

The Exterminator



Leading the way in global pest control

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Seasons Greetings from PelGar International.
We hope everyone has a fun and pest-free break
and a happy and prosperous 2019.

Autumn Trade Show Round Up



Top: A busy PestTech for PelGar.
Above: PelGar team at PestWorld from left to right
– Vincent Russo, Gary Brooks, Nic Blaszkowicz,
Andrej Branc, Dr Gareth Capel-Williams.

In this digital age the value of trade shows is often questioned, but whether it's distributors looking for the best deals or pest controllers seeking the perfect products, talking to each other face to face is something that can never be replaced by brochures and emails alone. Not only do they provide an opportunity for PelGar to promote its latest products, but it gives us an opportunity to gain valuable customer feedback to help the company continue to grow. This autumn PelGar has had a presence at five trade shows across the globe.

Federation of Asia and Oceanic Pest Management Associations (FAOPMA) Pest Summit.

Shenzhen, China. 26–29 September

After a great show in Thailand last year the organisation of the FAOPMA Summit in China left a bit to be desired. The keynote speeches were however very good, and the show was busy. Regional manager for the area, Gerwyn Jones, was able to meet up with key contacts and further promote PelGar's range of products, even against the Chinese competition. In 2019 the show moves to South Korea, where the political and cultural challenges should be somewhat easier for the organisers to deliver another great show.

PestWorld

Orlando, USA. 23–26 October

The biggest show in the industry, PestWorld returned to Orlando, Florida with a packed programme of educational sessions and meetings. The global companies are always out in force and PelGar's Managing Director Gareth Capel-Williams, North and South America Regional Manager Andrej Branc, European Regional Manager Vincent Russo and UK Business Manager Nic Blaszkowicz were able to meet up with distributors old and new at this busy event. "This was PelGar's ninth successive PestWorld and the busiest one yet. The PelGar range of products now have a good backing in North America and there were plenty of visitors from Latin America which will help further develop

business there in the next twelve months," comments Andrej Branc.

PestTech

Milton Keynes, UK. 7 November

Rehomed in a smart new venue, Arena MK Milton Keynes, PestTech is a key event for PelGar to talk with pest controllers about its products. As ever the sales and technical teams were happy to answer questions and chat about particular problems. It was a busy day and the free prize draw was very popular, especially the Prevent flushing agent and Midi Fumer. Thank you to everyone who came along and chatted to us; we really do rely on events like this to get valuable feedback from 'end users' of PelGar products.

PerúPlagas

Lima, Peru. 8–9 November

This was PelGar's first attendance at this growing South American show, which is organised by a pest control and university collective. A large tent in the university car park was not quite what was expected, but the show did not disappoint as a wealth of valuable information was gained about this market which can be used for PelGar to plan its future growth strategy across the region.

Parasitec

Paris, France. 14 November

Another week, another show... our globetrotting PelGar team has had a busy season but it has all been worthwhile. Parasitec is a key show for meeting new distributors from across Europe, the Middle East and Africa, so PelGar's regional managers were on their feet all day. As Vincent Russo, PelGar's European Business Manager has summarised, "While sometimes you feel it is a necessity to be present at these shows they really are a great forum for networking, seeing existing customers and meeting potential new ones. This year there has been particular interest in PelGar's range of advanced formula insecticides which may be a sign of the shrinking availability of competitor products."



Conservation in Practice – Samoan update



Above: Gerwyn Jones, Sales Manager, Asia Pacific Region at the Malololelei Reserve on Samoa.
Right: The conservation team in action.

Just over 12 months ago PelGar International provided support in the form of rodent bait stations and ROBAN rodenticide to an extremely important conservation initiative in Samoa.

The aim is to reduce the rat population in the Malololelei Reserve with the end goal to protect the critically endangered Manumea, the national bird of Samoa.

Working with Auckland Zoo, we are encouraged to hear that the bait take by the rats has been good, and that the local people have anecdotally heard more bird song in the area.

There is even a piece of video footage from a wildlife camera that shows a black rat entering the same station and feeding on the bait over three consecutive days, and on the fourth day there is no sign of the rat, which no doubt has succumbed to the ROBAN rodenticide.

The team at Auckland Zoo and the people and the Samoan government staff are doing a fantastic job. Even though the main goal is to bring the Manumea from the brink of extinction, other native species are also being protected, such as the Ma'oma'o bird and other species indigenous to Samoa.



Product Focus PelGar has it in the bag

With the recent news of 20kg sacks being withdrawn from the market PelGar has launched a new 20kg pack format available across the PelGar range from Edialux Professional Products.

When PelGar's regulatory team discovered the new legislation limiting loose baits to a

maximum pack size of 10kg, to avoid the need for decanting larger quantities, they undertook measures to apply to HSE for additional pack formats that would allow for the continued sale of its popular 20kg packs.

HSE has since granted these amendments to PelGar and the products are now available to all certified users.

"The continued sale of PelGar products in 20kg packs will allow pest controllers to capitalise on economies of scale rather than having to absorb or pass on the increases in the relative price of the baits," comments PelGar's UK and Ireland Business Manager, Nic Blaszkowicz.

Pack format

The new formats approved by HSE for PelGar International contain two x 10kg inner packs in a 20kg sack or tub.

