



# **Pest Management Partnerships for Food Safety Success**

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# The Client's Decision



**We're using  
IPM from  
now on.**



# Pest Management Partnerships for Food Safety Success



What is IPM?



What exactly is “integrated”?

- Commercial Pest Management Company?
- Commercial Food Client?
- Both, plus all of their employees?



# Commercial Pest Management



## Five of 22 Chapters

- Being a Successful Commercial PMP
- IPM in Commercial Pest Management
- Pest Prevention in Commercial Accounts
- What Commercial Pest Management Customers Want
- Regulatory Considerations in Commercial Pest Management



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# Putting Together the IPM Puzzle



# IPM Puzzle Pieces

Keeping Pests Out Must be Your top IPM strategy!

- Building and Property
- Doors and Openings
- Inbound Shipments
- Employee Behavior



*An Ounce Of (Pest)  
Prevention Is Worth More  
Than A Pound Of Cure !!!*



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# IPM Puzzle Pieces



## Poor Sanitation

- Attracts pests
- Feeds pests
- Protects pests
- Food safety risk







# IPM Puzzle Pieces

- ✦ Lighting
- ✦ Air Movement
- ✦ Temperature
  - Higher temperatures
  - Lower temperatures
- ✦ Moisture/Humidity
- ✦ Other



# Let's review responsibilities . . . .



## Commercial PMP

- ★ Pest inspection
- ★ Pest IDentification
- ★ Document deficiencies
- ★ Client recommendations
- ★ IPM strategies
- ★ Monitor progress

## Commercial Food Client

- ★ Structural integrity/maintenance
- ★ Exclusion – openings
- ★ Exclusion – incoming shipments
- ★ Cleaning and Sanitation
- ★ Trash handling
- ★ Lighting – type and management
- ★ Drainage and drains
- ★ Landscaping and environment
- ★ Pest sightings/reporting
- ★ Employee behavior/cooperation





# Summary

Successful IPM programs and (food safety) require the cooperation of the food company client and all of their employees. Without it, the pest control program will regress to regular pesticide applications. Partnerships and teamwork are critical to the success of IPM programs, not just in the food industry.

