as well as the TG, and draw out a highly strategic creative plan to strengthen PCI's hold on the market.



The company aims for a new brand identity that reflects more than just a pest control service provider, to be a protector of one's environment and world. Eggfirst's mandate is to ensure that the new positioning is communicated through an appropriate creative strategy.

Interestingly, till 2007, the company had never turned to television for advertising, despite having spent 53 years in the industry. The company appointed Network Advertising to create its first ever TVC.

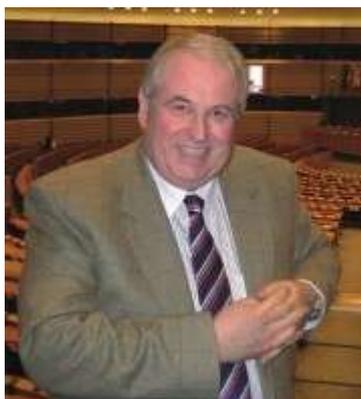
**Joshua Rao, executive director, PCI**, says, "PCI is known in the market as a trusted and reliable pest control brand, but not everyone knows about the vast variety of pest management services we offer.

**Also, we wanted to make people aware that PCI is not just another pest control operator; we have amongst the most advanced R&D facilities with state-of-the-art quality control and safety measures.**

Eggfirst was able to capture this vision perfectly and understood the image we wished to create in the market. Their strategy to make this happen convinced us all that Eggfirst was the right agency."

For the record, PCI is a privately owned company, established in 1954. It offers a comprehensive range of professional pest management services and quality products and equipment through a countrywide network of **over 150 offices and 3500 employees.**





**Jonathan Peck**  
*Born: 13 November 1946*  
*Died: 15 September 2013*

## Industry mourns the death of Jonathan Peck

It is with great sadness that we have to record the death on 15 September of Jonathan Peck, chairman and owner of the Killgerm Group.

***The announcement, repeated in full below, was made by Killgerm on 16 September 2013.***

It is with great sadness that we are writing to inform you that Jonathan Peck, chairman and majority shareholder of Killgerm Group, died yesterday following his long battle with cancer.

Since the late 1960's when he joined the company, and soon after he led the management buy-out, Jonathan has been the driving force behind the Killgerm Group of companies. Over the past five decades he has led the steady and focused expansion of the Group, such that today its operations span 10 countries on three continents, and is a recognised leader in the pest control industry.

Known and respected around the globe, Jonathan's passion for, and commitment to, the pest control industry has been clear for all to see and admire. For the many people who have had the pleasure of working with Jonathan over the years, they will remember him as being a larger than life character, dynamic and action orientated and always striving to further the best interests of the industry he loved.

It has been a remarkable measure of Jonathan, that over the past years he has had no time for pity or sorrow for his personal situation. Indeed it will surprise few people that if anything it gave him a free reign to enjoy his 'gallows humour', which he did to the full.

Killgerm Group and the pest control industry have lost a key supporter, leader and friend. While we will mourn him, Jonathan himself said not long before he died that he hoped people would rather celebrate his life and have a damn good party. Many of us will have heard his often repeated story about "Peck weddings and funerals being quite fun events."

As a testament to Jonathan's practical side, and his knack for forward planning, over the past few years he worked extensively with the executive team at Killgerm Group to put in place a series of succession planning measures.

As many in the industry will know, majority ownership of Killgerm Group will now pass to an employee trust set up by Jonathan. The trust will ensure that the future of the Killgerm Group companies, and the employees he so much admired for their hard work and loyalty, is secure.

\* \* \* \* \*

# Welcome to 25th FAOPMA 2013 Korea

Beyond PES+ech,  
Comprehensive IPM technology on Combating Climate Change

REGISTRATION

EXHIBITION

VENUE

*FAOPMA 2013 in Korea is all set to be THE BEST!  
As your Honorary Advisor, my advice is:  
"BE THERE"! Doug Howick*

Time	Nov. 26(Tue)	Nov. 27(Wed)	Nov. 28(Thu)	Nov. 29(Fri)
09:00				
09:30				
10:00		Opening Ceremony	Session 9   Session 10	
10:30		Keynote Speech	Session 11   Session 12	
11:00				
11:30				
12:00		Lunch	Lunch	
12:30			Tape Cutting	
13:00		Session 1   Session 2	Session 13   Session 14	
13:30				
14:00		Session 3   Session 4	Session 15   Session 16	
14:30		Break	Closing Ceremony	
15:00	Exec. Committee Meeting & AGM	Session 5   Session 6		
15:30		Session 7   Session 8		
16:00				
16:30				
17:00				
17:30				
18:00				
18:30	AGM Dinner	Gala Dinner		
19:00				
19:30				

※ Above Program is subject to change without notice.