



## ARRIL ISSUE 2013

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I am pleased to say that all of us were delighted to have been invited to China by the CPCA for this event and all of us were impressed with the Chinese Pest Management Industry's achievements to date, and the professionalism they exhibit.

Back in Australia, the Pest Management Industry is still in its peak period of the year, with demand for services still strong in both commercial and domestic sectors. The two biggest challenges the Australian Industry faces are **attracting and retaining** appropriate personnel at all levels from management, supervision, sales and in-the-field service-technicians, and marketing.

The majority of marketing and promotion of businesses is now done online, with various search engines (Google dominates in the Australian marketplace). This shift represents a challenge to many businesses as the media is sometimes difficult to understand. It generally requires a higher level of management involvement to ensure that marketing strategies are reaching customers, that those customers are the correct type of clients for the business, and also that the campaigns are cost effective.

I personally will be interested in the types and results of marketing being undertaken within our FAOPMA Member Country regions, and if any patterns of similarity exist that we could share.

**FAOPMA Korea 2013** in November is fast approaching. Appropriately, the theme of this year's event will centre around climate change and IPM. The chosen venue is the magnificent **COEX Convention Centre in Seoul**, and some additional tours are currently being planned.

**I know the organising committee is putting an enormous effort into planning and making this event special for delegates.** I look forward to the Conference, the Exhibition and to the opportunity of meeting again with the many friends I have made over the last several years, during my close involvement with FAOPMA.

**Until next Issue, David Gay,** President FAOPMA

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## PRESIDENT'S MESSAGE



Recently I attended the 20<sup>th</sup> Anniversary Conference of the Chinese Pest Control Association (CPCA) in Changsha, China. The conference was well attended and well organised, especially in attending to the needs of the international delegates, ensuring that translations were available during

the opening ceremony and business leaders forum, along with the generous hospitality of CPCA.

We had planned and hoped to convene a FAOPMA Executive Committee (Exco) meeting at this event if we had the numbers but due to timing and location, not all members could attend, so no official FAOPMA meeting was recorded.

However, the event was truly a celebration of the CPCA's achievements over the last 20 years, paying tribute to the founding Directors of the Association and their vision and leadership. The achievements of CPCA are significant and a credit to their hard work over the years to establish the Pest Management Industry in China as a "Profession" that is held in the highest regard as an industry protecting and enhancing the public health of China through effective pest management.

Invited international guests were **Ms Laura Simpson**, President of the National Pest Management Association (NPMA) USA, **Mr Bertrand Montmoreau**, Chairman of the Confederation of European Pest Control Associations (CEPA), **Mr Rob Fryatt**, International Consultant, and a delegation from Korea led by our **President Elect, Mr Park Myeon Ha** - along with myself from **Australia**.

## CEPA Revises Corporate Structure

*The Confederation of European Pest Management Associations takes action in anticipation of the launch of a European standard for pest management services.*

BRUSSELS, Belgium - The Confederation of European Pest Management Associations (CEPA) General Assembly, which took place in Brussels in February, voted unanimously to approve revised statutes, **clearing the path towards transforming the Confederation into a fully-fledged Not-for-Profit organisation under Belgian law (ASBL).**

Signing the incorporation papers were representatives from CEPA's five biggest national associations (**France, Germany, Italy, Spain and the United Kingdom**) as well as **Belgium and the Netherlands**, CEPA's original founders.



*CEPA directors at incorporation ceremony. Photo courtesy of CEPA*

This represents a major step in the development process of the Confederation, signalling to all stakeholders that CEPA is ready to tackle the challenges and opportunities that lie ahead when the **European Standard for Pest Management Services, currently under development in collaboration with CEN, the European Committee for Standardisation, will be launched next year.**

The Confederation of European Pest Management Associations (CEPA) is based in Brussels and represents the European professional pest management industry.

It unites and federates 20 national associations as well as associates from international pest management servicing companies, manufacturers and distributors.



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## EMAS Hosts Visitors to Singapore from Hong Kong



Earlier this year, EMAS was delighted to play host to 10 people from the Hong Kong Pest Management Association and the Environmental Contractors Management Association.

A total of 11 companies from EMAS joined in the tour. These included:

- Origin Exterminators Pte Ltd,
- Ramky Cleantech Service Pte Ltd,
- Qool Enviro Pte Ltd,
- Sun City Maintenance Pte Ltd,
- LS 2 Services Pte Ltd,
- JirehTissue Pte Ltd,
- Horsburgh Engineering (F.E.) Pte Ltd,
- Karcher South East Asia Pte Ltd,
- Clean Solutions Pte Ltd,
- U-Training Centre Pte Ltd,
- Cleaning Express Pte Ltd

The main activities over the 2 day period included:

Day 1:

- Presentation by NEA & WDA
- Visits to CBLD (Center For Competency Based Learning & Development)
- Visits to ITE (East) – pest control & management lab

Day 2:

- Visit to incineration plant

The visit was not all work either, as both sides took turns hosting social events. The guests got a chance to try out famous Singaporean dishes at Jumbo Seafood at Dempsey, and they graciously hosted EMAS members at Thai Restaurant Kallang as well.



In the course of the various exchanges, new relationships were established and much camaraderie was shared, with several gallant gentlemen (among EMAS members) serving as official prawn peelers, to save the ladies from ruining their delicate manicures!

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## Just Weeks Until PestWorld East

*The premier industry event designed to address pest management challenges in the Middle East, Africa, South Asia, and India*

Join friends, colleagues and experts in one of the world's most exciting cities for PestWorld East, 29-30 April in Dubai. Hosted by the National Pest Management Association along with Ecovar, this event is designed to address pest management challenges specific to the Middle East, Africa, South Asia, and India.

### REGISTER TODAY

*Please note, registration rates increase on-site.*

### EDUCATIONAL OFFERINGS

During PestWorld East, you will learn:

- Different approaches to **control mosquitoes**
- The latest cutting-edge **bed bug research**
- How to overcome **rodent challenges** in commercial settings
- How to **improve monitoring programs** through pest management programs for food processing facilities
- How to identify and **control small fly infestations** in commercial settings
- How the **biology and behavior of cockroaches and ants** influence the effectiveness of bait programs
- [DOWNLOAD FULL PROGRAM](#)

### HOTEL INFORMATION

This year's event will take place at the JW Marriott Marquis Hotel Dubai. To make your hotel reservations, please call 00971-4-4140000. Mention NPMA to receive the following room rates:

Room rates: 850,00 AED for Single Occupancy/950,00 AED for Double Occupancy.

For further information on the facilities, visit their website [www.jwmarriottmarquisdubai.com](http://www.jwmarriottmarquisdubai.com).

### VENDOR INFORMATION

For exhibit information, please [click here](#) or contact Alexis Wirtz at [awirtz@pestworld.org](mailto:awirtz@pestworld.org).

### WELCOME TO DUBAI

Visit [www.definitelydubai.com](http://www.definitelydubai.com) to learn how you can maximize your experience at this spectacular location.

If you have any questions, do not hesitate to contact either NPMA at / [npma@pestworld.org](mailto:npma@pestworld.org) or Hani Shehadeh at [Hani@ecovargroup.com](mailto:Hani@ecovargroup.com).

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## New Country Member



We are delighted to announce that FAOPMA has accepted the **Thailand Pest Management Association (TPMA)** as our Country member for Thailand with effect from February.

**Mr. Su-Chart Lee** is the contact representative of TPMA. He has already responded to messages of warm welcome sent to him by many of our Associations as follows: "We look forward to close and warm collaboration between all of us, for the mutual benefit of our Pest Management Industry throughout Asia, including all of our individual organizations."

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## Termites causes power outage on Kinmen

*Taipei, March 19 (CNA)* A March 13 power outage on outlying Kinmen County was blamed by Taiwan Power Co. (Taipower) Tuesday on termites. Lee Hsi-chung, the head of Taipower's Kinmen Branch, said during a briefing on the notification mechanism for power outages in Kinmen County that the insects had damaged underground cables in the area.

The damage caused a widespread three-hour power outage.

Due to Kinmen's humid climate, termites are rampant in old, rotten trees all over the island and they have caused power outages several times there. The most recent one was the largest to date, affecting residents of the entire island, Lee said.

He added that Taipower will strengthen inspections of underground cables by increasing checks from once to twice per year in an effort to minimize the effects of termite damage.

However, he said Taipower cannot guarantee that no more outages will occur, and suggested that businesses operating premises that cannot afford power disruptions should equip themselves with standby power generators.

Lee also suggested that the power outage reporting mechanism should be improved by setting up more telephone lines and other measures.

(By Chen Shou-kuo and Y.L. Kao)



## The Termimesh Network Continually Finding New Horizons

TMA Corporation Pty Ltd, the Western Australian based developers of the Termimesh System, has consistently expanded its horizons from inception in 1989. There are now Termimesh Centres on four continents supplying this highly accredited and successful termite barrier.

Following intensive research and development, the Termimesh Termite Control System was introduced to Australian market in 1992. Since then it has proven itself as a highly effective termite barrier and is the first choice amongst many of Australia's leading builders, architects and designers.

The System has been installed in more than half a million homes world-wide through a proven network of Service Centres.

The unique Termimesh System with its quality controlled business model has been so successful that TMA Corporation exported the product and systems to overseas countries including the South Asia region. **The System is now available in Singapore, Malaysia, Vietnam, the Philippines and Japan.** It has a proven record of effectiveness with all types of construction in these countries and is well positioned for further expansion into the South East Asian market.

Other territories serviced are Hawaii, Texas, Florida and France.

Through its innovation and over-the-horizon vision, TMA Corporation has now re-positioned key Termimesh Centres in its Australian network to provide an expanded range of products and services to drive long term growth.

These rebranded **Termi Home & Commercial Centres** now supply a range of products and services for the domestic and commercial sectors under the "Termi" banner. Strategically located, the Centres deliver technically advanced solutions for pest management, waterproofing, air quality and artificial lawn as well as the Termimesh System.



The Termimesh pest management division now named **Termitrust Pest Control** continues to offer industry leading standards with effective, safe and trusted solutions for termites, cockroaches, spiders and all pests. The Termitrust division has a large residential client base across Australia and has achieved continued annual growth over the last decade. Significant to this growth is the commitment to exceed homeowner expectations in all aspects of the pest management service.

**Termitrust** also has a strong commercial pest management division which focuses on ensuring effective and consistent pest management strategies which are tailored to specifically suit the commercial environment. The **Termitrust** commercial division has achieved rapid growth over the past five years and has many leading international and national companies as long term clients.

### **The additional product range for Termi Home & Commercial includes:**

- **Termidry**, a complete waterproofing service for residential and commercial construction. This follows in the Termimesh System footsteps by providing the building industry with a superior standard of service that is envied by its peers.
- **Termifresh**, an air quality division providing proven air conditioning sanitising systems that create healthier indoor air for workplaces and commercial premises.
- **Termiturf**, a synthetic lawn that offers the lifestyle benefits of a lush green lawn all year round without watering, without mowing and low maintenance.

All **Termi** products are backed TMA Corporation's quality control systems which have AS/NZS ISO 9001-2008 Quality Management certification.

With its innovative approach and forward focused direction the future success of the Termimesh System and the Termi Home & Commercial network are assured.

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

**Rentokil, the world's leading pest control company, has 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."



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## U.K. Parliament Adds to Pressure on Pesticides

*by Erik Stokstad on 5 April 2013*

The environment committee of the United Kingdom's House of Commons is calling for a ban of three common pesticides – **imidacloprid, clothianidin and TMX** – in order to protect honey bees and other pollinators. "We believe that the weight of scientific evidence now warrants precautionary action," the chair of the Environmental Audit Committee, Joan Walley, said in a statement.



*At risk? A new analysis from the U.K. House of Commons says certain pesticides should be banned to protect bees. So far, however, European governments have rejected a continent-wide ban.*

*Credit: Wikimedia*

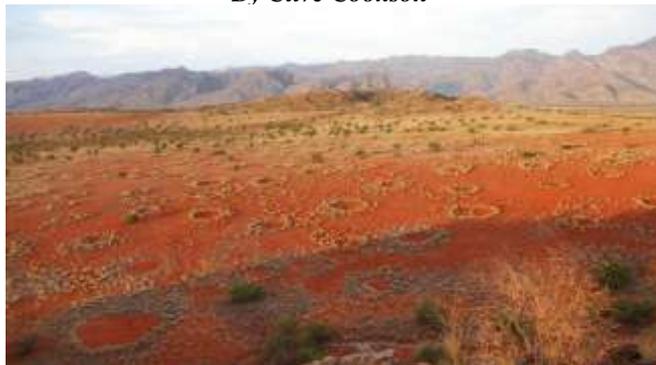
The number of honey bees and many wild pollinators have declined in the United Kingdom from a variety of causes, including habitat loss and disease. There is debate about the role of pesticides in the loss of honey bee colonies, but evidence is growing that they do harm bumblebees.

Meanwhile, the European Food Safety Authority [issued a report](#) in January that three pesticides are an "acute risk" to honey bees and should not be used on corn and other crops from which bees collect pollen. Later in the month, the European Commission, which had requested the study, proposed a 2-year ban of three common neonicotinoids for four crops. **Member nations then voted down the ban, and the United Kingdom abstained.**



## German scientist uncovers the mystery of Namibia's 'fairy circles'

By Clive Cookson



### *'fairy rings' of Namibia*

A German scientist has solved the mystery of Namibia's "fairy circles", rings of perennial grasses with a bare centre, which persist for decades in extremely arid territory.

A sand termite called *Psammotermes* performs this feat of "ecosystem engineering", according to a paper by **Norbert Juergens** of the University of Hamburg in the journal *Science*. Studying fairy circles over a wide area, he found that the termites were the only organism present in every ring, young or old.

The rings form because termites eat the roots of shortlived grasses and other plants, preventing them establishing themselves within the ring. Without vegetation, rainwater is not lost by evaporation through plant leaves but instead is stored within the sandy soil. This water sustains the termites during the dry season while allowing a ring of longer-lived perennial grasses to grow outside the barren circle.

Once established, the fairy circles are a magnet for other species of plant and animals. Like oases in the desert, they increase biodiversity at least tenfold. "*Psammotermes* turns wide desert regions of predominantly ephemeral life into landscapes dominated by species-rich perennial grassland," Juergens says.

**FINANCIAL TIMES**

FT Magazine



## Nigeria: College to Introduce Course On Pest Control

4 April 2013

**Dr.Folake Oluwatoyinbo**, Provost, Federal College of Agriculture Ibadan, has said the college would soon introduce a course on tackling pests in crops.

Oluwatoyinbo said in Ibadan yesterday that the course, titled "**Pest Management Technology**" would be presented to the National Board for Technical Education (NBTE) for approval.

"We believe the course will be well accepted because the menace of pests in agriculture has been with us for a long time and is increasing daily. "Pest Management Technology will even go further than the farms as pests affect our homes, offices and industries as well.

"We believe the proposed course will be of great importance to the Nigerian economy as it will improve on the gains of agriculture and the good standing of our youths in agriculture. "Every stage of agriculture from seed management to harvesting needs pest control," she said.

Oluwatoyinbo said that the proposed course was an expensive one in terms of equipment to be used in training students and farmers as well as laboratories to be put in place.

**DAILY TRUST**



**FAOPMA President David Gay (and others) paying great attention to the proceedings at the 20<sup>th</sup> Anniversary Conference of the Chinese Pest Control Association (CPCA) in Changsha, China.**

(photo courtesy Rob Fryatt)

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## **Anticimex acquires parts of ISS Pest Control activities**

- **Anticimex acquires 100% of ISS pest control activities in Australia, Austria, Belgium, Denmark, Germany, Italy, the Netherlands, New Zealand, Norway, Portugal, Spain and Switzerland for an enterprise value of approximately DKK 2 billion**
- **As part of the transaction ISS and Anticimex have agreed on a strategic partnership, covering the 12 countries in which ISS' pest control activities are acquired, making Anticimex the preferred partner for the delivery of pest control services to ISS customers**
- **For ISS the divestment reflects an increased strategic focus in the affected countries resulting in a more focused business platform and will furthermore contribute to the continued deleverage of ISS**

Anticimex and ISS have announced a transaction which will create an international pest control company through Anticimex' acquisition of the pest control businesses of ISS in **Australia, Austria, Belgium, Denmark, Germany, Italy, the Netherlands, New Zealand, Norway, Portugal, Spain and Switzerland**. The activities acquired by Anticimex also include ISS' washroom businesses in Australia, Italy and New Zealand.

**The combined group, to be named Anticimex, will have more than 3,000 employees serving around 2.2 million customers in Australia, Austria, Belgium, Denmark, Finland, Germany, Italy, the Netherlands, New Zealand, Norway, Portugal, Spain, Sweden and Switzerland. In 2012, the combined pro-forma sales amounted to approximately SEK 3.2 billion.**

As part of the transaction ISS and Anticimex have agreed on a strategic partnership covering the 12 countries in which ISS' pest control activities are acquired, where Anticimex will become the preferred partner for the delivery of pest control services to ISS customers.

"The combination of Anticimex and the ISS pest control activities, we have acquired from ISS, creates an international pest control company and is a perfect match between two specialist companies that share the same business philosophy, local entrepreneurship and focus on pest control.

We look forward to build on our strong market positions and leverage our leading know-how, quality services, methods and values."

"We are also very happy to have agreed on a strategic partnership with ISS giving access to the ISS clients and look forward to becoming an even more interesting partner for insurance companies and other partners and clients in Anticimex markets," comments **Olof Sand, CEO of Anticimex**.

"As part of our journey to become the world's greatest service organisation we are increasingly streamlining and strengthening our business platform. Ahead of our discussions with Anticimex we carefully considered our ownership of the pest control activities in the relevant countries. As we concluded the review it was clear that our pest control business in these countries was not central to our strategy going forward and that Anticimex would be in a better position to realise the full potential of these activities.

Through the strategic partnership with Anticimex we will continue to offer our customers in these markets high quality pest control services," said **Jeff Gravenhorst, CEO of ISS A/S**.

"As outlined in **The ISS Way Strategy** we will use the proceeds from this divestment to further deleverage ISS. In addition, as a consequence of this divestment, the ISS management in the affected countries will be able to further strengthen focus on those activities which are core to their local business platforms," Gravenhorst continued.

ISS has grown its pest control operations via acquisitions since 2002 and is one of Europe's largest providers of pest control, with leading positions also in Australia and New Zealand. The business is primarily focused towards the commercial sector but also serves the residential sector, especially in Italy and Australia. After the transaction, ISS will continue to have material pest control activities primarily in emerging markets.

The transaction is subject to approval from the relevant authorities and is expected to close at the end of May 2013.

**For further information, please contact:**



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## Integrated Pest Management for Safe And Judicious Use of Pesticides

The Government of India is popularizing the strategy of Integrated Pest Management (IPM) through a Central Sector Scheme “**Strengthening and Modernization of Pest Management Approach in India**” which includes cultural, mechanical, biological and other methods of pest control and emphasizes safe and judicious use of pesticides.

At national level, impact of IPM has been observed through the following indicators:-

- i. Increase in crop yield from 6.72 to 40.14% in rice and from 22.7 to 26.63% in cotton in IPM fields compared to non-IPM fields.
- ii. Chemical pesticide spray was found to have reduced to the extent of 50 - 100% in rice and 29.96 – 50.5% in cotton in IPM fields compared to non-IPM fields.
- iii. Net gain in farm income of farmers was found to have increased in the IPM fields as compared to the farmers practices.
- iv. Use of biopesticides /neem based pesticides increased from 123 MT during 1994-95 to 8,110 MT during 2011-12, and that the consumption of chemical pesticide in the country has reduced from 75,033 MT (Technical Grade) in 1990-91 to 50,583 MT (Technical Grade) in 2011-12.

Under the ambit of IPM programme, the Government has established 31 Central IPM Centres in 28 State and one UT. The mandate of these Centres is pest/disease monitoring, production and release of bio-control agents/bio-pesticides, conservation of bio-control agents and Human Resource Development in IPM by imparting training to Agriculture/Horticulture Extension Officers and farmers at grass root level by organizing Farmers Field Schools (FFSs) in farmers’ fields.

The basic aim of FFS is to train the farmers on the latest IPM technology so that they are able to take decision in pest management operation. Besides, large number of locally available bio-control agents are augmented from field to field based on the requirement.

Major emphasis is given on judicious use of chemical pesticide as a last resort and safety in use of pesticides, alternate tools for pest management viz; cultural, physical, mechanical methods of pest control as well as use of biopesticides and biocontrol agents, effects of pesticides on natural enemies of pests, do’s and don’ts of pesticide use including proper application equipment and the technique.



## Living on the Commune, Ant Style

by Traci Watson on 2 April 2013



**Credit: Mauro Patricelli**

Communes aren't just for hippies. Researchers have discovered that colonies of the Latin American ant *Pachycondyla inversa* include two or more unrelated clans, which all share in the work and divide up the chores by family.

Most mature ant colonies include only a single queen and her descendants. The *P. inversa* colonies that the scientists collected in Brazil, however, were composed of up to seven different queens and their offspring.

The ant families specialized in particular tasks, such as tending the young—like the worker carrying eggs in the image above—and patrolling outside the nest, the team reports online today in *Biology Letters*. But the collective spirit goes only so far: The insects tended to hang out with other family members, and each bore a chemical signature of its family membership.

The researchers say their findings suggest that divvying up the work can help unrelated individuals live in harmony. Groovy.

**Science NOW** UP TO THE MINUTE NEWS FROM SCIENCE

## PLAN NOW TO BE AT THE 25th FAOPMA CONFERENCE IN SEOUL IN NOVEMBER !!!

