

APRIL 2017 ISSUE

Website: <http://www.faopma.com>
President: Mdm Huang Xiao Yun - (hxyun@cpca.cn)
Administrator: Catherine Yan - (info@faopma.com)
Editor: Doug Howick - (doug@tpaa.com.au)



PRESIDENT'S MESSAGE



Dear Members:

What have been the changes in our lives without us actually noticing?

Why are some industries on which our lives depended ten to twenty years ago, now facing an existential crisis?

Express services have replaced postal services for the most part; food delivery lets us enjoy gourmet food in the comfort of our own homes; instant messaging has eliminated the need for telegrams; remote diagnosis sessions let us avoid long lines at the hospitals; online shopping has bankrupted numerous bricks and mortar merchants; ride-sharing apps are on the verge of replacing the taxi industry; home-sharing services will squeeze the demand for the hotel industry. **There is very little we can do to stop this incredible tidal wave.**

I have been giving a lot of thought to what will be facing our industry in the future. Perhaps we should just assume that the following developments might occur sooner than we expect:

* First of all, as pest management is part of the service economy and online service booking has already started, PCOs no longer need to knock on doors to market themselves. Establishing an online presence, already helps our customers to do their own research and comparison-shopping based on proximity, reputation, and reasonable pricing, to identify the ideal company to address their pest management needs for them.

*** If remote diagnosis or even remote surgery can be a reality, how far are we from remote pest control? Are we ready for it? If and when it happens, what kind of roles are we going to be playing?**

* We can further reckon that if pest control technicians could be independent contractors and did not have to belong to a company, it would enable them either to supply pest control services independently, or maybe to provide short term services to the big PCO companies. They could then conduct pest control services and other certified services at the same time. Companies wouldn't need to hire permanent employees, and could simply manage customer accounts and deploy services remotely. When those services need monitoring or special training is required, licensed technicians would be hired and service fees would be dependent on the skill-set level.

*** The author thinks that these concepts might not be too far-fetched.** The model has certain advantages: it would assist the mobility of the workforce, encouraging versatility of the workers, it could reduce the costs of labor and the consumers would benefit indirectly. It would reduce the unhealthy competition among PCOs, as their wages would be a lot more transparent. Independent contracting could help to solve some employment problems, and it could lead to a new peripheral industry, such as online platforms for those contractors etc.

Such a trend could help the market produce a publicly recognized institution to set the standards for certification of services and help to regulate employment policies. **Let's work together to keep our industry ahead of the tidal wave of change and to be prepared for the challenges of the future!**

Mdm. Huang Xiao Yun
FAOPMA President (2015-2017)

huang xiao yun

First ever global pest awareness day announced

The first global pest awareness day designed to raise the status of the pest management industry amongst the general public will be held on 6 June 2017.

The date was confirmed by Ms Xiao Yun Huang, president of the Federation of Asian and Oceania Pest Management Associations (FAOPMA) and director of the Chinese Pest Management Association, in a presentation at the Italian Disinfestando Pest 2017 event held in Rimini, on 7th and 8th of March.

In her presentation Ms Xiao Yun Huang explained how the idea had first been suggested by the Chinese Association in 2015. Since then it has gained the support of the World Health Organisation (WHO), the Federation of Asian & Oceania Pest Managements Associations (FAOPMA), the National Pest Management Association in the USA (NPMA) and the Confederation of European Pest Management Associations (CEPA).



The goal is to create awareness among citizens all over the world of the way professional pest managers provide protection for their food, their homes, their families and the environment in which they live. She urged pest professionals to get behind the idea, which it is hoped will become an annual event, and to set up local events explaining pest management to the public.

In a video supporting the initiative, **Andy Ransom** CEO of Rentokil Initial and **Tom Luczynski** Vice President of global development and franchising for Orkin both spoke about their commitment to the initiative.

The video brought home the need for public health pest control by comparing some fascinating statistics. In the opening sequence the audience is asked what do you think is the world's deadliest creature? Sharks we are told kill 12 people a year, grizzly bears 90 people, crocodiles 800, hippos 29,000 people, snakes 90,000 people but the tiny mosquito kills two million people.

These pests may not pose much of a threat here in the UK but that doesn't make our industry any less important when it comes to protecting the public from the disease associated with common UK pests such as rats, mice and cockroaches so get your thinking caps on. How can you explain the benefits of pest management to people in your locality in an entertaining and exciting way?

You can [view an early version of the video](#) without the Orkin or NPMA contributions here.

Published: 13 March 2017 - by



* * * * *

As a member of pest management industry, what can we do to educate the public about the importance of our industry?
作为害虫防制行业从业者，我们应该如何让公众了解我们行业的重要性？

The goal is to create awareness with citizens all over the world for the manner in which professional pest managers provide protection for their food, their home, their family, the environment in which they live, against public health risks.

- The 1st Global Pest Awareness Day takes place on 6 June 2017.
- The initiative comes from the Chinese Pest Control Association in collaboration with NPMA, FAOPMA, CEPA and WHO.



Copyright Notice !

Items provided in "PPM News" are drawn from a number of sources. The source of the item is quoted, either by publication or organizations, in line with the practice of fair reporting.

It is also relevant to note that neither the content of articles nor the comments of the Editor of this newsletter are necessarily endorsed by either FAOPMA or its office bearers.

* * * * *

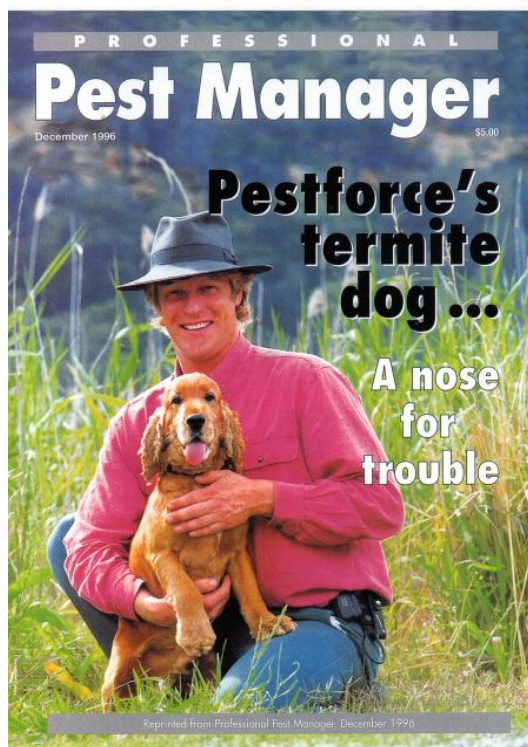


First, some Editorial comments

The use of “Termite Dogs” is a whole aspect of pest management that has been with us for a while – and yet any time we mention it in this newsletter, it inevitably arouses fresh interest from our readers, particularly now that dogs can also readily be trained to detect bedbugs..

In its Feb/March 2017 edition, the Australian journal *Professional Pest Manager* has just published an article which we now re-print here with permission which is gratefully acknowledged. Before that, I thought it might be of interest to supply some historical background.

Although the article gives details of the latest training techniques developed and perfected by **Shane Clarke** in Australia, neither the technology nor the subject are new ventures for either Shane or the journal. As a matter of interest and just to set the record straight, the cover of the December **1996** edition (below) amply demonstrates the fact that Shane has been a pioneer in this field.



Since 1996, Shane Clarke’s dogs have been trusted with inspecting some of Australia’s most valuable and historic buildings. His new system can train dogs to detect any pest – including bedbugs! (see www.dogwall.com.au)

NOW you should read the latest article -



Termite inspections – dog at work

The Dogwall is an automated detector dog training system developed by **Shane Clarke**. The system has been developed to allow anyone to train dogs by using the Dogwall app, resulting in a faster, truer learner curve. As the dog does not associate the training with a specific handler, after training, it allows the dog to work with any handler, even a complete stranger.

Well that’s the theory – how have the dogs trained using this technique gone in practice?

Six months ago, **Steve Butcher** at Riverside Pest Management in Deniliquin picked up one of the first dogs trained on the Dogwall (Ben). So how has he performed?

“It would be fair to say that Ben has transformed the business. We now perform more inspections and charge premium prices, as customers have the confidence that our inspections will pick up any termite activity and damage on the property,” said Mr Butcher.



On a recent prior-to-purchase timber pest inspection, Ben had the chance to impress. A builder was on site to provide access and inquired about Ben, asking if he was “fair dinkum”. Mr Butcher offered a demonstration and let Ben out of the truck. On entering the house Ben immediately went to a wall and began indicating. When the builder asked what Ben was doing, Mr Butcher replied, “Well, he’s telling me that there is either live termites or termite damage in that wall.”

The builder was amazed and then confessed that he had repaired termite damage in the same wall nine months previously after a sale fell through. “There was no visible evidence but Ben knew what was behind the new wall linings,” said Mr Butcher.

Mr Clarke provided support to Mr Butcher when he took possession of Ben.

“Initially I had to assure Steve that he had to just trust the dog. It’s a difficult thing for someone with no experience to work any sort of dog, let alone a detection dog. But Ben has shown him he is worthy of that trust again and again, and now Ben is searching and finding independently, off lead, inside or out, without any direction or assistance from Steve, and he just keeps doing it,” commented Mr Clarke.

* * * * *

A property with a long driveway lined with gums and peppercorns put this trust to the test.



Mr Butcher recalled, “Ben picked out all the damage in the peppercorns one at a time and indicated on several gums. We drilled the gums and all but one was found to have termites. I thought he must have had a false indication on that one, but Ben was insistent in his

indicating. We drilled more holes. There was no central cavity in the tree, but eventually live termites were found under the root crown after six holes were drilled!”

“It’s important to understand that the right dog, trained well, just wants to please and they will readily find termites and termite damage. Just try and stop them! Ben has gone to termite jobs and found baiting sites. Whether for Steve or his technician Case, when he is let off his lead, he is immediately off looking for termites, once indicating a hundred meters from where Case was standing,” said Mr Clarke.

Well trained termite dogs can find termites and damage that will not be picked up by a skilled inspector, even with other termite detection tools.

“Once Ben indicated at a wall where there were no active termites, only for the owners to recall that there were repairs for termite damage carried out ten years previously,” recalled Mr Butcher.

Mr Clarke provides the opportunity for pest professionals to buy pre-trained dogs or build a Dogwall to train their own dog, which is a cheaper option in the longer term, allowing dogs to be retrained if required.

The added advantage of buying a dog or building a Dogwall training system through Mr Clarke is that not only do you have support when bedding down a detection dog in your business, you have the support of a pest professional with many years experience running his own business.

“I provided Steve advice on how to sell inspection jobs using the detector dog, how to communicate effectively with clients and how to differentiate himself from competition. I also convinced Steve to switch to a termite baiting business model, one that provides a regular turnover through the year and one that utilises a detection dog to the full,” commented Mr Clarke.

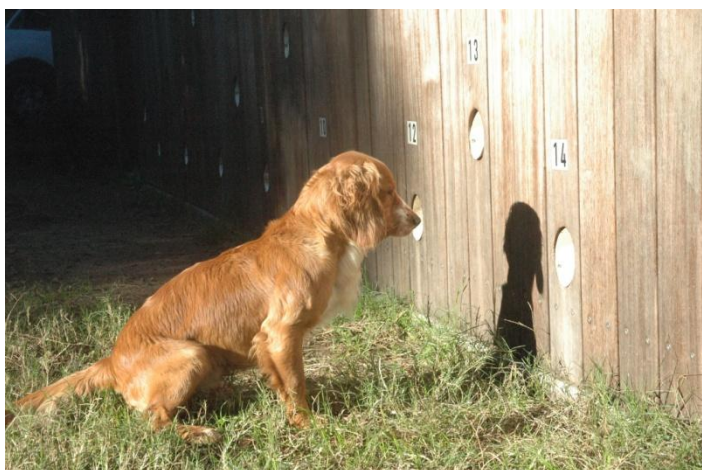
“Ben has given Steve confidence on termite inspections and active termite jobs. Steve has found that clients are very happy to pay well for the added value that Ben brings to Steve’s termite management service. The premium for a termite dog inspection is not insignificant, but when the clients see the dog finding without any direction or assistance, they know they have the real deal.

“Ben has given Riverside Pest Management a very steep growth curve, and the clients all love him. Even competitors in the surrounding region are booking Ben in to their jobs to take advantage of the power of detection he brings. Everyone wins that way,” concluded Mr Clarke.

So having taken the plunge to invest in a termite detection dog, when asked how much Ben was worth to him now, Mr Butcher considered, “You could not put a dollar value on it, but even \$100,000 would not cover it”.



* * * * *



Training at the Dogwall



Ah! There it is in Number 14!

Joint operation: Cops blame rats for missing marijuana from Nagpur railway station

INDIA - Mar 22, 2017 - Agence France-Presse Nagpur



A senior officer blamed the furry rodents for the disappearance of a haul of drugs from a warehouse at Nagpur railway station in the western state of Maharashtra. (AFP File Photo)

Indian police came up with a novel explanation for a missing haul of marijuana – rats!

A senior officer blamed the furry rodents for the disappearance of a haul of drugs from a warehouse at Nagpur railway station in the western state of Maharashtra.

“Rats are a huge menace here, they keep nibbling at plastic wrappers containing marijuana and alcohol bottles,” **Abhay Panhekar**, a senior inspector at India’s railway police, told AFP.

Panhekar said illegal stashes of cannabis and bootleg liquor had been piling up in the warehouse over the last decade as officers cracked down on smugglers. They are not allowed to destroy seized narcotics without a court order, he claimed.

Panhekar said the marijuana was being kept in plastic bags and there was evidence some had gone missing -- although he wasn’t sure how much exactly.

Indian tabloid the Mumbai Mirror reporter that around 25 kilos of the drug had disappeared. Curiously, 25 plastic bottles containing alcohol had also vanished, the paper said, citing sources.

“We cannot confirm if any pilferage took place,” said Panhekar.

hindustantimes

* * * * *

Lake Crystal man allegedly stole nearly \$11,000 in jewelry

MANKATO (USA) — A suspected jewelry thief is charged after the store employee who originally sold the jewelry spotted it for resale online.

An employee of Exclusively Diamonds called the Blue Earth County Sheriff's Office Monday. She reported she recognized three pieces of jewelry for sale on Facebook Marketplace that she had previously sold.

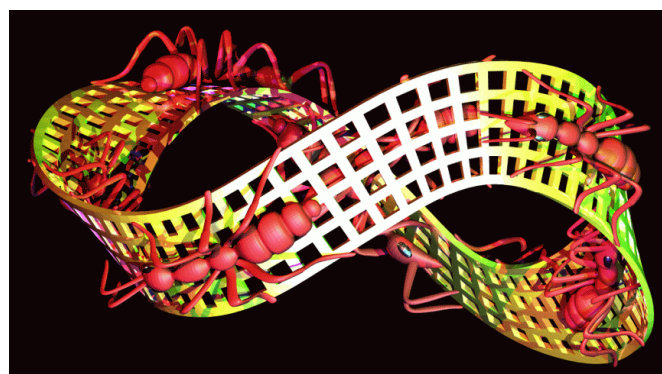
The employee said the jewelry was worth more than \$10,700. She contacted a family member of the former customer and learned the online seller had been at the home of the former customer doing pest control work.

A detective posing as a potential buyer met the online seller, Aaron Charles Naatz, 28, of Lake Crystal. When pressed by the detective, Naatz allegedly admitted to stealing the jewelry, the complaint said. Naatz was charged Wednesday with felony theft.



**Mankato
Free Press**

* * * * *



* * * * *

2017 is an historic milestone for our industry, as it is the very first year of the integration between FAOPMA and the Pest Summit. The FAOPMA/ Pest Summit 2017 in Thailand will be a testament to our newly-formed partnership (See Page 8 for details).

* * * * *

French pyrethroid study is full of termite holes

By Josh Bloom — March 9, 2017



A recent BMJ Occupational and Environmental Medicine paper might be pretty scary looking if you're a parent. Researchers from the Epidemiological Research on Environment, Reproduction and Development, University of Rennes in France maintain that the widely used pyrethroid insecticides are causing behavioral problems in children. **But the study is full of holes, which makes the conclusions suspect at best. Here's why.**

In order to ascertain the impact of pyrethroids on child neurodevelopment, the group looked for a relationship between the presence of pyrethroid metabolites in urine and certain childhood behaviors. They found one, but what does it really mean?

Between 2002 and 2006, 3,421 pregnant women from Brittany, France were enrolled. When their children turned six, 287 of the mothers filled out a SDQ questionnaire (Strengths and Difficulties Questionnaire), which is designed to evaluate three measures of childhood development — prosocial behavior, internalizing disorders and externalizing disorders. But one doesn't even have to understand what these tests mean or what they measure. **This is because the protocol of the study is so flawed that it could be argued that no matter what the result, it won't mean anything!**

First, the scares:

"Shelton et al showed that children (aged 2–5 years) of mothers residing near pyrethroid insecticide agricultural applications just prior to conception or during their third trimester were at greater risk for autism spectrum disorders."

"Wagner-Schuman et al found an association among 8- to 15-year-old children between increased urinary levels of the pyrethroid metabolite 3-PBA ... and attention deficit hyperactivity disorder (ADHD)..."

Now, the reality:

The fundamental question here is whether the presence of urinary metabolites of pyrethroids can be used to determine anything. This is because pyrethroids are rapidly metabolized and cleared from the body in the urine. Because they don't bioaccumulate, any measurement of urinary metabolites is essentially a snapshot in time of exposure to the chemical in the past few days. This information says nothing about chronic exposure to the pesticides—the only parameter that could account for differences in development over a six-year period. The authors acknowledge this:

"Consequently, pyrethroid metabolites from spot urine samples may not represent a child's average exposure over time and may result in misclassification, reducing the statistical power to detect associations."

Single measurements of the urinary concentration (pregnant mother and child six years later) cannot be used to draw any conclusions about the effect of pyrethroids on child neurodevelopment. This is analogous to watching one pitch in a baseball game and predicting which team will win.

Other weaknesses include:

- One of the metabolites called trans-DCCA, an isomer of cis-DCCA (see note) was found to have the *opposite* effect of the cis isomer. The chances of this being real are zero. There is no way that one of the two isomers of permethrin is going to create behavioral disturbances and the other isomer is going to prevent them. None.
- During the six-year period of development, the children will be exposed to thousands of chemicals, all confounders. For example, lead—a real neurotoxin—was not measured.
- Questionnaire based data collection is notoriously inaccurate, especially when measuring something subjective, such as child behavior. Recall bias is always an issue with questionnaires.

The paper goes into great depth about the study, especially focusing on the statistical analysis of the data. **But since the initial premise—that urinary metabolites can be used to determine chronic exposure to the chemical—is impossible, all the data and analysis in the world will only serve to take up space.**

Note: Permethrin is a mixture of cis- and trans- isomers. This is why the cis-DCCA and trans-DCCA metabolites are both detected in urine.



Rentokil partners with PCI to consolidate leadership position in indian pest control market



Rentokil India Pvt Ltd — a subsidiary of UK-based Rentokil — on Monday (February 28) announced that it has entered into an agreement to **form a joint venture with Pest Control India (PCI)** and to acquire a 57 per cent stake in the new joint venture. As part of the transaction, the company will merge its Indian business into the joint venture.

The combined entity will be the largest provider of pest control services and products in India with combined annual revenues of Rs 450 crore, operate from 250 locations and employ 6,900 people.

Rentokil Initial estimates that the professional pest control services market in India is worth approximately Rs 1,800 crore and growing at 15 per cent per annum. No figures are, however, available for the size of the products or semi-professional markets. The joint venture will bring together two highly recognised forces in the professional pest control services market — the global leader and India's leader.

"PCI is an outstanding business and by combining its national scale in India with our global expertise, we will create a market leader that is strongly positioned to take advantage of the increasing demand for commercial and residential pest control services over the coming years. Both companies operate similar business models with a strong commitment to colleagues and delivering outstanding customer service," said **Andy Ransom, Chief Executive of Rentokil Initial.**

"The joint venture is the most strategic combination of the acknowledged managerial and technical skills represented by Rentokil Initial and PCI's premier position, broad-spectrum customer base and vast experience operating on the Indian subcontinent.

It is perfectly suited and timed to capitalise on the surging demand for high quality, world-class pest management services. PCI is the only company in this service industry with in-house manufacturing capabilities and the unique ability to create sustainable products, better suited to a business driven increasingly by a global search for ecologically sensible solutions.

This would certainly provide a great opportunity to accelerate growth and performance in India and across the region," said **Anil Rao, Chief Executive, PCI and Chairman of the JV.**

Sam Easaw, Managing Director of Rentokil Initial in India, said: "The joint venture will combine our global expertise in areas such as innovation, digital technologies and international standards, with the national scale and heritage of PCI. Together, we will increase the standard of pest control and hygiene in India leading to enhanced standards for food and medicine safety, and more hygienic places to live and work. This is a great day for our colleagues and customers."

Rentokil is the world's leading pest control company and it is operating in over 65 countries and is market leader in almost 50 countries. The company has a strong presence in Southern India and is currently the third largest provider of pest control services in India.

PCI, a privately owned company, is the largest provider of pest control services in the Indian market. It operates in locations across India, including 47 cities.

BW BUSINESSWORLD

Man Burns Down Parents' Home Trying to Eliminate Ants



A Maine man accidentally torched his parents' home over the weekend while trying to exterminate ants,

Investigators with the state fire marshal's office said this week that 21-year-old Devon Doucette was trying to incinerate the ants with wooden matches when he inadvertently ignited combustible material that caused flames to rapidly envelope the Old Orchard Beach home.

While Doucette escaped with his life and his parents weren't home at the time of the blaze, unfortunately three family pets perished in the fire, Yahoo News reported.



FAOPMA-Pest Summit 2017

The theme of the convention is:

New Perspectives of IPM in Urban and Public Health in Asia and Oceania

Venue:

The Empress Chiang Mai Hotel, Chiang Mai, Thailand

22 – 24 November 2017.

The FAOPMA-Pest Summit 2017 is the first convention after the merger between the FAOPMA (Federation of Asian and Oceania Pest Manager Association) and the Pest Summit conventions. FAOPMA will be organizing the event in Thailand and the Organizing Committee has planned to invite some of the world most distinguished speakers in the field of urban pest management. We are targeting 1000 delegates in this convention, mainly pest management professionals, personnel of pesticide industries and some regional academics.

21 November 2017

1400 – 1800: Registration
FAOPMA's AGM and AGM Dinner (pm)

22 November 2017

0700 – 0900: Registration
0900 – 1000: Opening Ceremony, Speeches and Tea break.
1030 – 1115: Keynote lecture – ***“Present Challenges and Issues Confronting the Pest Management Industry and Vector Control in Asia”*** - Prof Chow-Yang Lee -
1115 – 1215: **Session 1: Urban and Public Health IPM in Perspectives**
1215 – 1400: Lunch
1400 – 1530: **Session 2: IPM in Public Health**
1530 – 1600: Tea break
1600 – 1730: **Session 3: New Innovations in pest management**

23 November 2017

0830 – 1030: **Session 4: IPM in buildings and structures**
1030 – 1100: Tea break
1100 – 1230: **Session 5: IPM and Pest Management Business**
1230 – 1400: Lunch
1400 – 1530: **Session 6: IPM in Industrial Facilities**
1530 – 1600: Tea break
1600 – 1730: **Session 7: IPM in Commercial Facilities**
1900 – 2230: Gala dinner and closing ceremony.

24 November 2017 – AIB International Certification Program (Limited to 200 pax)

0900 – 1700: Training for AIB Certification (by Deryck Tremble)
