

# MAGAZINE

April 2025/6

## **FAOPMA PEST SUMMIT 2026 YOUR LINE-UP OF INDUSTRY LEADERS**

### **FEATURE: HILLS GUARDIAN PEST CONTROL**

**RECOGNISING OUR LONG STANDING AEPMA MEMBERS**

**AWPMA  
Excellence  
Award**

**AEPMA Branch  
Updates**





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# Welcome *Message*

Rob Boschma

AEPMA President



Welcome to the April edition of the AEPMA Magazine. There's plenty happening across our industry at the moment, and this issue brings together the updates, insights, and stories that matter to Australian pest managers as we move into the middle of the year.

A major highlight on the calendar is the FAOPMA Pest Summit, coming up this July in Auckland. With the Summit being held so close to home, this is one of the most accessible opportunities we've had in years to engage with the wider Asia-Pacific industry. You'll hear from international experts, see new technology and research firsthand, and be part of the conversations shaping the future of pest management in our region.

For Australian businesses, the benefits are real. The ideas you pick up, the people you meet, and the innovations you see can have a direct impact on how you operate back home. It's also a chance for our industry to show strong representation within FAOPMA and continue playing a leading role in regional standards and direction.

Auckland is an easy, welcoming city to navigate, and the program is shaping up to deliver genuine value for technicians, managers, and business owners alike. If you've been considering attending, this is the year to make it happen.

I hope you enjoy this edition, and I look forward to seeing many of you in Auckland in July.

Rob Boschma  
President, AEPMA

**FAOPMA**  
PEST SUMMIT 2026  
15 - 17 JULY 2026

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a Rapidly Changing World

**Dear AEPMA Member,**

**Thank you for renewing your AEPMA membership for 2026. We appreciate your continued support and the commitment you bring to strengthening our industry.**

**Your 2026 membership pack will be sent out in the next couple of weeks.**

**Before we post it, please take a moment to check and update your postal address in the member portal.**

**As these packs are sent to the address listed on your account, AEPMA cannot take responsibility if your pack is delivered to an incorrect or outdated address.**

**Your membership plays a vital role in supporting the work happening across AEPMA – from advocacy and national licensing discussions to updated Codes of Practice, training initiatives, and preparation for Pest Summit 2026. Your renewal helps ensure the industry continues to be represented by the industry.**

**Thank you again for being part of AEPMA. We're looking forward to another strong year ahead.**

**Kind regards,**

**AEPMA National Office**



**Thanks for  
Renewing: Don't  
Forget to Confirm  
Your Address!**

# Honouring Our Long-Serving AEPMA Members

Marking ten years — or more — with AEPMA is more than a membership milestone. It reflects a long-standing commitment to the association that represents and supports Australia's professional pest management industry. These long-serving members have been part of AEPMA's growth, its advocacy efforts, its work to lift industry standards, and its commitment to giving pest managers a strong, unified voice. Their continued involvement has helped shape the association's direction and strengthen the community at its core.

We want to extend a **BIG THANK YOU** to each of these members. Your loyalty, your professionalism, and your willingness to stay engaged over the long haul have made a real difference. AEPMA is stronger because of the people who choose to stay connected, contribute, and support the industry year after year.

Over the next few editions of our eMagazine, we'll be highlighting our long-term members and sharing their stories, contributions, and reflections on their many years with the association. To begin this series...

*thank you*

**Brazel's Pest Control  
Bugs-Be-Gone Pest Control  
Central West Pest Control  
City & Metro Pest Management  
WA  
Combat Pest Control  
Customised Pest Control  
Dandenong Pest Control  
Frontline Termite and Pest  
Control  
Albany & Great Southern Pest &  
Weed Control  
Hills Guardian Pest Control**

# Hills Guardian Pest Control

For more than three decades, Hills Guardian Pest Control has been a steady and trusted presence in the Hills District – a family-run business built on genuine care, strong values, and a commitment to doing things the right way. What began with Jim and Jeanette Harvey has grown into a respected, community-focused company now led by their son Troy, carrying forward the same dedication to quality and service that shaped the business from day one.

As long-time AEPMA members, Hills Guardian Pest Control has not only protected homes and businesses but also supported the industry that supports them. Their loyalty, professionalism, and ongoing involvement reflect the kind of commitment that strengthens AEPMA and the wider pest management community.

We recently caught up with the team to reflect on their journey, their family legacy, and what decades of service – both to their customers and to AEPMA – mean to them.



The Harvey family - Hills Guardian Pest Control

# A Family Business That Never Lost Its Values

As part of recognising our long-term members, we're shining a light on Hills Guardian — a business that has been with AEPMA since 2014 and continues to demonstrate professionalism, integrity and industry leadership.

Back in 1989 — the year *Crocodile Dundee 2* hit the cinemas and “smartphone” wasn't even a word — husband-and-wife team Jim and Jeanette Harvey launched Hills Guardian Pest Control. It was a true family start-up: no staff, no shortcuts, just dedication, teamwork and a whole lot of hustle.

With only the two of them in the business, every job was shared. Jim was out on the road building the brand from scratch — quoting, educating customers, and delivering reliable residential and commercial pest work. Meanwhile, Jeanette kept the engine room running: phones, paperwork, correspondence, and the books — all while raising their three young children.

Word spread quickly. Jim's dependable service and Jeanette's organisation built a reputation that travelled faster than any advertising budget could. Their kids absorbed that same work ethic, pitching in wherever they could, even while still in school.

After three decades of trading — and with Hills Guardian firmly established as a trusted name across the Hills District — Jim stepped back from the tools. Even today, long-term clients still ask after him and send their best wishes.

## A New Chapter, Same Values

Today, the business is led by Jim and Jeanette's son Troy Harvey, who brings 19 years of industry experience and works alongside his sister Kristen and a team of valued technicians. These staff aren't just chosen for their technical skill — they're selected because they share the same honesty, reliability and commitment that shaped Hills Guardian from day one.



**Jim & Troy**

**“Jeanette and I love providing a place of work where you feel comfortable and happy to turn up to each day. The fact we are trusted with so many clients’ properties really makes us proud each day. This is the main contributor in motivating us to perform to the highest standard.”**

**Why did you join AEPMA back in 2014, and what keeps you renewing your membership?**

**We joined AEPMA in 2014 to align ourselves with the highest professional standard in the industry**

**What keeps us renewing is the ongoing access to regulatory updates, industry shifts and being part of a network that takes professionalism seriously .**

**How has AEPMA membership supported your business or your team’s professionalism?**

**We’ve built internal SOPs and workflows that align with best practice, and our technicians carry themselves differently when they know they’re backed by an industry body – it lifts the standard of how they operate. With increasing regulation, especially around chemicals and safety, AEPMA also gives us real compliance confidence by removing uncertainty and helping us stay ahead of changing requirements.**

**What industry changes have mattered most to you over the past decade?**

**Tighter chemical regulations around paperwork and the constant improvement in the initial courses on getting your pest licence. A more involved course will help in getting technicians who actually want to be a part of the industry.**

**What’s your “I can’t believe this is my job” moment that still makes the team laugh?**

**That is still the fact I get to work (and mostly get along) with my family. We are still as happy as the day I joined 20 years ago**

**Who are the key people behind Hills Guardian today, and what drives them?**

**Our technicians are the key to our operations, they love providing a quality experience when you have invited HGPC into your home.**

**Jeanette and I love providing a place of work where you feel comfortable and happy to turn up to each day. The fact we are trusted with so many clients’ properties really makes us proud each day. This is the main contributor in motivating us to perform to the highest standard along with providing a caring work environment for all of our employees that enables them to maintain a happy lifestyle and provide for their families**



**Keeping the Fleet Sharp.**



**A Family Effort: Troy's New Storage Space Comes to Life**

*"I love turning up to work on clients' problems each day, offering genuine help to my clients in need always has a great impact on me. Providing a place of work for my staff is an extremely rewarding opportunity to have and I do not take it lightly."*



**The Early Days of Helping Out Jim's work ute being cleaned by Kristen, Troy & James.**

**How do you keep your team trained, motivated, and aligned with industry best practice?**

Scheduling in training events (Garrards road shows, Professional Pest Manager events etc), toolbox talks, and social events. To provide a quality of service you would expect at your own home, taking care of the team is a must.

**Any advice for something thinking of joining the industry? What is the best part about being a Pestie?**

Run far and run fast haha... My advice would be to stay on top of all paperwork and documentation for all jobs. Writing down notes within our scheduling software has greatly helped with job efficiency and the ability to provide quality of service. Setting aside the time to be on top of the backend of the business. Creating your standard operating procedures will help create a reliable job year after year - creating these will also give you the ability to work on the effectiveness of your treatment methods.

I love turning up to work on clients' problems each day, offering genuine help to my clients in need always has a great impact on me. Providing a place of work for my staff is an extremely rewarding opportunity to have and I do not take it lightly.

**From the early days to the next generation stepping in, Hills Guardian embodies everything that makes this industry strong – family, hard work and genuine care for customers.**

**AEPMA is grateful for your long-standing membership and the role you play in lifting standards across the sector. - Thank you!**

# Pest Summit 2026: Lock It In

Big speakers, new tech, and the whole region in one room — Pest Summit 2026 is  
**Big speakers, new tech, and the whole region  
in one room — Pest Summit 2026 is the event  
you'll want to be at.**



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**15-17 JULY 2026**

## Pest Summit 2026: Why Auckland Is the Industry Trip of the Year

FAOPMA Pest Summit 2026, is landing right in Auckland. For Australian pest managers, that's about as close as a global industry event gets, and it's shaping up to be one worth circling on the calendar.

Auckland in July has its own charm: crisp mornings, good coffee, and a city that's easy to navigate between sessions. But the real draw is what's happening inside the Summit halls. This is where Asia-Pacific's brightest minds gather — researchers, innovators, business owners, and the people quietly shaping the future of pest control across the region.

Expect a program that doesn't just skim the surface. We're talking real-world problem-solving, new tech you'll actually want to use, and insights that make you rethink how you run your business. Whether you're a technician who loves the hands-on side of the job or a manager looking for the next competitive edge, there's something in the mix for you.

And then there's the networking — the kind that doesn't feel forced. Conversations over coffee, shared stories from the field, and the kind of connections that turn into partnerships, ideas, or simply a better way of doing things. Australians have always had a strong presence at FAOPMA events, and this year is a chance to show that leadership again, right in our own backyard.

The Summit isn't just about learning; it's about momentum. You come home with a spark — a new approach, a new contact, a new idea you can put to work straight away. That's the value of being in the room when the region's biggest industry event is happening.

Auckland's ready. The program's looking strong. And if you've been waiting for the right year to go, this is it.



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***"ON BEHALF OF PMANZ AND  
AEPMA, WE'RE PROUD TO INVITE  
YOU TO THE FAOPMA PEST  
SUMMIT 2026, TAKING PLACE  
FROM 15 TO 17 JULY 2026 IN  
AUCKLAND, NEW ZEALAND"***

**GERWYN JONES PRESIDENT  
PMANZ**

# FUTURE PROOF STARTS HERE.....



# THINKING OF ATTENDING? HERE ARE 7 REASONS YOU SHOULD BE AT PEST SUMMIT 2026



IF YOU'VE BEEN THINKING ABOUT HEADING TO AUCKLAND FOR PEST SUMMIT, CONSIDER THIS THE **GREEN LIGHT**.

PEST SUMMIT 2026 IS THE ASIA-PACIFIC'S BIGGEST INDUSTRY EVENT, AND THIS YEAR'S PROGRAM IS LOOKING SERIOUSLY GOOD. STILL WEIGHING IT UP? HERE ARE SEVEN REASONS TO LOCK IT IN.



## THE PROGRAM IS SERIOUSLY GOOD

FUTURE-FOCUSED SESSIONS, GLOBAL EXPERTS, REAL-WORLD CASE STUDIES — THE 2026 PROGRAM IS STACKED. WHETHER YOU'RE INTO TECH, REGULATION, PUBLIC HEALTH, OR BUSINESS GROWTH, THERE'S SOMETHING THAT WILL MAKE YOU THINK DIFFERENTLY ABOUT THE WORK YOU DO.



## A KEYNOTE YOU WON'T WANT TO MISS

DR MICHELLE DICKINSON BRINGS SCIENCE, INNOVATION, AND A BIT OF SPARK TO THE STAGE. SHE'S KNOWN FOR MAKING COMPLEX IDEAS ACCESSIBLE AND EXCITING — EXACTLY THE KIND OF ENERGY YOU WANT TO KICK OFF A SUMMIT BUILT AROUND FUTURE-PROOFING THE INDUSTRY.



## THE EXHIBITION HALL IS SOLD OUT — AND BIGGER THAN EVER

WITH MORE THAN 45 INTERNATIONAL EXHIBITORS CONFIRMED, THIS YEAR'S EXHIBITION HALL HAS OFFICIALLY SOLD OUT. ATTENDEES WON'T JUST FIND THEIR TRUSTED AUSTRALIAN SUPPLIERS — THEY'LL ALSO HAVE THE CHANCE TO EXPLORE WHAT LEADING COMPANIES FROM OVERSEAS ARE BRINGING TO THE INDUSTRY. IT'S A RARE OPPORTUNITY TO COMPARE PRODUCTS, DISCOVER NEW TECHNOLOGY, AND SEE FIRSTHAND HOW GLOBAL INNOVATION IS SHAPING THE FUTURE OF PEST MANAGEMENT.



## NETWORKING THAT DOESN'T FEEL LIKE NETWORKING

PEST SUMMIT 2026 BRINGS TOGETHER THE ENTIRE ASIA-PACIFIC REGION. YOU GET PERSPECTIVES, PRODUCTS, AND PARTNERSHIPS YOU SIMPLY DON'T GET AT LOCAL EVENTS.



## INSIGHTS FROM ACROSS THE ASIA-PACIFIC

FAOPMA IS UNIQUELY GLOBAL. YOU'LL HEAR HOW OTHER COUNTRIES ARE TACKLING THE SAME CHALLENGES YOU FACE — DIFFERENT CLIMATES, DIFFERENT REGULATIONS, DIFFERENT APPROACHES. IT'S A RARE CHANCE TO BROADEN YOUR PERSPECTIVE WITHOUT LEAVING THE BUILDING.



## IT'S IN AUCKLAND — AND AUCKLAND IS GENUINELY BRILLIANT

NOT JUST "NICE FOR A CONFERENCE." GENUINELY WORTH THE TRIP. EASY FLIGHTS, GREAT FOOD, FRIENDLY PEOPLE, AND A CITY THAT MIXES CULTURE, COASTLINES, AND NATURE IN A WAY AUSTRALIANS INSTANTLY WARM TO. JULY IN AUCKLAND IS COOL BUT NOT MISERABLE, AND THE CITY IS BUILT FOR COSY RESTAURANTS, GOOD WINE, AND EASY DAY TRIPS. IT'S THE KIND OF MID-YEAR BREAK THAT DOESN'T FEEL LIKE WORK.



## IT'S AN INVESTMENT IN YOU

WHETHER YOU'RE A BUSINESS OWNER, TECHNICIAN, MANAGER, OR SUPPLIER, ATTENDING THE SUMMIT IS A COMMITMENT TO STAYING SHARP, INFORMED, AND CONNECTED. YOU'LL RETURN WITH NEW IDEAS, NEW CONTACTS, AND A RENEWED SENSE OF WHERE THE INDUSTRY IS HEADING.

GRAB YOUR CURIOSITY, ZIP UP A JACKET, AND GET OVER TO AUCKLAND — **PEST SUMMIT 2026 IS TOO GOOD TO SIT OUT.**

# FAOPMA PEST SUMMIT 2026



EARLY BIRD

Earlybird registrations are open, offering exceptional value for this premier international pest management event. Full delegate packages start from just NZD560 for members and NZD610 for non-members, with further savings available when registering two or more delegates.

Are you a member of AEPMA, FAOPMA or PMANZ? Request your exclusive registration code at [pestsummit2026@faopma.com](mailto:pestsummit2026@faopma.com). Register by 31 May 2026 to be automatically entered into the Earlybird Competition, with the chance to win €500 worth of Newpharm products, proudly sponsored by Newpharm.

To make your stay even easier, take advantage of special delegate accommodation rates at Horizon by SkyCity and SkyCity Hotel. Book via the conference website by following the accommodation links — with limited availability, we recommend securing your room early.

Don't miss this opportunity to connect with industry leaders, discover the latest innovations, and be part of the future of pest management. Secure your spot today - REGISTER NOW & SAVE!

For full event details and to register, visit the FAOPMA Pest Summit 2026 Conference Website. We look forward to seeing you in Auckland!



# REGISTER TODAY!



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Events like Pest Summit 2026 simply wouldn't be possible without the support of these organisations. Their contribution helps create a space where the industry can come together, share ideas, and stay connected to the innovations shaping the future of pest management.

**Platinum Sponsors**

Envu • Agserv • Pelsis

Our Platinum Sponsors each have a long history of working closely with pest professionals across Australia and New Zealand. Their commitment to research, product development, and industry training has made them familiar names in the field, and their support plays an important role in bringing the Summit to life.

**Gold Sponsors**

PelGar International • Ensystem • Rentokil Initial

The Gold Sponsors bring a mix of global experience and local insight. Their work spans everything from innovative formulations to large-scale service delivery, and they continue to contribute to the tools, knowledge, and approaches used by pest managers throughout the region.

**Silver Sponsors**

Syngenta • PestWest • Garrards • EZFlex

The Silver Sponsor group reflects the variety of solutions that support day-to-day pest management. Whether it's chemistry, equipment, monitoring systems, or practical field tools, these companies help ensure professionals have access to reliable, effective options for the challenges they face.

**Bronze Sponsors**

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Our Bronze Sponsors represent trusted brands that have supported the industry for many years. Their focus on quality, consistency, and customer outcomes continues to make them valued partners for pest managers across Australia and New Zealand



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# THE EXPERTS BEHIND THE INSIGHTS

MEET SOME OF THE INDUSTRY LEADERS  
AND EXPERTS WHO WILL BE SHARING THEIR  
KNOWLEDGE AND INSIGHTS AT PEST SUMMIT  
2026.

DR MICHELLE  
DICKINSON

Dr Michelle Dickinson (MNZM) will open the FAOPMA Pest Summit 2026 with a keynote designed to spark curiosity and set the tone for the event. A leading engineer and technology strategist, she's known for turning complex science into clear, practical ideas that people can actually use.

With a PhD in Biomedical and Materials Engineering, Michelle has worked across nanotechnology, materials science, and emerging tech, advising major global companies on everything from AI to quantum computing. She also holds an honorary academic role at the University of Auckland.

Through Nanogirl Labs and Matter Workshop, she's created STEM programs and corporate training used around the world, alongside her public service role as an Honorary Wing Commander in the Royal New Zealand Air Force.

A bestselling author and award-winning communicator, Michelle has been recognised with honours including the MNZM, the Sir Peter Blake Leadership Award, and the Prime Minister's Science Media Communication Prize. Her keynote promises to be engaging, insightful, and a standout moment of the Summit.

Thursday 16th July 2026 09:15 – 10:30 | Keynote  
Dr. Dickinson will deliver the opening keynote  
presentation for the summit.

# THE 30% YOU'RE LEAVING ON THE TABLE: WHAT AI ACTUALLY DOES FOR YOUR BUSINESS



**PETER MANGIN**

**Founder and Chief AI  
Officer at AI Innovisory**

**Friday 17th July 14:40 – 15:20 | Stream 2**

If you're spending hours each week buried in emails, job notes, compliance paperwork, quoting, scheduling, and the admin that never seems to end, you're not alone. Pest control businesses across Australia and New Zealand are losing 30–40% of their productive time to exactly this kind of work. It's not a technology problem – it's a workflow problem. And it's fixable.

AI isn't just for big companies with IT teams. In fact, the biggest gains right now aren't happening in the field at all – they're happening in the office. The businesses moving fastest are the ones that have figured out where their time is actually going and started using AI to take back the hours they're losing to admin.

Peter Mangin's session is about exactly that. No futuristic predictions. No tools you'll never use. Just a straight, practical look at what's working right now, based on his experience with more than 400 organisations across Australia and New Zealand.

A small pest control team using AI well can operate like a team three times its size. Larger companies can lift their people from running at 60–70% capacity to running at full strength – without hiring more staff or spending big on new systems. It's not about buying more tech. It's about knowing where to start.

That's what this session is designed to show you.

Peter Mangin is the Founder and Chief AI Officer at AI Innovisory. He's spent more than 15 years helping businesses cut through the noise and use AI in ways that actually make a difference. Long before "generative AI" became a buzzword, he was working on real-world projects – including AI-driven image and pattern recognition for pest identification and environmental monitoring with New Zealand government agencies.

Today, he helps pest control companies and other service businesses find the places where AI delivers genuine value: faster reporting, cleaner workflows, less admin, and more time for the work that actually earns money.

Peter is independent – he doesn't sell AI tools or platforms. When he recommends something, it's because he's seen it work in real businesses, not because he's trying to push a product.

Based in Auckland and speaking regularly across Australia and New Zealand, Peter brings a practical, no-nonsense approach that fits the way pest managers actually work.

# BED BUGS

**What we have learnt.**

**Looking back at our experience with bed bugs over the last 25 years.**



**Dr. David Lilly  
Staff Scientist Ecolab Pest  
Elimination**

**Dr David Lilly is a Staff Scientist with Ecolab Pest Elimination - Global RD&E, and is based out of Australia. In this role he is responsible for providing strategic direction to new pest management innovations and solutions across the Asia Pacific and Greater China regions.**

**He has over 20 years' experience in urban pest management, including both in the auditing and development of commercial pest management solutions, and providing qualified technical support to high-needs customers. David has extensive experience with many aspects of commercial pest management, including specialized knowledge in the field of filth and fermentation flies, ants, rodents, stored product insects, bed bugs, insecticides, and insecticide resistance.**

**David holds a PhD from the University of Sydney, a Master of Entomology from the University of Queensland, and a Bachelor of Science (Hons) from the University of NSW.**

**Thursday 16th July 14:40 – 15:20 | Stream 2**

# NEXT GENERATION PEST TRAPPING AND SURVEILLANCE

AN OVERVIEW OF SOME OF THE EMERGING TOOLS AND TECHNOLOGIES BEING DEVELOPED FOR REAL-TIME REMOTE PEST DETECTION AND CONTROL.



**DR. HELEN BLACKIE**

CRITTER SOLUTIONS LTD

THURSDAY 16TH JULY, 13:30 - 14:15 |

STREAM 1

HELEN HOLDS A PHD IN ENVIRONMENTAL SCIENCE AND HAS OVER 25 YEARS' EXPERIENCE IN THE ECOLOGY AND BIOSECURITY SECTORS, WITH A FOCUS ON THE DEVELOPMENT OF NEW PEST CONTROL AND SURVEILLANCE TOOLS. HELEN IS THE CO-FOUNDER AND RESEARCH LEAD OF THE TECH START-UP CRITTER SOLUTIONS LTD, WHICH IS FOCUSED ON BRINGING NEW TOOLS AND TECHNOLOGIES FROM INCEPTION THROUGH TO COMMERCIALISATION.

HELEN HAS EXTENSIVE EXPERIENCE LEADING TEAMS OF EXPERTS IN ENGINEERING, CREATIVE DESIGN, ANIMAL BEHAVIOUR, TOXICOLOGY AND ECOLOGY TO CREATE INNOVATIVE TECHNOLOGIES. OVER THE LAST TEN YEARS A PRIMARY FOCUS OF THIS RESEARCH HAS BEEN IN THE DEVELOPMENT OF 'EDGE' AI PEST SURVEILLANCE AND CONTROL SYSTEMS (INCLUDING SPECIES SPECIFIC RESETTING TRAPS), LONG-LASTING LURES AND ATTRACTANTS, LURE DELIVERY SYSTEMS AND COMMUNICATIONS TECHNOLOGIES. SHE CURRENTLY LEADS MULTIPLE RESEARCH PROJECTS FUNDED BY THE NEW ZEALAND GOVERNMENT, INTERNATIONAL UNIVERSITIES AND MULTI-NATIONAL PEST CONTROL COMPANIES.

# Monique Bradley Takes the Stage at AWPMA's 2026 Breakfast

Her keynote will deliver a message that aligns with the future direction of pest management and the values of AWPMA: leadership, diversity, and empowerment. With a career that spans work with major organisations including Xbox, Dilmah Tea, DeLonghi, Kenwood, MBIE, AA Insurance, and Diabetes NZ,

Monique brings a powerful blend of practical communication tools and authentic storytelling. Attendees can expect insights that strengthen trust, motivate teams, and elevate the reputation of the pest management industry.



**INFLUENCE**

**Tickets are limited and must be booked online.**

**With Monique Bradley at the podium, this is a session that will set the tone for the year ahead — and one no pest management professional should miss.**

**COMMUNICATION.**

**IMPACT.**



# Wondering Why These Speakers Are on the Program? This Is Why...

It's easy to skim a conference program and think, "Alright, but how much of this actually applies to what I deal with every day?" Fair question. Pest managers are practical people — if it doesn't help on the job, it's just noise.

But the speakers at Pest Summit 2026 aren't here to fill space. They're here because the industry is shifting fast, and these are the people who can help make sense of it.

Take Dr Michelle Dickinson. You might think nanotech, AI, and emerging tech sound a bit removed from termites and rodents, but the tools we'll be using in the next few years start in exactly those fields. Sensors, smarter materials, automated monitoring — this is where the groundwork is being laid.

Then you've got the behavioural and biology specialists — Partho Dhang, David Lilly, Gene Browne — the people who can explain why a bait works brilliantly one week and gets ignored the next. If you've ever stood in a customer's kitchen wondering why the ants didn't cooperate, these are the voices who can tell you what's actually going on.

Climate and environmental experts like Steve Broadbent, David Priddy, and Sathes Chandran are dealing with the reality everyone's noticing: pests turning up earlier, sticking around longer, and behaving in ways they didn't used to. If you think that's going away, it isn't — and these speakers help you understand what's changing and why.

And then there's Peter Mangin, who tackles a completely different blind spot: the 30–40% of productivity most businesses lose to admin, emails, compliance, and the endless "office work" that eats the week. His session isn't about futuristic AI — it's about the practical stuff that frees up time right now. If you've ever wondered why your team feels stretched even when the workload hasn't changed, Peter is the one who can show you where the hours are going and how to get them back. His message is simple: a small team using AI well can operate like a team three times its size. That's not theory — that's what he's seen across hundreds of organisations.

Innovation specialists like Helen Blackie, Junichiro Katayama, and India McJarrow-Keller are working on the tech that will replace the tools we rely on today. Remote monitoring, pheromone-based control, AI-supported detection — this isn't "future stuff." It's already being trialled in our region.

Even the communication and leadership sessions matter. Stephen Mansfield and Paul Craddock aren't talking fluff — they're dealing with the part of the job that makes or breaks customer relationships. You can be the best technician in the country, but if you can't explain the "why" to a client, it doesn't land.

So if you're thinking these speakers aren't relevant, here's the truth: they're tackling the exact challenges we're already facing — and the ones coming next.

**That's why they're here. And that's why it's worth being in the room.**

CONFIDENCE  
STARTS  
HERE

# Build unmatched confidence in your Termite Management System

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# Or play it cool!

Elegant and discreet, the Aura LED delivers 360° fly control with 68% energy savings - perfect for stylish, customer-facing environments.

Distributed by **Agserve** [www.agserv.com.au](http://www.agserv.com.au)

# Optical Gel



Bird Control Solution trusted by Global Leaders



## Easy application with lasting results

- ✓ It is strong against external environmental factors, maintains a stable form and has a continuous function for more than two years.
- ✓ It maintain its functional stability even against high temperatures(70°C) and low temperatures(-20°C)
- ✓ Even during rain (heavy rain), thanks to its strong viscosity it won't get washed out

[www.ezflex.co.kr](http://www.ezflex.co.kr) **EZFLEX**



# SAIREN-S

## Liquid Bird Repellent

Sairen-S is a proven, **eco-friendly product** that has been tested in collaboration with the Republic of Korea Air Force, resulting in up to an 80% reduction in bird populations.

- ✓ **Highly Effective**  
Up to 80% bird deterrent effect
- ✓ **Economical**  
1L covers 30,000 sqm with a 200:1 dilution ratio
- ✓ **Easy to Use**  
Just mix with water and spray
- ✓ **Safe for Crops & Nature**  
No discoloration, odor, or taste change on fruit
- ✓ **Eco-Friendly**  
No harm to grass, plants, or the environment
- ✓ **Bonus Effect**  
Also helps reduce pests!



**EZNATURE**

[www.eznature.kr](http://www.eznature.kr)



# FAOPMA

## PEST SUMMIT 2026

15 - 17 JULY 2026

**100% PURE  
NEW ZEALAND**



# SPOTLIGHT ON NEW ZEALAND

A two-island nation with two distinct personalities — and endless reasons to explore both. Leisure, or a bit of both, there's no shortage of incredible experiences to fill your days.

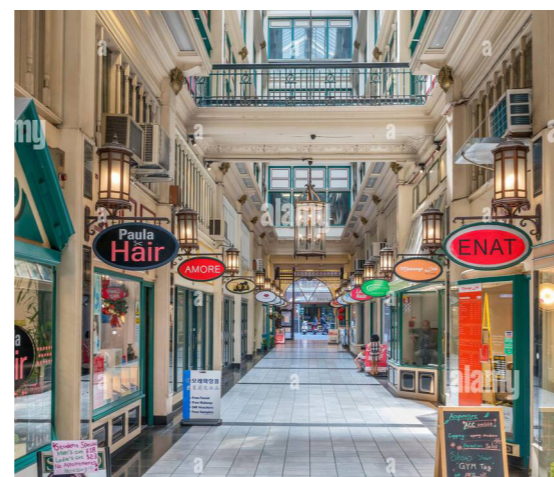
## THE NORTH ISLAND: CULTURE, COASTLINES & VOLCANIC ENERGY

The North Island is where most visitors first land, and it's easy to see why. It's warmer, more densely populated, and home to some of the country's most iconic cultural and geothermal experiences.



NEW ZEALAND'S LARGEST CITY IS A BLEND OF HARBOURS, VOLCANIC CONES, AND MULTICULTURAL ENERGY. THE VIADUCT, WYNARD QUARTER, AND THE FERRY ROUTES TO WAIHEKE AND DEVONPORT MAKE IT A PERFECT BASE FOR EXPLORING.

*Auckland is one of those cities where the more you look the more you find. Beyond the headline attractions, the city is full of neighbourhoods, coastlines, volcanic landscapes, and cultural pockets that give it real depth.*



NZICC - Pest Summit 2026 venue



# Taupō & Tongariro – Lakes and Landscapes

Lake Taupō, formed by one of the largest volcanic eruptions in history, anchors the central North Island.

Nearby, Tongariro National Park offers dramatic alpine scenery, emerald lakes, and active volcanic peaks. For something unique, visit d’Arenberg Cube, a multi-sensory wine and art experience that blurs the line between winery and wonderland



*The Bay of Islands is a stunning subtropical region in New Zealand, famous for its 144 islands, rich Māori and European history, and abundant water-based activities*

## The North Island: Culture, Coastlines & **VOLCANIC ENERGY**



## Hobbiton

Even if you’re not a film buff, the Hobbiton Movie Set is a beautifully crafted experience set among rolling Waikato farmland.

### Rotorua - Geothermal Heartland

Few places on earth smell like Rotorua – and that’s part of the charm. Effuming mud pools, geysers, and geothermal valleys sit alongside some of the most accessible Māori cultural experiences in the country.



# South Island

Wild  
Horizons, Big  
Landscapes,  
and the Best  
of Aotearoa  
Outdoors

If the North Island is about culture, geothermal energy, and coastal living, the South Island is where New Zealand turns the volume up. Everything is bigger here — the mountains, the lakes, the distances, the sense of space. It's dramatic, cinematic, and unmistakably New Zealand.

# A landscape of mountains, fiords, glaciers and quiet, unforgettable wilderness.

The South Island of New Zealand is a place where the scenery does the talking. Defined by the spine of the Southern Alps and shaped by ice, tectonics, and time, it offers some of the most dramatic landscapes in the Southern Hemisphere. For travellers, it's a region that feels expansive, elemental, and deeply memorable — a complete contrast to the warmer, more populated North Island.



Aoraki / Mount Cook National Park

## Dunedin & the Otago Peninsula - Wildlife & Heritage

Dunedin blends Scottish heritage with a youthful energy. The Otago Peninsula is one of the best places in the world to see rare wildlife, including yellow-eyed penguins, fur seals, and the only mainland royal albatross colony.

Historic architecture, dramatic coastline, and strong cultural identity make this region a standout.



# Pest Solutions with a side of

For the thrill-seekers heading to New Zealand for the Pest Summit in July, you're in for more than just sharp thinking and big conversations. Winter will be in full swing, the ski fields will be carving up fresh snow, and the country's famous adrenaline circuit will be calling your name.

If you've ever wanted to tick off a bungee jump in the place it was born, or squeeze in a day on the slopes before diving back into summit sessions, this is your moment.

Aotearoa has a way of blending serious purpose with serious adventure — and for those flying in, the landscapes outside the conference doors might just challenge you as much as the ideas inside.

**Adrenaline**



# CHEMICALS vs TECHNOLOGY

Answering the call for Pest Control Technology that renders bait-shyness and chemical resistance a thing of the past.

Chemical resistance in pests can be a complex and costly business. With new legal restrictions impacting use of common actives, and new protections for bird life, domestic pets, children and wildlife; many established chemical and rodenticide products and applications are coming under increased scrutiny. Whilst most Pest Techs will use known strategies to combat pest resistance - this is still manifesting unreliable outcomes for customers. This raises the question of, where do we go from here? What are the long-term solutions?

PEST TECH™ provide world-leading IoT and remote automation pest control technologies. MPI approved 'thermal eradication' treatments for bed bugs, termites and resident insect species. Effective – with no residual resistance.

Ask us about French Eco Technologies – BRC™ UVA insect lights and sterilisation equipment; Nattaro Labs™ patented Bed Bugs trapping and ID systems bringing discreet 24 hour surveillance for hospitality; Mink Police™ and Trap Sensor™ in-field Automation; and Aurocon™ automated, self resetting multi-kill units for rodents. Call us to access all available training and products. We want to build technological advantage for you and your clients. We have everything in store to help you stay ahead of fast evolving legal and biological control challenges.

CALL US: MPI APPROVED / FIELD TESTED SOLUTIONS: **PESTTECH**  
TAKE BACK CONTROL



PEST TECH™ IoT and Automation Technologies - Direct call [NZ] +64 7 213 1317 Email: info@peststop.co.nz



## YOUR INVITATION: ROTO-VIBES 2026

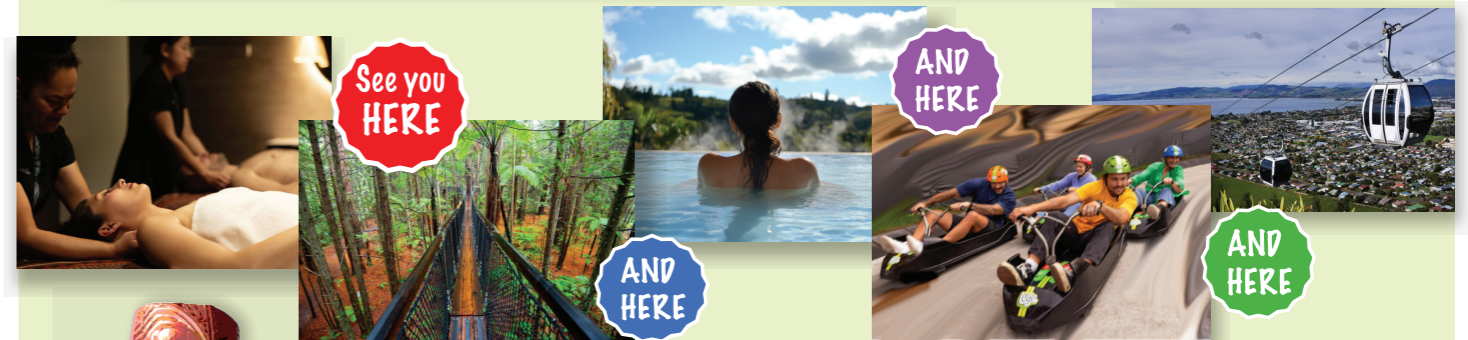
PEST-TECH invite you to experience Rotorua at it's best, before and after FAOPMA 2026. An opportunity for your business to experience hands-on demonstrations and gain access the latest MPI approved eco Pest Control Technology's available in New Zealand. The demos are only two hours per day - spend the rest of the time experiencing Maori culture, foods, thermal spa's, relaxation and action excursions.

Ask for a pre-registration brochure: info@peststop.co.nz See you in July.



## Get amongst it.

JOIN US for some amazing Rotorua excursions, thermal spas and hands-on Pest Tech showcases - happening before and after FAOPMA 2026



See you HERE

AND HERE

AND HERE

AND HERE



We want to see you and your crew in Rotorua either side of FAOPMA 2026. Make the most of your attendance at FAOPMA by joining our fun Thermal Wonderland excursions and exclusive Pest Technology presentations as we entertain you in the world renown thermal Lakes Region of Rotorua.

PEST TECH™ have planned some excellent accommodation and excursion options - to run alongside a series of in-house pest management presentations from world leading pest scientists, including hand's-on demos where you can trial and gain access to leading Pest Control technologies and strategies. Importantly we free-up all the days and evenings for your attendance to local Maori cultural, culinary and thermal excursions, thermal Spas and classic adrenalin & action activities. Register your interest now and let's plan a unique Rotorua excursion for your FAOPMA crew.

There's no need to fully commit yet - we just need to know if you are keen, and we will send you the ROTO-VIBES™ Thermal Capers and Break-out sessions itinerary for your selection.

**Pre-Event** in Rotorua: 13 - 14 July 2026 (Arrival recommended 12th or 13th morning) limited pax.

**FAOPMA Conference** in Auckland: 15 - 17 July 2026

**Post-Event** in Rotorua: 20 - 21 July 2026 (Arrival recommended 19th or 20th morning) limited pax.

Join us for one day - or all the days.

Rotorua is an easy two hour drive or quick 45 minute plane ride from Auckland Central.

CALL or EMAIL now for free information pack.

NZ: +64 7 213 1317

email: info@peststop.co.nz

Hosted by: **PESTTECH**  
TAKE BACK CONTROL



FutureProof Smarter Pest Solutions for a Rapidly Changing World

# 2026 Sustainability Awards



**WINNER 2026**  
**SUSTAINABILITY AWARD**  
SPONSORED BY **ENSYSTEX**



**WINNER 2026**  
**FAOPMA**   
**SUSTAINABILITY AWARD**  
SPONSORED BY **ENSYSTEX**



**WINNER 2026**  
  
**SUSTAINABILITY AWARD**  
SPONSORED BY **ENSYSTEX**

Sponsored by **Ensystem**

**Scorpion Pest Management (Tasmania)** set the bar high in 2025 with their bold **“Keen to Get Green”** initiative — proving that sustainability isn’t a slogan, it’s a strategy.

From ditching harmful chemicals in favour of natural treatments, to installing solar panels, rainwater tanks, and slashing paper use by 96%, Scorpion showed the industry what real environmental leadership looks like.

**Now, in 2026, the sustainability spotlight gets even bigger...**



**WHO'S NEXT? THE 2026 SUSTAINABILITY AWARDS ARE HERE**

**This year, three major awards will recognise the companies pushing pest management into a cleaner, smarter, more responsible future.**

**AEPMA Sustainability Award**  
Celebrating Australian operators leading the charge toward greener pest management.

**FAOPMA Sustainability Award**  
Honouring standout sustainability initiatives across the entire Asia-Pacific region.

**PMANZ Sustainability Award**  
A brand-new category for 2026, shining a light on New Zealand companies driving innovation and environmental responsibility at home.

# 2026 AWPMA Excellence Award - Nominations Opening

## Soon

The Australian Women in Pest Management Association (AWPMA), proudly supported by BASF, is pleased to announce that nominations for the 2026 AWPMA Excellence Award will open on 1 May 2026.

This year also marks an exciting new chapter for AWPMA, with the launch of a fresh new brand that reflects the modern, inclusive direction of the association. The updated look captures the spirit of connection, support, and achievement, representing women across the industry coming together and lifting each other up. With the continued support of AEPMA, AWPMA is stepping forward with a stronger, more visible voice for women in pest management.

The AWPMA Excellence Award recognises and celebrates the outstanding contributions of women across the pest management industry. Since its introduction in 2019, the award has highlighted individuals who are leading the way through innovation, mentorship, and a genuine commitment to raising industry standards.

From business owners and technicians to leaders working behind the scenes, the award acknowledges the women who are making a real difference in their workplaces, their communities, and the industry as a whole.

Nominations will be open from 1 May to 31 May 2026, and anyone can nominate an outstanding woman in pest management. The nomination process is simple and only takes a few minutes to complete.

Once nominated, nominees will be invited to accept their nomination and submit a more detailed application outlining their achievements, leadership, and impact within the industry.

A panel of industry judges will review all applications and select three finalists, who will then progress to an interview stage.

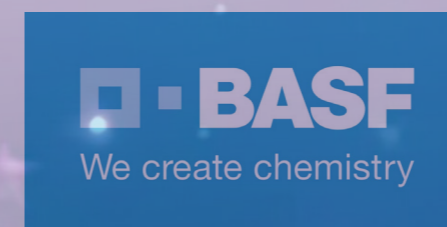
The 2026 winner will be announced at the FAOMA Pest Summit, providing an opportunity to recognise excellence on a broader industry stage and celebrate the achievements of women in pest management alongside peers from across the sector.

The recipient will receive a \$1,000 cash prize, proudly supported by BASF, along with industry-wide recognition.

AWPMA encourages everyone in the industry to start thinking about the women around them who are going above and beyond. Whether it's a colleague, employee, business owner, or mentor, this award is an opportunity to acknowledge their contribution and share their story.

Nominations open 1 May 2026

Now in its seventh year, the award recognises women who lead, innovate, and inspire across the pest management industry.



# Trelona<sup>®</sup> ATBS

## Advance<sup>®</sup> Termite Bait System

### Two systems for extra flexibility

When the **Trelona ATBS Active Monitoring System (AMS)** was launched as a ready-made kit, this was an exciting evolution in BASF's commitment to delivering cutting-edge termite management solutions for the Australian market.

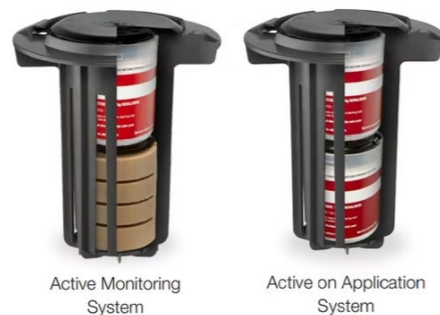
Designed to complement the trusted **Trelona ATBS Active on Application (AoA)** System, the Active Monitoring kit addresses a gap in the market as a versatile and proactive termite management treatment option, aiming to empower pest managers with an additional option while maintaining 24/7 active bait protection.



The **Trelona ATBS AoA** station includes two 124g Trelona Termite Bait cartridges of the unique chitin synthesis inhibitor Novaluron, which requires 50% less bait consumption than other industry termite baits. A total of 248g is available in every station, providing immediate protection to the structure and in-between visits.

The **Trelona ATBS AMS** station is pre-assembled with a pair of timbers and one active 124g cartridge. The timber base is highly palatable, durable and consistent in shape and quality.

Pest managers have extra flexibility in their treatment choice, having 2 ready to install Trelona systems at their disposal: **Active on Application (AoA)** with 6-monthly inspections or **Active Monitoring (AMS)** with 3-monthly inspections.



### Key Benefits of the AoA system:

- Provides immediate protection and peace of mind
- Quick effective installation for large homes
- Six-month inspections let operators handle more jobs

### Key Benefits of the AMS system:

- A proactive flexible solution, being the only active monitoring system in the industry
- A monitoring system with 24/7 baited protection
- Lower upfront investment and capacity to retrofit, appealing to budget-conscious customers
- Offers an initial cost-effective way to expand termite treatment portfolio



**Trelona ATBS underscores BASF's commitment to innovation and meets the needs of the termite management industry. By providing companies and pest managers with a high quality and proactive termite baiting solution, BASF empowers professionals to enhance customer satisfaction and expand their service offerings.**



Scan QR code to find out more about the Trelona ATBS Systems.



Scan QR code to reach out to your local sales manager or contact your BASF representative on 1800 558 399, and to learn more about how we can help you grow your business and upskill your technicians,

**ADVANCED RODENT  
ATTRACTION SYSTEMS**

**RODENTHOR®  
ENTICE**

✓ Attract ✓ Detect ✓ Control

**Scientifically formulated  
scent technology that  
overcomes neophobia,  
increases trap engagement,  
improves control performance, and  
reduces reliance on toxic baits in  
maintenance programs.**

**CREATED  
FOR EVERY  
APPLICATION**

**RECHARGE BRIXX**  
REPLENISHABLE  
MONITORING LURE

**RECHARGE  
CAPSULES**  
REPLENISHABLE LURES  
FOR BREAKBACK TRAPS

**BLOXX**  
MONITORING LURES

**PODS**  
LURES FOR  
BREAKBACK TRAPS

**READY-TO-USE  
SPRAY**

**ENSYSTEX®**  
THE INNOVATORS  
Ensystem.com.au

# Turn Rodent Curiosity Into Capture

INTRODUCING RODENTHOR® ENTICE an evolution in smarter rodent management. Every pest manager knows the frustration when traps are set correctly, stations are placed well, and yet rodents don't take the bait. Not because your program is wrong, but because rodents are wired to distrust anything new in their environment. Neophobia, the natural fear of unfamiliar objects, is one of the biggest causes of slow or failed rodent control. Add to this the unnatural plastic odours of new bait stations and traps, and even the best setups can be ignored during the critical first days of deployment. That's where RODENTHOR ENTICE changes the game.

The RODENTHOR ENTICE range represents the next step in smarter rodent monitoring and control - using scientifically formulated scent technology to overcome neophobia, increase trap engagement, enhance control performance, and provide more sustainable options for maintenance programs. Delivering field-tested attraction technology in formats that match all your operational requirements, the range includes trigger-spray application (an environmentally friendly alternative to aerosols), reusable/rechargeable bait lures, and traditional ready-to-use disposable options. Whether your focus is environmentally sustainable long-term management or high-volume commercial routes, there's an ENTICE solution designed to fit your needs.

RODENTHOR ENTICE SPRAY is a ready-to-use, non-toxic, vegetable-based lure, designed to draw rats and mice into bait stations and traps. Its field-tested aromas neutralize deterrent plastic odours, enhance bait palatability, and establish a persistent scent plume that rodents instinctively track. It is used to draw rats and mice into breakback traps or bait stations, mask unpleasant plastic odours, enhance toxic bait palatability, and create scent plumes that direct rodents into stations or traps. Four allergen-free essences are available, Meat, Salmon, Chocolate, and Peanut; allowing for rotation strategies to prevent aversion and matching of target site feeding preferences.

RODENTHOR ENTICE SPRAY also integrates with RODENTHOR ENTICE RECHARGE BRIXX™ for non-toxic monitoring programs, or with RODENTHOR ENTICE RECHARGE CAPSULES™ for use in breakback traps for lethal control. These rechargeable lures provide an environmentally sustainable alternative to disposable plastic lures, allowing long-term use in the field without generating waste.

RODENTHOR ENTICE RECHARGE BRIXX are uniquely crafted from bisque-fired clay, to create a rugged, porous ceramic matrix that absorbs and slowly releases the scent plume - delivering long-term attraction without decay, contamination, or loss of performance. The BRIXX structure provides a firm bite surface that rodents prefer.

RODENTHOR ENTICE RECHARGE CAPSULES, are designed for repeated reuse in break-back traps. Crafted from 100% Australian natural wool felt, their soft, fibrous structure provides superior scent absorption, holding the aroma deep within the matrix and releasing it slowly over time for long-lasting attraction to target species. RECHARGE BRIXX and CAPSULES eliminate concerns about persistent plastics entering waterways or habitats. They deliver dependable performance while supporting environmental responsibility and sustainable pest management.

TRADITIONAL ENTICE FLAVOURED BLOXX & PODS are field-proven, single-use plastic lures pre-charged with non-toxic, non-allergenic flavour essences. BLOXX serve as monitor lures, while PODS are designed for use in breakback traps. They have delivered reliable performance in monitoring and trapping programs for years, offering pest management professionals a convenient grab-and-go solution. They are available in three proven essences: Chocolate, Peanut, or Smoked Ham. The RODENTHOR ENTICE range represents an evolution in smarter rodent management by actively driving rodent engagement—guiding movement, reducing neophobia, and improving interaction with traps, stations, and baits—to enhance control performance while supporting more sustainable, long-term pest management strategies.



**FAOPMA**  
PEST SUMMIT 2026  
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100% PURE  
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*FutureProof*

Smarter Pest Solutions  
for a Rapidly Changing  
World

NEW ZEALAND INTERNATIONAL CONVENTION CENTRE  
AUCKLAND | NEW ZEALAND



**JOIN US FOR 3 TRANSFORMATIVE DAYS** bringing together industry leaders, innovators and professionals to explore smarter solutions for a more resilient pest management industry.

Global Networking Opportunities

Cutting-Edge Educational Sessions

The latest in technology & products

Experience NZ Culture

Industry Awards & Recognition

Sustainable Focus

**REGISTRATION RATES**

Delegate Type	Earlybird (Places 21 May 2026)	Standard (16th July 2026)
<b>FAOPMA/PMANZ/AEPMA MEMBER</b>		
First Delegate	NZD \$560 USD \$340	NZD \$610 USD \$370
Each additional delegate	NZD \$510 USD \$310	NZD \$560 USD \$340
<b>International / Non-member</b>		
First Delegate	NZD \$610 USD \$370	NZD \$660 USD \$400
Each additional delegate	NZD \$560 USD \$340	NZD \$610 USD \$370

**SOCIAL FUNCTIONS & ADD-ONS**

Event / Item	PRICE
Non-delegate Partner: Welcome Reception - 15th July 2026	NZD \$90 USD \$55
Non-delegate Partner: Conference Gala Dinner - 16th July 2026	NZD \$220 USD \$135
FAOPMA ExCo + Australian Awards Dinner - 15th July 2026 (Open to all attendees and Partners - Limited spaces available)	NZD \$170 USD \$105
AWPMA Networking Breakfast - 16th July 2026 (Open to all attendees and partners - Limited spaces available)	NZD \$50 USD \$30

Full Delegate Registration Includes: Access to 2 streams, conference materials, lunches, morning tea, Welcome Reception, and Conference Gala Dinner.

To find out more, visit: <https://faopma.com/2026>

For all enquiries, email: [info@pmanz.nz](mailto:info@pmanz.nz)

**PROUDLY SPONSORED BY:**



**“The FAOPMA Pest Summit is the premier event for our industry, and 2026 in Auckland offers Australians a unique chance to connect with global leaders right on our doorstep. By attending, you’ll gain insights into the latest innovations, strengthen professional networks, and help shape the future of pest management across our region.”** - Rob Boschma (AEPMA President)



**FROM FLUORESCENT TO FUTURE-READY, WITH PESTWEST QUANTUM X TECHNOLOGY.**

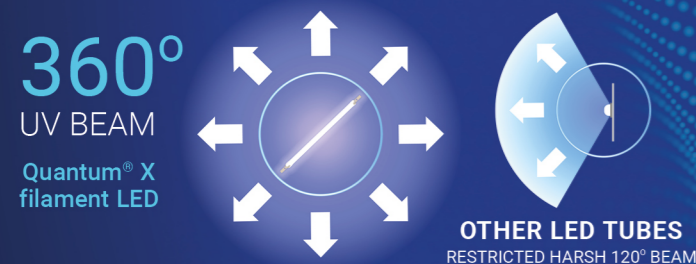
For years, fluorescent UV-A tubes have been the standard for effective flying insect control, delivering reliable performance across a wide range of environments. However, as energy efficiency and sustainability have become more important for businesses, LED technology is redefining what's possible.

**SMARTER LIGHT FOR BETTER ATTRACTION**

After many years of research and development, it was clear that traditional high-power surface-mount UV-A LEDs were not the optimal solution for insect attraction. While they had become cost-effective and provided a good level of UV-A output, the high intensity of light from such a small point source was creating a negative effect on flying insect attraction.

The Quantum X tubes used in the PestWest LED range take a different approach. By utilising filament LED technology, they incorporate a much larger number of lower-power UV-A LEDs, creating a more even spread of light along the length of the tube, whilst retaining the same overall UV-A.

Unlike conventional LEDs that emit light in a narrow beam (typically 120°), Quantum X lamps provide 360° illumination, projecting light outward into the room while also illuminating the interior of the trap. The result is a softer glow that has been shown to improve flying insect attraction in independent testing.



**ENGINEERED FOR PERFORMANCE**

Quantum X technology also introduces an innovative cooling method. The LEDs are cooled using helium gas, which efficiently transfers heat to the outer glass tube, where it is evenly dissipated along its entire length and circumference.

Traditional high-power surface mount UV-A LEDs require the use of large aluminium heatsinks, which add cost and complexity to the design. As a result, Quantum X lamps can operate at a lower power level without compromising performance, delivering highly effective results with reduced energy consumption.

**LOWER ENERGY, LONGER LIFESPAN AND REDUCED ENVIRONMENTAL IMPACT**

For end-users, the move to LED offers immediate and measurable benefits. A unit fitted with two Quantum X LED lamps uses approximately one-third of the power of a traditional 30W fluorescent fly trap, significantly reducing operating costs. Lower energy consumption not only reduces costs for the customer but also lessens environmental impact. In addition, Quantum X lamps are mercury-free and offer an extended three-year lifespan, compared to annual replacement cycles for fluorescent tubes.

This reduces maintenance requirements, minimises waste, and supports broader environmental goals.

**RETROFIT: A PATH TO LED**

While fluorescent tubes remain a dependable option for guaranteed fly control performance, they are not the most environmentally sustainable solution. As a result, many businesses are looking to transition to LED technology without having to replace their existing units.

PestWest offers LED retrofit options that allow customers to use existing units rather than replace them. This is particularly valuable for sites looking to reduce energy consumption, meet sustainability targets, or demonstrate compliance with standards such as ISO 50001.

Current retrofit options typically utilise surface mount device (SMD) LEDs and are designed to work with units where the lighting circuit uses magnetic ballasts and starters, most commonly found in systems using straight fluorescent tubes.

**ENGINEERED THROUGH INNOVATION**

The development of the LED range represents years of dedicated research. From selecting the optimal LED wavelength and materials to refining glue board performance. Every element was engineered to maximise insect attraction and ensure long-term reliability.

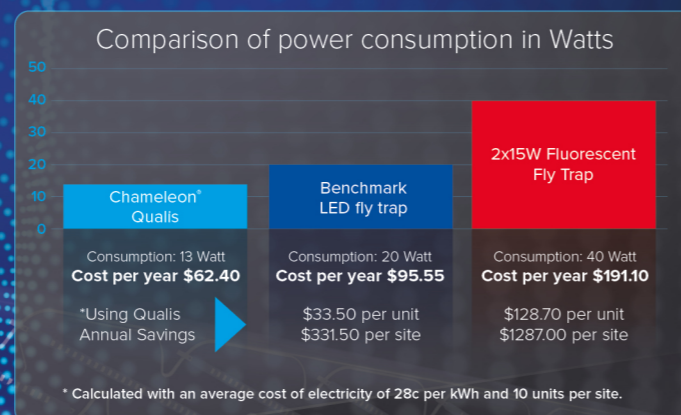
The result is a slimline, easy-to-service solution that combines cutting-edge LED innovation with the trusted performance expected from PestWest products.

**LOOKING AHEAD**

The evolution from fluorescent to LED marks a significant step forward for the pest control industry. With solutions like the Chameleon<sup>®</sup> Qualis and Quantum X technology, businesses no longer have to choose between performance and sustainability.

As LED innovation continues to advance, the future of pest control will be defined by smarter, more efficient, and environmentally responsible solutions, helping businesses reduce costs, meet regulatory demands, and maintain the highest standards of hygiene and control.

**ENERGY SAVINGS**



# Conference Website Now Live

The FAOPMA Pest Summit 2026 website is now live, providing delegates with a central hub for all conference information.

You'll find details on the program, speakers, accommodation options, exhibitors, travel advice, and registration.

Registration is now open. Secure your place at what promises to be an unforgettable gathering of the pest management community — a chance to learn, connect, and shape the future of our profession.

We look forward to welcoming you to Auckland in July 2026.

Yours sincerely,

Gerwyn Jones – President, PMANZ  
Raju Parulkar – President, FAOPMA  
Rob Boschma - President AEPMA



# AEPMA Branch Update

**This update brings together recent news and outcomes from AEPMA branches.**

**From regulatory engagement to training and industry developments, these meetings continue to play a vital role in supporting members and advancing pest management across Australia.**

**If you would like more information on our branch meetings, please contact [info@aepma.com.au](mailto:info@aepma.com.au)**

## Victoria

It has been a busy time for the Victorian branch over the past few months, with involvement across several key projects. Our contribution to the Buildskills Urban Pest Management training review and participation in the VSA (Victorian Skills Authority) Industry Advisory Groups have given us a unique opportunity to not only influence the future direction of our Industry training but also provide us with an insight into future training opportunities designed to assist us in recruiting and inspiring the next generation of pest controllers.

Many of you will be familiar with Buildskills, who have been engaged by the federal government to conduct a review and revision of our Pest control qualifications and associated units of competency.

The Buildskills project has over the past year consulted with stakeholders to create a new training package designed to better reflect the workplace ready skills pest controllers need in the modern era.

The project is nearing an end and we thank our stakeholders for their feedback. Consultation has taken place across all states and we now have a final product being prepared for release over the coming months. AEPMA will of course be releasing all the important details and how this affects you thereafter.

Our Industry is evolving and it's important members are represented.

Recent APVMA regulatory changes affecting the way licensed operators use rodenticide (SGARs) mean being a member and having access to the latest information and resources is essential to ensure you are staying

ahead of the curve and have the knowledge to maintain compliance.

Of course, our annual conference, Pesticon will be held in partnership with FAOMPA this year, 2026 in Auckland, New Zealand, 15th-17th July, 2026 and promises to be an event not to be missed. This will be a rare opportunity to network with international colleagues from around the world with key speakers announced from India, New Zealand and experts from Australia.

This year, 2026 is an AGM year for Victoria and we are fortunate to have Garrards generously offer to host our meeting, Thursday 30th April, at 2.00pm at Lush Rooftop & Bar, Keilor Park.

All members and prospects are welcome please make sure to RSVP so we can cater for you. Following the meeting we encourage members to stay for drinks. More information will be provided to Victorian members over the coming weeks.

Our meeting will also feature a short presentation from VCCI (Victorian Chamber of Commerce & Industry), who have created an exclusive offer for AEPMA (VIC) members which will entitle members to a VCCI 'Employers' membership with \$700 credits at a – 30% discount, a saving of \$499.

The year so far has been very productive for the Victorian Branch and for our industry. We are pleased to welcome new members to our Victorian cohort and encourage all members to be involved.

We have openings for talented members to join a variety of committees that will offer members the chance to influence decision making and the direction of our Industry. There are exciting times ahead and I look forward to seeing everyone at our AGM.

Emma Mendelsohn, National Director & Chair (VIC), AEPMA

# Memberships to unlock your business potential

Understanding what today's Employers need most.

## We are here to support your network

Become part of Victoria's largest and most influential not-for-profit business organisation, connecting you with more than 100,000 members and clients who benefit from our advocacy, expert advice, and valuable business tools.

Explore our Employer membership which is designed to support you today and well into the future. Join us and unlock your business potential with the Victorian Chamber.

## Victorian Chamber Employer Membership Benefits

### HR & Workplace Relations advice

Get unlimited expert assistance on workplace matters.



### Exclusive Networking

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"The Victoria Chamber provided us with a comprehensive review of our policy handbook. Their specialist team also took this a step further and provided specific advice relating to our industry, including current practices and trends. This advice was invaluable."



## Contact Us

For further information and to join call  
Isaac O'Callaghan on  
**(03) 8662 5296**  
or email

[isaac.ocallaghan@victorianchamber.com.au](mailto:isaac.ocallaghan@victorianchamber.com.au)

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# New South Wales

The NSW/ACT Branch met via Zoom on 23 February 2026 at 3.30 pm. The meeting was well attended, with 10 members present and 8 apologies. Chairperson Patrick Legey welcomed all attendees, with a special acknowledgement to Dr Raja Mahendra, Greg Morrison, and John Cunniffe.

## Business Arising

Following confirmation of the previous minutes, the meeting moved to key industry matters, including:

Glue board restrictions currently in place or proposed in several states.

APVMA restrictions on Second-Generation Anticoagulant Rodenticides (SGARs) — noting their potency, persistence, and associated risks to wildlife.

AEPMA's submissions requesting exemptions for licensed professional pest managers were discussed.

Pre-Purchase Timber Pest Inspectors  
A significant portion of the meeting focused on the lack of formal qualifications for Pre-Purchase Timber Pest Inspectors and the potential introduction of a licensing requirement. Members reviewed correspondence from Gary Stephenson, AEPMA's letter to the Minister for Better Regulation and Fair Trading, and the Minister's response.

Despite strong advocacy from stakeholders, the matter remains in a holding pattern while the NSW Government finalises its draft licensing model. John Cunniffe and others expressed concern that the likelihood of meaningful change remains low.

## Training, Codes and Industry Development

Updates were provided on:

### Buildskills

### Review of the Pest Management Training Package

### Review of the Industry Codes of Best Practice

### Training aligned to the Codes

Working party meetings for the review of the Code of Practice for Prior to Purchase Timber Pest Inspections (with two NSW representatives involved)

### FAOPMA/AEPMA Conference – Auckland, New Zealand

Members are encouraged to attend the Auckland conference and, if possible, take a few days before or after to enjoy New Zealand.

### Regulatory Updates

The branch is awaiting further information on the Review of the Pesticides Regulation 2017, which took place late last year. AEPMA has provided submissions to EPA NSW and ACIL Allen, who are preparing the Regulatory Impact Statement (RIS). Updates will be shared as they become available.

### Welcome to New Member

A warm welcome was extended to Ryan Walker of the Pest Doctor Network, Harrington NSW. Members are encouraged to reach out or invite him to attend future NSW/ACT State Council meetings.

### Vale – Eric Mereweather “Curl” Chauncy

Members were saddened to learn of the passing of Eric Mereweather “Curl” Chauncy of Total Pest Control (est. 1985) on 8 December 2025.

Patrick Legey and Geoff Bryce attended the funeral on behalf of the pest management industry. Eric was a gentleman and a long-standing figure in the profession. His daughter Merrin continues to run Total Pest Control.

### Next Meeting

The next meeting will be the AGM, held via Zoom on 20 April 2026 at 3.30 pm.

If you wish to attend, please contact the AEPMA National Office for an invitation.

Nominations for the State Council are also available through the National Office.

Patrick Legey  
NSW/ACT Chairperson  
Email: patrickmarclegey@gmail.com  
Phone: 0438 022 984

Or contact the AEPMA National Office at [info@aepma.com.au](mailto:info@aepma.com.au)

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## AEPMA Branch AGM Dates

**Victoria**

**Date: Thursday 30th April, 2.00pm**

**At**

**Lush Rooftop & Bar**

**Located in: Aerocorp Business Park**

**Address: 5/2 Thomsons Rd, Keilor Park VIC 3042**

**NSW**

**Date: Monday 20th April, 3.30pm**

**via Zoom**

**Please contact [info@aepma.com.au](mailto:info@aepma.com.au) for more information**

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# THE SCENT OF DEATH: HOW TERMITES SNIFF OUT THEIR DEAD

If you've ever watched termites long enough (and let's be honest, most people haven't), you'll notice something oddly touching: when one of them dies, the others don't just leave the body lying around. They get to work fast. Workers gather, fuss, and bury the dead like tiny, dirt-covered undertakers. It's one of the most important hygiene behaviours in a termite colony — and until recently, we didn't fully understand what actually triggers it.

A study highlighted by Dr Bramantyo Wikantyo during the recent FAOPMA Termite Webinar revisited a key discovery: termites literally smell death. More specifically, they detect oleic acid, a fatty acid that leaks from a termite corpse and acts like a chemical "gone to God" signal.

One line from the research sums it up perfectly:  
"Oleic acid is the most important

cue for triggering burial behaviour in termites."

But the real magic isn't just the smell — it's how they detect it. Inside a termite's antennae sits a specialised odorant-binding protein called CforOBP7. Think of it as the colony's mortician's assistant. Its job is to latch onto oleic acid molecules and deliver them to the neurons that say, "Someone's dead — start the burial protocol."

Researchers found that:

CforOBP7 is highly expressed in worker antennae  
It binds strongly to oleic acid

When the gene is silenced, termites stop responding to dead nestmates

**No protein, no burial. No burial, no hygiene. And in a warm, humid termite nest, poor hygiene is a fast track to disease.**

As the study notes:  
"Oleic acid-triggered burial behaviour was inhibited in CforOBP7-silenced termites."

This research — and Dr Wikantyo's discussion of it — reminds us that termites aren't just timber-eating machines. They're running a highly choreographed society underground, reading chemical signals, coordinating labour, and managing public health with remarkable precision.

And now we know the exact molecule that tells them when one of their own has dropped off the perch.

It's weird. It's fascinating. And it might just help us control one of the world's most destructive pests.

**Sun, Q., Haynes, K. F., & Zhou, X. (2013). Managing the risks of death in eusocial insects: The biology and evolution of necrophoresis. *Frontiers in Ecology and Evolution*, 1, 1-15.**



# Fuel Crisis 2026: Why Pest Control Keeps Australia Moving

Australia is no stranger to supply chain shocks, but the current fuel crunch has hit harder and faster than many expected. With diesel prices spiking, petrol stations in some regions running dry, and transport operators warning of delays, the ripple effects are being felt across almost every sector.

For pest managers, who spend their days covering suburbs, towns, farms, and industrial sites, the impact is immediate. Fuel isn't a background cost — it's the lifeblood of the job. Every inspection, every treatment, every emergency call out starts with turning the key in the ignition.

And yet, even in the middle of a national fuel squeeze, one thing remains absolutely clear: **pest control is an essential service, and essential services don't stop.**

**“Clients want stability. They want reliability. They want someone who will show up, even when conditions are tough. And that's exactly what this industry does”**

## When the Country Is Under Pressure, Pest Pressure Rises

Fuel shortages don't just affect transport. They affect waste collection, food distribution, building maintenance, and hygiene services — all of which have a direct flow on effect to pest activity.

When bins aren't emptied on time, rodents move in. When supply chains slow, stored product pests find opportunities. When homes and businesses delay maintenance, termites take advantage.

When environmental stress increases, insects shift their behaviour.

In other words, when the country is under strain, pest pressure doesn't ease — it intensifies.

That's why pest managers are still on the road, still responding, still protecting homes, hospitals, aged care facilities, food businesses, logistics hubs, and essential infrastructure. The work doesn't pause because the pumps are slow. The risks don't wait for the economy to settle.

The Reality for Pest Managers Right Now  
Across the industry, operators are reporting:

- higher fuel costs eating into margins
- longer queues at service stations
- occasional localised shortages
- increased demand from clients under pressure
- more urgent call outs from essential facilities
- tighter scheduling and route planning
- greater scrutiny on reliability and professionalism

It's a challenging environment — but it's also one where the value of accredited, professional pest managers becomes unmistakably clear.

Clients want stability. They want reliability. They want someone who will show up, even when conditions are tough. And that's exactly what this industry does.

## Essential Service Status Matters — Now More Than Ever

**During the pandemic, pest control's essential service status was formally recognised. That recognition didn't disappear when the crisis ended — it remains a cornerstone of how governments and regulators view the industry.**

In a fuel tight economy, essential services are the ones that must keep operating. Pest control sits alongside health, food, logistics, and waste management as a service that protects public health and national infrastructure.

That status isn't symbolic. It's practical. It ensures pest managers remain part of the national continuity conversation — and that matters when supply chains tighten.

## And This Is Where Being Part of AEPMA Makes a Difference

When the industry faces pressure — whether it's fuel shortages, regulatory changes, training reforms, or national emergencies — the strength of a unified voice becomes critical.

### AEPMA continues to advocate for:

•**consistency in licensing and professional standards**

•**updated Codes of Practice that protect operators**

•**training frameworks that reflect real world work**

•**national awareness of accredited pest managers**

•**industry stability during supply chain disruptions**  
Your membership ensures the industry is represented by the industry. It ensures your voice is part of national discussions that affect your work. And it ensures you're not navigating these challenges alone.

**In times like these, professionalism matters. Unity matters. Representation matters.**

# HELPFUL TIPS

Smaller operators often feel fuel spikes more sharply than larger fleets — but they also have the agility to adapt quickly. Here are practical, real world strategies that can help soften the impact without compromising service...

## 1. Tighten Your Route Planning

- Group jobs by suburb or corridor.
- Avoid zig zagging across your service area.
- Use mapping tools that optimise multi stop routes.
- Encourage clients to accept time window appointments rather than exact times.

A well planned day can cut 10–20% off your driving.

## 2. Prioritise High Value Jobs First

When fuel is tight, every kilometre needs to count. Give priority to:

- termite work
- commercial contracts
- recurring services
- urgent health risk jobs

These stabilise cashflow and reduce unnecessary travel.

## 3. Keep Your Vehicle in Peak Condition

A poorly maintained ute burns more fuel. Quick wins include:

- correct tyre pressure
- regular servicing
- removing excess weight from the tray
- checking wheel alignment
- avoiding long idling periods

Small tweaks add up fast.

## 4. Communicate Early With Clients

A simple message like: "Due to current fuel conditions, we're grouping jobs by area to keep costs stable for everyone." Most clients understand – and appreciate the transparency.

## 5. Review Your Service Radius

If you normally travel far for one off jobs, now is the time to tighten your boundaries. Focus on:

- your core suburbs
- your most profitable zones
- areas where you already have multiple clients

This reduces fuel burn and increases efficiency.

## 6. Consider a Small Fuel Surcharge (If Needed)

Some operators add a temporary, clearly explained surcharge. If you do this:

- keep it modest
- communicate it upfront
- remove it when conditions ease

Professionalism is key.

## 7. Lean on Digital Tools

Digital reporting, online invoicing, and remote quoting reduce unnecessary trips. If you can solve a problem without driving there, that's money saved.

## 8. Don't Be Afraid to Say No

If a job is far away, low value, and fuel heavy, it may not be worth it right now. Protect your margins. Protect your time.

## APVMA Update – SGAR Changes Information for Pest Management Professionals

Dear Pest Management Professionals,  
This notice summarises recent regulatory decisions affecting second-generation anticoagulant rodenticides (SGARs) and what they mean for the professional pest control industry.

The information below reflects the decisions published by the Australian Pesticides and Veterinary Medicines Authority (APVMA) and outlines how the changes will operate during the interim period.

SGAR products are not banned. They remain available for professional pest management use, subject to the conditions outlined in the APVMA deemed permit that will take effect from 24 March 2026.

**It is important to note that these changes apply only to second-generation anticoagulant rodenticides (SGARs). These changes do not affect the legal conditions for the use of first-generation anticoagulant rodenticides or non-anticoagulant rodenticides.**

**SGAR active ingredients include:**

- **Brodifacoum**
- **Bromadiolone**
- **Difenacoum**
- **Difethialone**
- **Flocoumafen**

### 1. Future Classification as Restricted Chemical Products

The APVMA has indicated that the intended regulatory outcome is for SGARs to be classified as Restricted Chemical Products (RCPs).

However, this classification has not yet been formally implemented.

The current suspension of SGAR registrations and the issuing of a deemed permit are interim measures while the regulatory review continues and the framework for potential RCP classification is developed.

If SGARs are formally classified as RCPs in the future, access to these products may be restricted to authorised users who meet defined competency or qualification requirements.

The APVMA will work with state and territory governments and the Department of Agriculture, Fisheries and Forestry to

determine how such a framework would operate nationally. Questions have already been raised about the definition of an “authorised person”.

This has not yet been determined and will be developed through consultation with industry and regulators. It is expected this process may take approximately 12 months.

It is anticipated that licensed pest management professionals would be considered authorised users once the framework is finalised.

### 2. Suspension of SGAR Registrations

The APVMA has decided to suspend the registration of all SGAR products, with the suspension taking effect on 24 March 2026.

The suspension has been introduced as an interim risk-management measure while: the broader reconsideration of anticoagulant rodenticides continues; and the regulatory framework for SGARs is finalised. The regulator has indicated that the primary driver for this decision is the risk to non-target wildlife, particularly through secondary poisoning.

### 3. Use During the Suspension – Deemed Permit

From 24 March 2026, a deemed permit issued under section 45B will automatically apply to SGAR products.

This permit establishes the legal conditions for both use and supply of SGAR products during the suspension period.

Key points for pest management professionals:  
The permit overrides existing product labels. Different instructions apply to domestic (consumer) products and commercial (professional) products.

### 4. Domestic vs Commercial Products

**The APVMA distinguishes between two categories of SGAR products. Domestic products (consumer products) These products are designed for household use and typically involve: Small retail pack sizes Labels limited to domestic premises Instructions intended for untrained users**

For these products:  
Outdoor use is no longer permitted

Pack size limits apply (see Section 7)  
Commercial products (professional pest control products)

These products are typically used by licensed pest management professionals and may be registered for use in:

- industrial premises
- commercial premises
- agricultural settings
- public service environments
- domestic buildings

Professional pest control products remain available for use under the deemed permit, subject to the conditions outlined below.

### 5. Key Operational Instructions for Pest Management Professionals

**Under the deemed permit, the following instructions apply to commercial SGAR products used by pest management professionals:**

**DO NOT place bait stations outdoors for control of mice.**  
**DO NOT use in areas accessible to non-target animals, pets or children unless secured in a tamper-resistant bait station.**  
**DO NOT place bait outdoors unless it is secured in a tamper-resistant and weather-resistant bait station which is secured in place.**  
**DO NOT place bait stations more than 2 metres from buildings.**  
**DO NOT apply this product directly into burrows.**  
**DO NOT use the product continuously for more than 35 days without an evaluation of the state of the infestation and the efficacy of the treatment.**

**Hazardous to wildlife. Search for and dispose of dead rodents and slugs/ snails in the infested area at each visit to reduce the risk of secondary poisoning.**

**When using** the product wear disposable gloves, including during handling of bait, bait stations and rodent carcasses.

Pest management professionals should review their current practices to ensure compliance with these instructions.

### 6. Supply Requirements

Once the suspension takes effect, SGAR products must not be supplied unless the recipient is also provided with a physical copy of the updated instructions for use.

These instructions are contained in the APVMA Gazette notice and deemed permit.

This requirement applies to both:

consumers purchasing domestic products; and

professional pest control operators purchasing commercial products.

Suppliers and distributors should ensure that end users receive these instructions when products are supplied.

### 7. Pack Size Limits for Consumer Products

For products classified as domestic (consumer):  
Pellets, soft baits and other non-wax formulations: maximum 150 g per pack

Wax block formulations: maximum 300 g per pack

These limits are designed to reduce the volume of SGAR products accessible to untrained users.

Professional pest control products are not subject to these pack size limits, although all other permit conditions still apply.

### 8. Label Changes and Potential Revocation of the Suspension

Product registrants may apply to the APVMA to vary product labels so that the permit instructions are reflected directly on the label.

If the APVMA determines that updated labels adequately mitigate the identified risks, the regulator may revoke the suspension for amended products, allowing manufacture and import to resume.

## 9. What Pest Control Businesses Should Do Now

While SGAR products remain available for professional use during the suspension period, pest management businesses should begin preparing for the changes.

Recommended actions include:

Reviewing all outdoor bait placements, particularly distances from buildings.

Ensuring technicians understand the new permit instructions.  
Reviewing maintenance baiting programs, particularly where bait stations are serviced on quarterly or longer cycles.

### The permit specifies:

**“DO NOT use the product continuously for more than 35 days without an evaluation of the state of the infestation and the efficacy of the treatment.”**

**Businesses that operate maintenance baiting programs with service cycles greater than monthly should review these arrangements to ensure compliance.**

**AEPMA will continue to update members as further information becomes available from the APVMA and state regulators.**

If you require any further information on the above, please don't hesitate to contact the AEPMA National office via email [info@aepma.com.au](mailto:info@aepma.com.au) or please call 07 32 68 42 10.

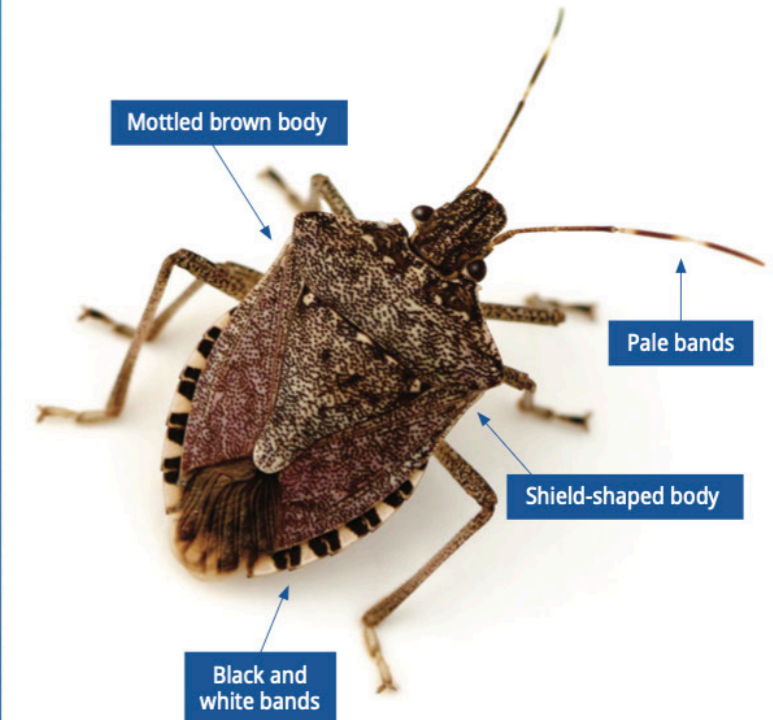


# Have you seen this bug?

## Brown marmorated stink bug



# Look. Report. Protect.



**Brown marmorated stink bug** causes serious damage to a range of industries, and is a nuisance in our homes.

As a sneaky hitchhiker, these exotic bugs often stow away in imported packaging and boxes and could escape into our environment.

**If you see the pest, collect and contain them, kill them with insect spray or by freezing, and store them in a sealed container.**

**Take a photo and report to 13 25 23 immediately.**

For more information visit [biosecurity.qld.gov.au](http://biosecurity.qld.gov.au) or scan the QR code.



# Choose a Strong Foundation for Pre-Construction Termite Work

In the same way that builders construct a house on solid foundations, a termite management system should be built the same way. At Termseal, our systems are built on high performing products that form the foundation for our termite management systems.

One of our foundation products is Multi-Purpose Active Termite and Waterproof Barrier, a cleverly engineered viscous liquid that when cured forms a waterproof membrane, which we invented back in 1998. Its consistent, robust performance allowed it to be used as the foundation for not one but two additional termite management products: Sealant Active and Poly Reinforced Membrane (PRM) Cord and Capping Strip.

As with any product development process, there was a lot of trial and error over the years to develop Multi-Purpose Active; but with determination, a high-performance product ultimately the result.

Its performance was tested in the field across numerous sites in Australia against the key 'economic' termite types that included *Coptotermes acinaciformis* and *Mastotermes darwiniensis*. These species are considered two of the toughest in the world to manage.

Its performance has also been tested in the laboratory. The ability of the product to stick to the surface it is applied to is a primary function that allows it to be able to withstand the activity of termites. Testing according to Australian Standard 3894

methods was successfully completed by a NATA-certified laboratory in South Australia.

Being such a high performing and reliable product, Multi-Purpose Active was used as the foundation for other Termseal products. Sealant Active uses the base formulation of Multi-Purpose Active, combined with additional ingredients, giving it the unique ability to seal cracks and crevices in masonry. Sealant Active is a tremendously versatile product that can be used in many situations, including for cracks and crevices and as part of a solution for pipe penetration protection in new and existing concrete slabs. Sealant Active is also used as part of the System for bearer and joist construction.

Termseal's Poly Reinforced Membrane (PRM) Cord and Capping Strip is also built on the foundation of Multi-Purpose Active. The poly fabric is coated with Multi-Purpose Active, dried and made into strips specifically for use when utilising masonry bricks and blocks for bearer and joist construction. We have seen recently an increased use of cladded construction in some areas, as a feature wall or as way to offer different texture on exterior walls. PRM Code and Capping Strip is the recommended component to install under perimeter walls when cladded construction is used.

When used together, these Termseal products form various termite management systems.

For example, backfilled concrete block walls can be treated with a combination of Multi-Purpose Active with Reoband FG and a Cord and Capping Strip on top of the brick/block construction. Multi-purpose Active can also be used in Northern QLD (and Northern WA) for a perimeter

treatment at floor level after a slab pour using 'knock-out' blocks, and used in conjunction with slab penetration collars.

This is an interesting and unique application method because the construction is specifically for cyclone-prone areas in Northern Australia. When Sealant Active is used with our Reo-Band FG (fibreglass mat) the system can seal moderate-sized cracks and crevices and Multi-Purpose Active can then be used to seal the joint at floor level.

The Termseal product range was initially developed as a passive system, so-called because it does not contain insecticide – the products performed exceptionally well as a termite and waterproof barrier without the need for chemicals. However the range was later launched as an Active system because bifenthrin was added. The product performance tests were completed again, and the products were subsequently registered by the APVMA (then known as NRA). We currently only market the Active System product range.

The products were independently tested by CSIRO to verify performance under the ABSAC Scheme, both as a termite-proofing and waterproofing material. The ABSAC Scheme was superseded by the CodeMark Australia Scheme. The Termseal systems were accredited by that scheme in 2009 – one of the first termite management systems to be accredited.

The quality and performance of the Termseal range is built on the strong foundation of innovative and comprehensive product development and research. This has resulted in the development of range of termite management components which have the flexibility to be incorporated into versatile and proven systems that termite professionals can rely on. We

have not had a bona fide product failure in all the time the systems have been on the market.

I would encourage pest professionals to make the most of the opportunity to use strong, robust termite management the systems, as they ultimately build strong foundations for your business.

Written by Peter Brigden, General Manager, Termseal Australia



part of a perimeter retaining wall treated with Termseal's Multi-Purpose Active



David Priddy - Sundew (front) with Brisbane attendees at the Ecowise launch

## Why Spinout Signals a New Direction for Pest Management

The pest management industry is shifting, and not in small ways. Expectations from customers, regulators and the broader community are evolving, pushing professionals to think differently about how they approach control, less about volume, more about precision, and increasingly about responsibility.

That changing landscape has set the stage for a new generation of products, including the recent release of Spinout® 133 SC Insecticide with Natural Spinosad. Approved in late 2025 and now available through chemical resellers in a practical 500 mL chamber pack, Spinout represents more than just another product launch. It reflects a broader movement within the industry, one that no longer accepts the trade-off between performance and environmental consideration.

David Priddy, CEO of Sundew Solutions, believes this shift has been building for some time. “The conversation has changed,” he explains. “Clients still want results, but they also want to know that what’s being used is appropriate, targeted and aligned with modern safety and environmental expectations.”

That thinking sits at the heart of Sundew’s ecowise philosophy. Rather than stripping back efficacy, the focus is on refining how chemistry is used, delivering professional-grade outcomes while reducing unnecessary chemical load, particularly in sensitive environments.

Central to this approach is spinosad, a naturally derived active ingredient sourced from the soil bacterium *Saccharopolyspora spinosa*. While its origin is biological, its performance is anything but soft. With a unique mode of action targeting insect nervous systems in a highly specific way, it offers effective control without the broader impacts associated with many older chemistry groups.

“Spinosad is a good example of where pest control is heading,” says David.

“You’re getting strong, reliable results, but without relying on legacy chemistry that carries more baggage in terms of safety and environmental impact.”

For pest management professionals, that translates into practical advantages. Spinout is non-repellent, allowing insects to interact naturally with treated areas, and it carries a very favourable safety profile for use in occupied or sensitive sites.

This opens up opportunities across a wide range of environments, from food handling areas through to public and residential spaces, without compromising on performance. The formulation itself is highly concentrated at 133 g/L, with a low application rate of just 6 mL per litre of water. That efficiency aligns closely with the idea of using only what is necessary, applying in a targeted direct fashion, rather than defaulting to blanket treatments.

“Our approach is straightforward,” David says. “Use chemistry with intent. Apply it where the problem is, not everywhere just in case. That’s what modern pest management should look like and what customers are demanding.”

Spinout is designed to work particularly well in targeted scenarios, such as treating active cockroaches or addressing visible ant activity, rather than acting as a traditional long-residual barrier treatment.

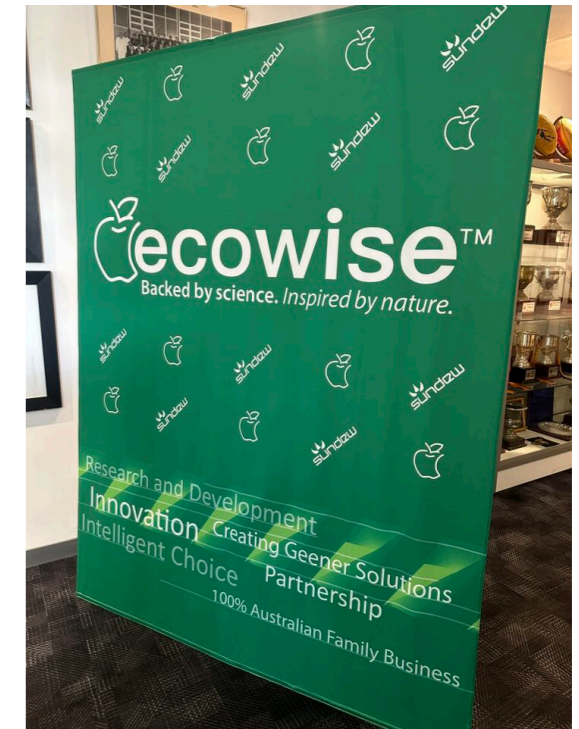
It's a more deliberate, observation-driven style of pest control that fits with how many professionals are already adapting their practices.

The product is currently approved for use against ants, cockroaches and house flies across a wide range of settings, from domestic homes and commercial premises to agricultural buildings and transport environments. Its flexibility extends further with flies, where it can be used as both a surface spray and a sugar-based bait, allowing operators to adapt treatments based on insect behaviour.

Spinout also complements Sundew's broader spinosad-based offering, particularly when paired with Spinogel® ROACH. While Spinout delivers targeted application to active infestations, Spinogel provides longer-term control through baiting, giving professionals a coordinated approach using the same active ingredient and safety profile.

Looking forward, Sundew continues to invest in expanding the potential of this chemistry. "We're actively working on extending the label and exploring new applications," David notes. "It's all driven by what professionals need in the field, backed by solid science and testing."

As the industry continues to evolve, products like Spinout highlight a clear direction away from broad, indiscriminate treatments and toward smarter, more considered solutions. It's not about using more chemistry, but using it better.



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# YOUR COMMITTEES YOUR VOICE



**AEPMA CONTINUES TO  
CHAMPION ITS MEMBERS AND  
UPHOLD THE INTEGRITY OF THE  
INDUSTRY.**

Together, AEPMA's Advisory Committees form the backbone of the Association's governance framework. By combining expertise in engagement, technical standards, training, and legislative advocacy, they ensure the pest management industry remains professional, resilient, and future-focused.

## **Leading with Expertise**

### **Jack Dixon – Chair, Learning and Engagement Committee**

Jack Dixon is the Director and Founder of GC Pest Control, established in 2013 on the Gold Coast. Under his leadership, the company has grown into a trusted provider across Brisbane, the Gold Coast, and Sunshine Coast. Jack brings his business acumen and passion for member engagement to AEPMA, where he chairs the Learning and Engagement Committee, driving initiatives that connect members and strengthen industry growth.

### **John Graham – Chair, Technical Advisory Panel**

With more than 40 years in pest management, John Graham has led Termi Home & Commercial Brisbane for over 25 years. He is a Life Member of AEPMA, recognised for his outstanding service to the industry. As Chair of the Technical Advisory Panel, John oversees Codes of Practice and provides impartial technical guidance, ensuring Australian pest management standards remain credible and consistent.

### **Sam Wood – Chair, Training and Delivery Advisory Committee**

Sam Wood works with Bell Laboratories, a global leader in rodent control products and training. He brings international expertise and a strong focus on education to AEPMA. As Chair of the Training and Delivery Advisory Committee, Sam champions high-quality training resources, certification programs, and professional development pathways that equip technicians with the skills needed for a changing industry.

### **Phil Sayer – Chair, Legislative and Government Advisory Committee**

Phil Sayer has been a licensed pest control operator in Queensland since 1983 and holds a Bachelor of Science in Agriculture from Sydney University. He has served as Technical and Training Manager at Garrards, supporting pest managers nationwide with technical expertise. Phil has been recognised with the Wayne Naylor Memorial Award for Excellence and the AEPMA Bayer Excellence Award. As Chair of the Legislative and Government Advisory Committee, he advocates for fair regulation and ensures the industry's voice is heard by policymakers.

# Selontra® Soft Bait

Rodenticide



## For superior rodent control



## 2. Low Environmental Impact

Cholecalciferol, the active component in Selontra soft bait, does not persist or bioaccumulate in the environment like some anticoagulant rodenticides. This characteristic makes Selontra soft bait a suitable choice in situations where environmental stewardship and mitigation of non-target risks are key considerations.

## Regulatory Status in Australia

It is important to recognise that Selontra soft bait is not categorised as an anticoagulant rodenticide. Consequently, it is not subject to the Australian Pesticides and Veterinary Medicines Authority (APVMA) Notice of Suspension that currently affects certain Second-Generation Anticoagulant Rodenticide (SGAR) products. This regulatory distinction positions Selontra soft bait as a valuable rodent management tool, especially in sensitive environments where regulatory and environmental oversight of anticoagulant rodenticides is heightened.

## Professional Pest Managers

Selontra soft bait offers a straightforward solution that won't disrupt how you organise or perform your current and future rodent control programs. If you follow the label directions, your company should have minimal risk complying with the new strict APVMA regulations.

## Conclusion

Selontra soft bait offers an uncomplicated, compelling and environmentally responsible option for rodent control. Its non-anticoagulant formulation, minimal secondary poisoning risk, and low environmental impact make it an important alternative, particularly where there is increased scrutiny of traditional anticoagulant rodenticides.



## Selontra® Soft Bait – An Efficient Non-Anticoagulant Solution for Rodent Control

Selontra soft bait is a distinctive rodent control product formulated with cholecalciferol (Vitamin D3) as its active ingredient. Classified as a non-anticoagulant rodenticide, Selontra provides an effective alternative to traditional anticoagulant products. Its unique mechanism disrupts calcium regulation in rodents, leading to elevated blood calcium levels and, ultimately, organ failure. This process is fundamentally different from the anticoagulant pathway, offering a range of important stewardship and environmental advantages.

### Key Stewardship and Environmental Benefits

#### 1. Minimal Secondary Poisoning Risk

One of the primary benefits of Selontra soft bait is its reduced risk of secondary poisoning. Rodents typically cease feeding after ingesting a lethal dose, and the cholecalciferol is metabolised differently compared to anticoagulant rodenticides. As a result, the potential for accidental poisoning of non-target wildlife, such as birds of prey, domestic animals, and other predators, is significantly lowered.\*



Scan QR code to find out more about Selontra soft bait.



Scan QR code to visit our website or to contact your local BASF representative directly.

\*Eason, C.T. et al. (1996), Proc. 17. Vertebrate Pest Conf. 54-58. Marshall, E.F. (1984), Proc. 11. Vertebrate Pest Conf. 95-98. Erickson, W. and Urban, D. (2004). Potential Risks of Nine Rodenticides to Birds and Non-Target Mammals: A Comparative Approach. United States Environmental Protection Agency, Washington, D.C.

**ALWAYS READ AND FOLLOW LABEL DIRECTIONS BEFORE USING**  
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