

## President's Message



### **Greetings & Salam Sejahtera,**

We are now known as the Malaysian Pest Management Association (MPMA). The name change is in tandem to the rebranding exercise that is to provide the industry future a more professional outlook because we need to adopt changes to be sustainable and stay relevant. We have also adopted a mission statement to go with the name change - To protect the well-being & properties of Malaysian in a sustainable way, in collaboration with all the stakeholders to influence & educate the industry's eco-system for an absolute peace of mind. We hope that you will embrace this too!

One of our action plans is to create an event that impact the public on how we should be recognized and celebrated for our contributions as pest management professionals in protecting their health & property. We call every one of you to support us through this initiative through the "World Pest Day 2020 (WPD2020)". The WPD falls yearly on June 6. The inaugural World Pest Day ceremony was held at the Beijing Hotel on June 6th, 2017.

This year, it falls on Saturday and we seek your good gestures to contribute anyway possible on promoting the campaign to other stakeholders, be part of the "gotong royong team", participate in the awareness session with the children at schools that you adopt, have poster presentation etc. We will communicate to you but do check out and like the MPMA Facebook and websites for the latest information and updates on our planned activities.

It is our hope that the WPD will eventually create greater public awareness on the importance of pest management professionals as part of quality improvement in life and eco-systems.

May the year 2020 bless you with good health, wealth and happiness. No pun intended, may the Year of Rat brings more prosperity to us!

N.B. I would like to express our gratitude and appreciation to Mr. Elvin Chan Kok Kheong for designing the new MPMA logo.

Nor Hisham Badri  
President  
Malaysian Pest Management Association

## President's Message

### Salam Sejahtera,

Sukacita dmaklumkan bahwa nama Persatuan Kawalan Makhluk Perosak Malaysia (PCAM) telah bertukar ke Persatuan Pengurusan Makhluk Perosak Malaysia (MPMA). Pertukaran nama ini berlandaskan kepada penjanamaan semula industri untuk menampilkan imej profesionalisma. Kelestarian dan kepentingan industry ini hanya akan ujud apabila kita mendakap arus perubahan. Penjanamaan semula walaupun kecil tetapi diharap membawa kesan besar kepada industry ini.

Kita juga akan menggunapakai kenyataan misi iaitu melindungi kesejahteraan & hartabenda rakyat Malaysia secara lestari, bekerjasama dengan semua yang berkepentingan untuk mempengaruhi dan mendidik eko system industry bagi mecapai ketenangn yang mutlak.

Industri ini perlu diberi pengiktirafan atas pengorbanan yang telah dilakukan oleh kita semua dalam memastikan kesihatan terjamin, hartabenda terpelihara dan sebagainya. Satu pelan tindakan untuk penjanamaan telah dirangka dimana ianya perlu memberikan impak yang besar kepada semua yang terlibat. Kami mohon supaya semua yang berkepentingan untuk menyokong iniatif ini melalui "World Pest Day (WPD) 2020". Untuk makluman WPD telah diresmikan untuk julung kalinya di Beijing pada 6 June 2017. Sehubungan itu, semua pemain industry diseluruh dunia bersetuju untuk meraikan WPD pada 6 Jun setiap tahun.

Semua yang berkepentingan dalam industry pengurusan makhluk perosak boleh membantu dan menyokong WPD dengan melibatkan diri dalam aktiviti-aktiviti yang dirancang. Aktiviti-aktiviti ini termasuklah program gotong royong, persembahan poster, sesi kesedaran bersama remaja dan murid sekolah dan sebagainya. Sila lawati laman web dan facebook MPMA untuk perancangan terkini.

Harapan kita ialah WPD yang diraikan setiap tahun pada 6 Jun akan menimbulkan kesedaran pada umum tentang pentingnya kita sebagai pemain industry ini untuk menjamin kesejahteraan dan disamping melindungi kelasterian eko sistem.

Saya ambil kesempatan untuk mengucapkan Selamat Tahun Baru 2020 & Selamat Tahun Baru Cina yang mana tahun ini zodiaknya ialah tikus; satu makhluk yang perlu dibasmi tetapi memberi rezeki dikalangan kita.

Sekian,

Nor Hisham Badri  
Presiden  
Malaysian Pest Management Association





### Dear fellow members of MPMA,

It is my great honor to be appointed and serve as the new Vice President-Communication. Being a committee member in the previous term it has given me a great exposure to build and learnt from association affairs and co-operating in the activities that have conducted. I hope to contribute more in developing our industry and association to the next level with the support from all respectful members. We hope to be efficient in bringing updates and these are the key objectives:

- To create awareness on the Pest Control Operators (PCO) Rules and Regulations (2004) via awareness campaign and roadshows that includes government agencies.
- To organize workshop and roadshows of Meet & Greet sessions with respected suppliers, manufacturers, educators, motivators to up-skill our knowledge and ways to encounter challenges in our industry and market.
- To bring more industrial updates from states to national discussions, meeting and seminars with related government departments.
- To engage and bridge with other associations in promoting the pest control management and professionally services. At the same time we can also learn and understanding their support needed in our industry too.
- To create sub-edition of PestLink softcopy versions to bring updates for the above and reducing usage of papers for environmental issue.
- To promote World Pest Day 2020, coincidentally this is also Vision 2020 of Malaysia. MPMA will share how members may contribute in various programs and activities so let us all blast this event with our country's vision as well.

These are some of my mission that I would love to achieve but I can't do it without your supports. Our association have existed for 25 years but we only have a quarter voices of the license PCOs. Changes for the better tomorrow can't be made without your continuous support. Do let us have this opportunity to work along with you and upkeep this beautiful industry of ours for proudness, intelligence and prosperity.

Last but not least, hereby would like to take this moment to wish all fellow members Merry Christmas and Happy New Year 2020 in advance. Wishing all a blessing and success in the year coming.

Thank you.

Belven Lee

VP Communication (2019-2021)

Malaysian Pest Management Association (MPMA)

Econpest Services (PG0261849-K)

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#### CONTENTS

pg 1 President Message

pg 2 VP Communication Message

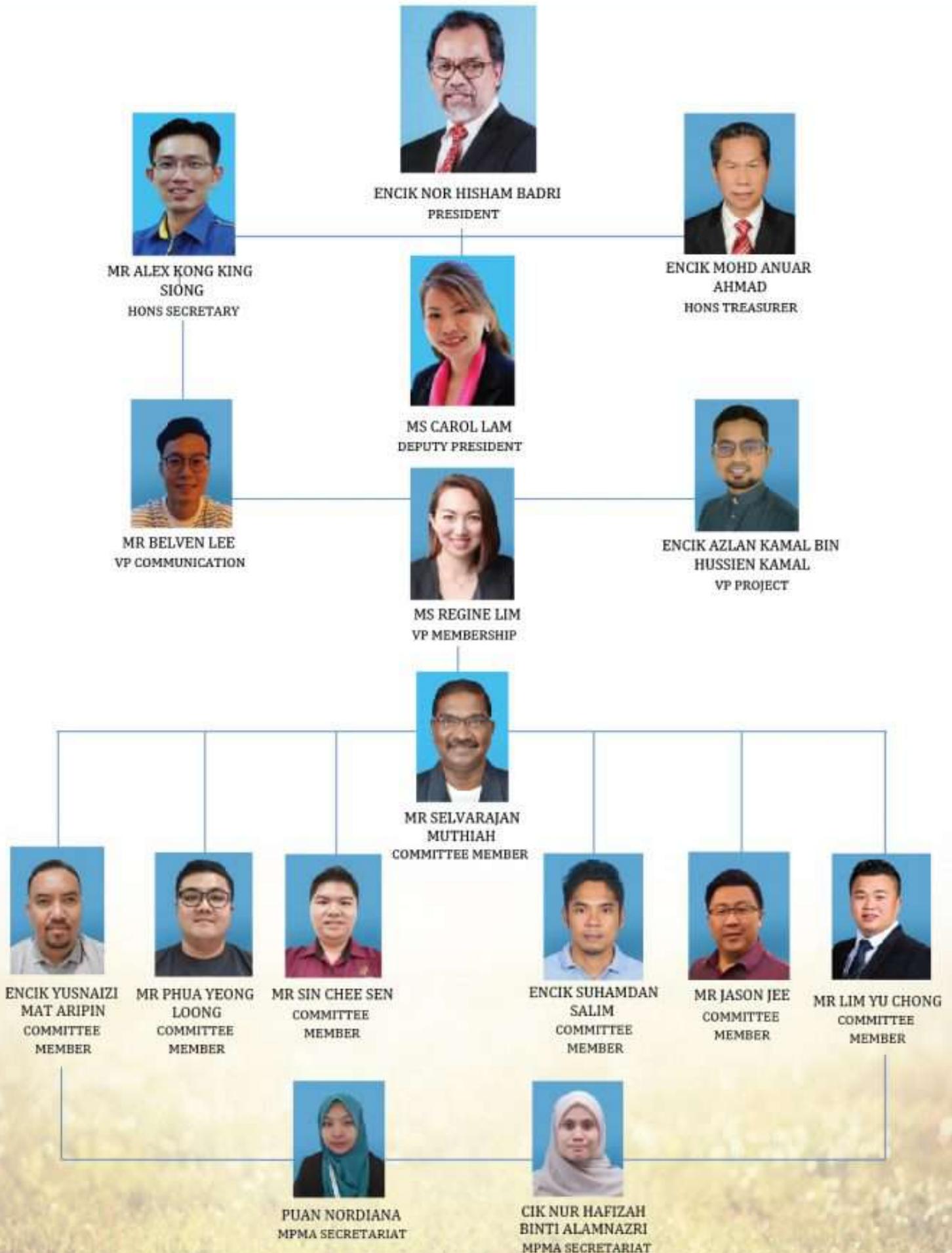
pg 3 Organisation Chart 2019 -2021

pg 4-5 Meet & Greet

pg 6-7 Greetings & Wishes from the Committee

pg 8-10 Semut Selangor or Semut Ipoh? Ecology & Behavior.  
Article by Prof. Dr. Abdul Hafiz Ab Maji

# Organistaion Chart

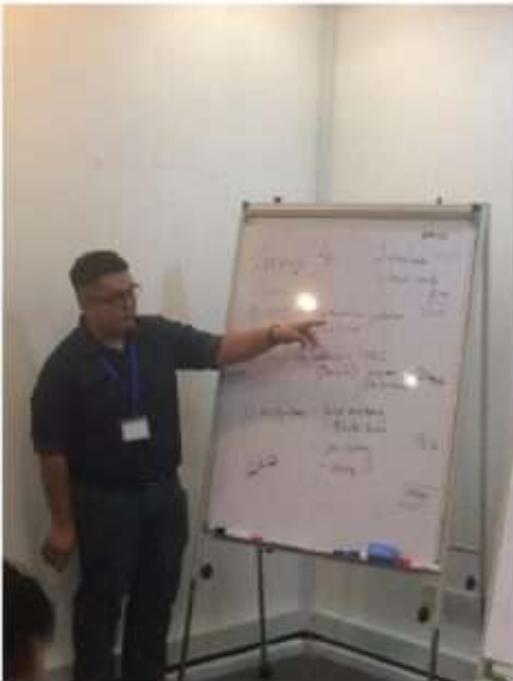


# meet & greet

10

Pricing Strategy: Best Practices & Common Pitfalls





## Greetings & Wishes from the Committee



Carol Lam  
Deputy President  
2019 - 2021

Dear Members, Associates & Friends

Warm Greetings & Happy New Year! I would like to thank all our loyal members for their continuous support and acknowledge all my fellow colleagues in MPMA for their selflessness and dedication to the association. 2019 has been a good and progressive year for us.

Looking forward to 2020 and beyond with great anticipation for growth, unity and stronger influence as an association. With a new name, new team and new direction, I believe we are set to achieve even greater heights.

During this festive period, I wish you and your family an enjoyable holiday season and may the New Year bring you good health, happiness and prosperity!



Happy New Year! May the coming year be full of grand adventures and opportunities.

Jason Jee  
Committee 2009-2013  
Hon Treasurer 2013-2017  
Vice President (Communication) 2017-2019  
Committee 2020-2021



With the brand new name from PCAM to MPMA, I wish the association and all members have a better involvement, contribution and achievement in Pest Management industry for Chinese Lunar Year of Rats in 2020.

Alex Kong  
Innopest Solutions



New Year Greeting:  
NEW YEAR, NEW HAPPINESS, NEW GOALS, NEW ACHIEVEMENT AND KEEP INSPIRING.  
HAPPY 2020.

Sunny Phua Yeong Loong  
Daya Pest Control & Services



Joined ThomasCowan & Co.(M) Sdn Bhd in year 1984 followed by Rentokil Initial (M) Sdn Bhd till 1994. Presently with New-Tech Pest Control Sdn Bhd as Executive Director. Experience in pest control industry for 35 years. Licensed Pesticide Applicator and Fumigator. Served as an Exco in PCAM from year 2007 till 2017 and effective year 2019 with MPMA. Participated in Pest Summit 2014 Kuala Lumpur and Faopma 2015 Penang as Organizing Committee. I take this opportunity to wish all members a very happy New Year 2020. May your businesses prosper even more in years to come. Good luck.

Selvarajan Muthiah

## Greetings & Wishes from the Committee



Ms Regine Lim  
Entopest

Dear All members,  
Happy New Year! I'm sure that everyone enjoyed festive days at the beginning of the New Year.  
As VP membership of MPMA, I would like to thank all old and new members who continuously supporting us in creating more values to all PCOs.  
Let's work closely together to bring our industry to a higher level in services industry.  
Thank you & Gong Xi Fa Cai since Chinese New Year is just around the corner.

We have 17 new MPMA members registered in 2019:

1.	Rizal Pest Management	10.	CN Pest Services Sdn Bhd
2.	Ezee Clean Sdn Bhd	11.	Simple Pest Solution
3.	Times Pest Control Sdn Bhd	12.	Lembayung Pest Control
4.	Alam Pest Control & Construction	13.	Geo Pest Management Sdn Bhd
5.	Pest Paramedics Sdn Bhd	14.	Pluscare Health & Hygiene Services
6.	Serval Integrated Pest Management Sdn Bhd	15.	Jafem Environment Solution Services
7.	Artcon Enterprise	16.	Mcqwin Industries Sdn Bhd
8.	Pied Piper (M) Sdn Bhd	17.	Pest react sdn bhd
9.	Bugcircle Pest Management Sdn Bhd		



I'm Lim Yu Chong from Sam Pest Management Sdn Bhd. I'm acting as a Technical Director in that company since year 2013. Previously I was working in Imaspro Resources Sdn Bhd in R&D department and Marketing department.

I was graduated from USM, Penang as a Degree holder in Vectors and Parasites.

In year 2020, I wish every pest control operators in Malaysia to have a greater achievement in the new decade and then we work together to bring pest control industry to a more professional level.

Lim Yu Chong  
Sam Pest Management Sdn Bhd



Year 2020 is going to be a very challenging year for our industry. However, with a new name, new mission and vision we should be able to escalate our pest control industry to the next level.

I would like to take this opportunity to invite all our members and non-members out there to contribute your ideas and knowledge for betterment of our association.

Yusnaizi Mat Aripin  
Sanicare Hygiene Services Sdn Bhd.



Happy New Year 2020 dear members. Don't forget the past, learn from it and go out strong for your dreams and future. With newly configuration MPMA there will be a fresh collaboration association towards an advance and better performance in the industry. My best wishes are with you.

Sin Chee Sen  
Ecommon Pest Solution