



The Road to Boracay

President's Message-Ang Tan Loong

Time waits for no man and it's amazing how it flies for even as we had thought it was only a while ago, we had just converged for the Bali Pest Summit (PS) 2010 we are now already planning to usher in Boracay Pest Summit 2012 (pronounced Bo-Ra Kai). It had never failed to impress upon us the desire for such Summits to be bi-annual affairs so much so the quest to excel by all the participating countries comprising Indonesia, Malaysia, Philippines, Singapore and Thailand have indeed raised greater awareness amongst the fraternity of Pest Management in this globalized world.

I am particularly impressed by our Filipino counterparts for their diligence of preparation whereby in early April 2011 they had already planned relentlessly and tirelessly to ensure that this coming Boracay Pest Summit will be another resounding success. As for the rest of the participating countries we had our inaugural pre PS meeting on 29 April 2011 held in Manila and another on 16-18 June 2011 culminating with a memorable dialogue with the Mayor of Boracay Mr. John Yap. We were indeed overwhelmed by the hospitality of our host led by the Summit Chairman Mr. Jesy Aquino (unrelated to President Aquino yet) and his dedicated team of committee. Our Malaysian team who had dedicated their time and resources were Richard Ng, Wahid Udin, Johnny Ooi, Selvarajan, Chong Yee Seng and yours truly. In the inaugural pre PS meeting it was proposed that the exotic island of Boracay will be the location and the venue shall be decided upon our dry run in June 2011.

Flight details to Boracay

In order to experience firsthand on the rugged but rather adventurous journey from KL to Boracay, we split into 2 groups, with one group flying and overnight in Manila with the next morning another 45 minutes flight to Kalibo international airport and a journey by van of about one and a half hours to the jetty in Caticlan. From Caticlan it was another 15 minutes by ferry to the island of Boracay. Another group of us took a direct flight with Philippines or Cebu Airlines which took off in KLIA at 1am estimated arrival at Manila around 5 am and a transit flight at 8am to Caticlan on a Fokker plane as Caticlan airport caters only for domestic flights only. At this point of writing The Mayor and the Chairman have assured us that come our PS, Caticlan will be converted to an international Airport and hopefully Malaysians will be able to fly directly to this airport, thus saving us valuable traveling time and resources.



*Inaugural Pest summit Boracay meeting in Manila 29 april 2011

Venue of Pest Summit 2012

The venue has been confirmed to be at Ecoville Hotel & Convention Center and the accommodation rates are pretty reasonable and affordable within the region of 3000 pesos/night (RM 210) with 4 single beds! Another alternative will be Alta Vista Resort hotel which is within the vicinity of the convention center and can be accessible by buggy vans plying the routes at regular intervals.

Estimated Budget

- 1) **Convention fees** are set at US. 300 per pax for early birds
- 2) **Return Air Flights** - RM 1200.00 per pax
- 3) **Food & Accommodation** (3 nights twin sharing) RM 400.00
- 4) **Miscellaneous expenses** RM 200.00

For each participant it is advisable to budget around RM 2700 which promises to be yet another eventful, fun and bountiful lesson for us to experience and upgrade our learning curve. For further info, kindly contact the above named Malaysian committee. Our heartfelt gratitude to them for their sacrifices, time and endless servitude for the betterment of our industry which is without doubt a thankless endeavor by all standards. This event can serve as a reward or another incentive for our staff to achieve the elusive bull's eye! Would you believe me? Boracay is considered the 2nd most beautiful island in the world after the Maldives!

No harm planning as the saying goes, "It is not that we planned to fail, but rather we failed to plan.

Thank you
Ang Tan Loong

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CRACKIT PROGRAM

Pest control industry in Malaysia is well regulated under the Pesticides Act 1974. The act is enforced by *Jabatan Pertanian* Pesticides Board that comprised of several relevant government bodies. On top of that, we also have to adhere and implement rules and regulations customized by the local authority where we apply our solutions.

Where safety and health is concerned, the registered pest control operators are bound to the safety and health rules and regulations. This included safety practices, chemical registration MSDS and labelling, and the list go on.

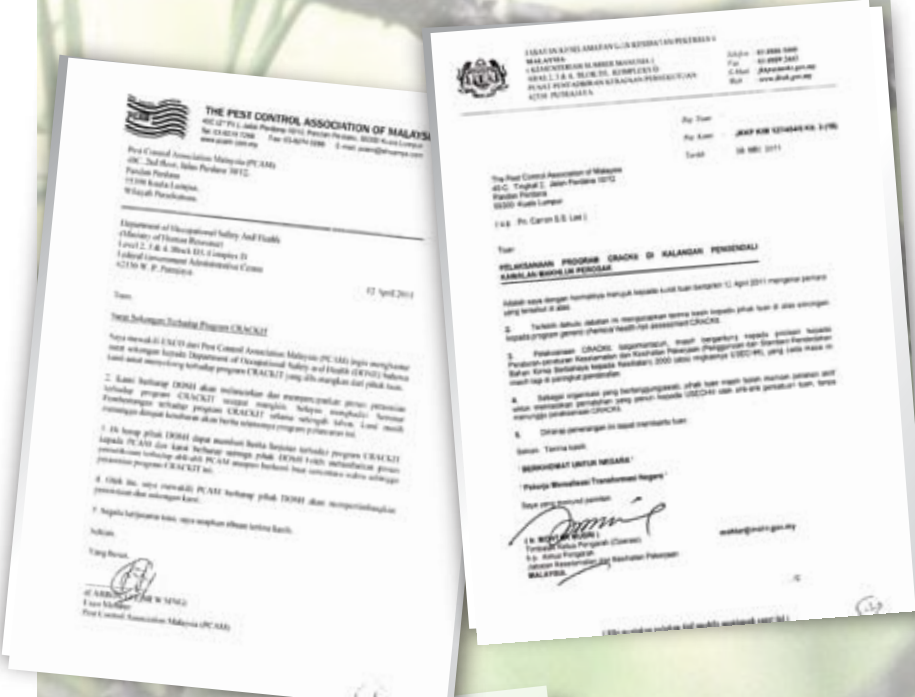
Enforcement of safety and health has been long spelt as part of rules that must be implemented and abide with by the employer. However not until these recent years, the body has authorized several consultants to look into this area.

PCAM supports ideas that will help improve the quality of life and protect the health of workers and public at large. With this in mind, we encourage members to improve the quality of their works in handling chemicals and comply with the rules and implement best practice of pest elimination through continuous learning and training.

Under the CHRA implementation, we at PCAM have seriously discussed, planned and execute actions with the intention to help prepare our members to be ready for the implementation. We have had several meetings with the relevant bodies discussing the issues and seeking consensus for getting a suitable time frame.

Recently, DOSH has announced CRACKIT program; a simplified CHRA. We promptly gave our support to this program in writing. However, the program is still under development, and that we have to implement full CHRA for the time being. Our letter to DOSH and their reply is given below.

MohdAnuar Ahmad



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Publication Committee:

Publisher : **PCAM**
 Tel : 603-9274 7288 Fax : 603-9274 0288
 Email : info@pcam.com.my
 Website : www.pcam.com.my
 40C (2nd floor), Jln Perdana 10/12, Pandan Perdana, 55300 Kuala Lumpur.
 Design & layout : Juize Studio.
 Printer : Direction Printpack Enterprise.

Advertisement Rates in Our newsletter

Publication: Quaterly issue
 Paper Size: A4 (21cm X 29.7cm)
 Color: 4 color
 Copies to be printed: 1,500 pcs

- Half page : **RM 600**
- Full page : **RM 1,000**
- Front inside : **RM 1,500**
- Back inside : **RM 1,300**
- Back cover : **RM 1,800**
- Front page (5cm) : **RM 1,200**
- Insertion : **RM 800 (800 Copies)**



Pesticide Application Licence Training (PAL)

- 30 & 31 MAC 2011 at Hotel Seri Cempaka



PCAM President, Mr Ang Tan Loong giving advice to participants about PAL exam



PCAM Secretary, Mr Wan Kong Meng handing certificates to participants



PCAM VP-Project, Mr Johnny Ooi presenting his opening speech



En Sai pol from Agrofog presented on Pesticide usage



En Zaini from Bayer presented on mosquitoes



Registration by participants

Pesticide Application Licence Training (PAL)

- 30 & 31 MAC 2011 at Hotel Seri Cempaka



Group photo with 80 participants

Pesticide Application License Training (PAL)

- 11 & 12 APRIL 2011 AT BERNAS



Group photo with PAL Trainer and BERNAS participants



Mr Lee Teck Peng from Bayer presented on Ants



PCAM VP-Project Mr Johnny J.L.Ooi giving certificate to BERNAS participants

MMU students interview President Mr Ang Tan Loong & VP Projects Mr Johnny Ooi on the Pest Control Industry



Mr Johnny answered questions from MMU Students



Mr President giving briefing about PCAM



MMU students pose questions to Mr Ang and Mr Johnny

Good Manufacturing Practices Training (GMP)

- 5 May 2011



PCAM V-P Project, Mr Johnny J.L.Ooi at there opening speech



PCAM V-P Project,Mr Johnny J.L.Ooi presenting certificate to Mr Ngoh from Metro Pest Pahang



GMP Trainer, Ms Alicia in action



Group A doing their asignments



Ms Alicia listening to a question from group B



GMP Group photo at 5May 2011

Training Course On Pest Control Industry In Malaysia

- 9 UKM Master Degree Students Attend Half Day PCAM Training Course on 28 April 2011



VP-Communication, En Anuar Ahmad talked about rules & regulations



Ms Carron Lee presented on Urban Pest Control



Mr Jason Jee from Express Healthcare talked about Mosquitoes



PCAM Secretary, Mr Wan Kong Meng giving PCAM introduction also talked about PCAM role in Malaysian pest Industry



Question and answer session



Group photo with PCAM exco

PCAM's Bulletin

USA: EPA plans to ban some rodent poisons

WASHINGTON - The government is moving to ban the sale of some popular rat and mouse poisons such as D-Con and Hot Shot in an effort to protect children and pets. The Environmental Protection Agency said Tuesday it is taking the step to reduce the thousands of accidental exposures of children that occur every year from rodent-control products.

"Today's action will help keep our children and pets safe from these poisons," Steve Owens, assistant administrator for EPA's Office of Chemical Safety and Pollution Prevention, said in a statement.

The EPA said children are particularly at risk for exposure to rat and mouse poisons because the products typically are placed on floors and young children sometimes place bait pellets in their mouths.

The agency had given pesticide manufacturers until last week to research, develop and register new products for residential consumers that would be safer for children, pets and wildlife. Since that call for new safety standards in 2008, some manufacturers have released products with new bait delivery systems and less toxic baits, the agency said.

But the EPA said a handful of companies have said they will not adopt the safety measures. Those are the companies the EPA ban would target.

Dale Kemery, a spokesman for the EPA, could not give a timeline for how long it would take to ban the pesticides that do not comply with the new standards.

The companies are Reckitt Benckiser Inc., manufacturer of D-Con, Fleeject, and Mimas; Woodstream Inc., manufacturer of Victor; Spectrum Group, manufacturer of Hot Shot, and Liphatech Inc., manufacturer of Generation, Maki and Rozol. The EPA said the companies were not in compliance with the new safety standards under the Federal Insecticide, Fungicide and Rodenticide Act, the law that controls the distribution, sale and use of pesticides.

The EPA also intends to ban the sale and distribution of rat poisons containing brodifacoum, bromadiolone, difethialone and difenacoum directly to residential consumers because of their toxicity as well as concerns about the dangers they pose to wildlife. These products will still be available for use in residential settings, but only by professional pest controllers.

Market News: 2011-06-08 Source: boston.com

PAL Training Promotion

Pesticide Application License

- * 2 Days Training
- * PAL Exam Preparation
- * Exam Expected In **SEPTEMBER**

Please Contact PCAM for further information. First come first serve.

PCAM PestLink 9

PROFILE: GAN WILSON (Former Vice President - Membership of PCAM)

In 1991 a young man joined a multinational pest control company in Taman Tun Dr Ismail, Kuala Lumpur as a sales surveyor. He never knew that the job would propel him to where he is today in Rentokil Initial. Started out as a salesman without a degree, he moved up the corporate ladder holding many positions from sales manager, branch manager, area manager, general manager and division operations director in Malaysia. Today after 2 decades, Wilson is now heading the Rentokil Initial China's operations, a feat no Malaysian has ever achieved in his company.



PEST CONTROL TODAY AND YESTERDAY - MALAYSIAN PERSPECTIVE

When I entered the pest control field 20 years ago, part of my thought process was to find a steady employment. People outside our industry regard pest control as not a sexy industry but the work can be extremely rewarding and offers life-long careers. When I first started I never would imagine myself being stuck in this industry. I must confess that I have enjoyed the journey and look forward to many more years in this exciting industry. I have seen and experienced how the industry evolved from one without any regulations, little respect and no attention to safety, to an industry that now being regulated, uses the least toxic chemicals possible and employs IPM solutions to implement the standard we call Integrated Pest Management. The type of services and pest which we treat and control did not change much. Ants, rats, cockroaches, termites, mosquitoes, flies, etc., will always be with us, the same pests they are today or were yesterday.

Many say pest control industry is "recession resistant," but what does it mean anyway? It means no matter the economic situation, termites still need to be controlled when they're found munching on a structure, moms still reach for their mobile phone when they see roaches in their kitchen and commercial facilities still need their properties to be inspected and treated so that they're able to protect the public's health. As we look ahead in 2011, my prediction is that small pest control companies will do well, if their owners have "the gift of gab" and can parley that word of mouth into maintenance accounts and professionalism. Larger companies that learn to maximize marketing dollars will continue to do even better. Growth always requires strong,

inspirational leaders and a loyal, top-notch labor force. More so than in the past, growth will require a paradigm shift in the way we market our services and focus on modern age marketing, discipline and I see tremendous opportunity in the residential market.

The customer is always in charge, but I should say that more so than ever, the customer is king... or queen. Pleasing your customers will be imperative. Their expectations will be higher for the ringgit they spend for pest control. Loyalty built on the foundation of reliable service and good communications are essential. Many customers will hold onto that low-tech service because they know it is a necessary service, but they will be very observant, expecting nothing less than the best service possible.

To anyone coming into this industry I would say that if you are looking for an easy stress free life, forget it! I would also say if you are looking for a challenging and satisfying career which is there to maintain and improve the living standards of our community and safeguard our property, you could not choose a more worthwhile career, both in terms of the service we render and the advice we give.

Lastly, it has been a genuine pleasure working for PCAM and its members during these past few years. I have enjoyed working with PCAM's fine Exco of professionals, and I will miss my associations here. I wish you and PCAM continued success in all your endeavors and thank you for allowing me to serve PCAM.

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