



## A FOCUS ON RESEARCH - MAGTHANITE™

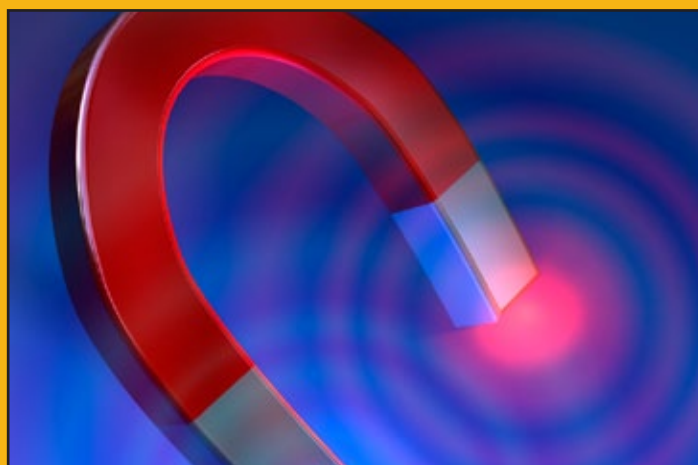
### BETTER AND FASTER BAITING

Next year Ensystem will bring an exclusive range of novel baiting products to the market. Using our MAGTHANITE™ Technology these products will potentially bring better and faster control of problem pest situations.

Based on the concept of paramagnetism, this technology exploits the natural magnetic field present in insect exoskeletons. The hard exoskeletons of cockroaches are composed of chitin and chitosan which, due to the strong negative charge, act as a scavenger or 'bio-magnet'.

### FATAL ATTRACTION

The principle behind MAGTHANITE™ is that since a cockroach's exoskeleton carries a magnetic charge, the magnetic powder with an added active ingredient adheres to the exoskeleton of a foraging cockroach and so is transferred directly by the cockroach into the harbourage creating a "Multiple Cascade Effect"™, or chain-reaction of primary, secondary and tertiary mortality.



Tests by Smith and Moores in Rothamsted Experimental Station show that the rate at which a magnetic powder is picked up by an insect from a surface is 56% higher than for an equivalent quantity of inert talc, with 250% more transference.

In trials involving exposure for just one minute to a residual deposit of a permethrin Magthanite™ formulation at half the standard concentration (0.5%) compared to a standard permethrin formulation containing 1.0% permethrin, Magthanite™ caused 100% insect knockdown within 10 minutes of treatment and none recovered. The new technology will be adapted to applications for ants, bed bugs and termites as products are progressively rolled out in Australia and overseas. So watch this space for more information as the release date draws closer.



The technology will be expanded to other applications



Numerous experiments confirm the uses of MAGTHANITE™

## ENVIRONMENTAL SCHOOL OF THOUGHT USES EXTERRA

Charles Sturt University is very proud of its environmentally sensitive campus located in Albury NSW which stretches over 87 hectares including wetlands and has a distinct focus on native flora and fauna.

The buildings on the campus, which achieved a green rating of 6 stars, are designed with a dedicated focus on environmental preservation and integration.



Charles Sturt University uses EXTERRA



Environmentally sensitive campus

Many of the construction materials are recycled, water storage is integrated into the building design, toilets are completely waterless (and odourless) and temperature control within the buildings is passive, requiring no external resources to warm or cool them. The campus has been recognised internationally for its green credentials.

When termites were found in one of the buildings the solution had to be as environmentally sensitive as the campus itself. Andrew Fagan from Albury/Wodonga Pest Control installed EXTERRA in May this year and was very pleased, but not surprised to have strong feeding at his first follow up Station check, even though it occurred in the middle of winter. The University has been very happy with their decision to use a product that not only has virtually no effect on the surrounding environment but also one that is highly effective.



PARTNERS FOR LIFE



# THOR'S THUNDER

News & Views from Ensystem • ISSUE TEN

## INVESTING IN INNOVATION

Over the coming months Ensystem will be bringing several exciting and innovative pest management solutions to Australian pest managers.

Over the past ten years Ensystem has built a solid reputation internationally as a premium quality supplier to the professional pest management industry.

With a core focus on professional pest managers Ensystem has invested a great deal of time, money and effort into the research and development of the next generation of pest management solutions. These initiatives will start to flow into the market over the coming months and years.

Ensystem has a unique position within the industry being solely focused on professional pest management products. Unlike other competitors in the market, pest management is not viewed as a secondary line to a larger agricultural market. And Ensystem is not just a chemical company.

Whilst we have many innovative new chemical formulations coming through to market, we also have a range of non-chemical solutions to better exploit the global trends away from simple chemical solutions.



Ensystem has been providing innovations since 2002



Ensystem have invested into the research and development of the next generation of pest management solutions



## PRODUCT SPOTLIGHT-HYMENOPHTHOR™



HYMENOPHTHOR Granular Ant Bait

### CURBING ANT POPULATIONS

Paul Hosey from Billy Lanes Pest Control in Wollongong has been seeing a significant increase in the ant activity in the Illawarra area. Paul told us

“Customers have been experiencing a large number of ants in and around their homes, I believe this is probably due to the number of other dead insects that we are seeing at the moment such as moths.”

These dead insects serve as a brilliant food source and because moths are attracted to the lighting around homes at night, there is usually a concentrated amount of dead carcasses around people's houses.

Paul decided to give the new HYMENOPHTHOR Ant Bait Station a try and placed them filled with HYMENOPHTHOR Granular Ant Bait on the pheromone line which ants were travelling along.

Paul said

“The Hymenopthor bait was easy to handle, and I didn't have to worry about post service calls like I do with gel baits.”

Paul added “It targeted a wide range of ant species, not just the sugar feeders, but the protein feeders as well!” Paul also explained “Because the granule is contained within the Station, it's protected from the weather and unlike the gel baits I've tried, I didn't need to worry about the bait drying out on external applications.”

Best of all, Paul said, he saw feeding immediately upon placing the HYMENOPHTHOR Stations down and his customers reported almost all ants gone within a week.

HYMENOPHTHOR contains a unique blend of several sugars, oils and proteins in a novel cereal base to provide this high attraction to a wide range of ant species..



Ant cafe

## SKIPPY USES PERMETHOR



“The new style of container for PERMETHOR has made the product even more user-friendly, it just fits in more places and the lid seals so easily”.

Maybe not Skippy the kangaroo, but Dan McCloskey from Skippy Pest Control in Heritage Park Queensland is certainly a big fan. Dan had concerns about how well the dust he had been using was working so he decided to give PERMETHOR a try.

After finishing off his first bucket Dan was convinced that PERMETHOR was the best product for the job. No other dust on the market is lighter or has a finer particle size making PERMETHOR very flowable. This means that PERMETHOR carries further into voids and deeper into cracks and crevices

Dan said “I'm completely impressed with the PERMETHOR, the flowability of the product means I get far better coverage in more places and the fast knock down on bees and wasps is unique.” Since our photo was taken Dan also added “The new style of container for PERMETHOR has made the product even more user-friendly, it just fits in more places and the lid seals so easily”.



The new style of container for PERMETHOR

## PYRETHROIDS AFFECTING YOU?

Synthetic pyrethroids are by far the most widely used pesticide group in our industry.

This group of chemicals has been around since the 1970's and in 40 years of use there have been no reported long term serious effects on humans.

For many of us there are absolutely no effects from exposure to pyrethroids, however some people have a sensitivity to this chemical group and experience reactions such as numbness or burning.

This reaction is termed paraesthesia - a well documented short-term side effect from pyrethroid exposure.

If you are experiencing these reactions it's most likely the result of using alpha-cyano pyrethroids such as deltamethrin, cyfluthrin, etc. Symptoms of paraesthesia include tingling, a mild burning sensation, prickling or numbness and whilst these effects are temporary they can be uncomfortable and of course unwelcome.

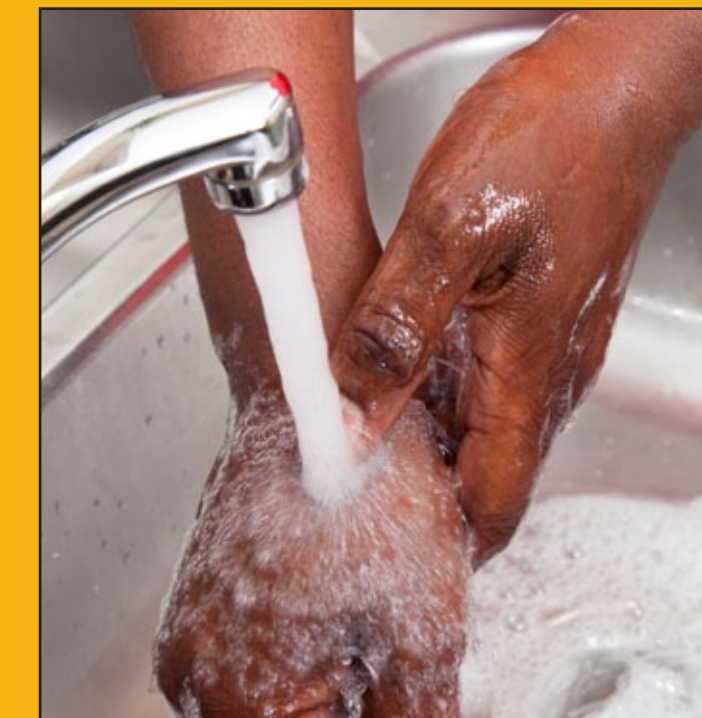


Some barrier creams bring relief from Paraesthesia

We're told by those who have experienced the 'burning' sensation from using pyrethroids that some barrier creams bring relief and significantly ease these symptoms.

Of course there are many steps you can take to reduce the likelihood of experiencing this reaction such as making sure that all of your skin is covered and avoid touching around eyes, lips or face.

Be sure to thoroughly wash your hands and face after handling chemicals even if you've worn gloves. Wash your personal protective equipment after each day's use as residue from previous treatments can very easily be



Paraesthesia - a well documented short-term side effect from pyrethroid exposure

activated when in contact with moisture such as body sweat. Even if don't have a reaction yourself to chemical products is a very good idea to stay safe and take these steps regardless.