



## **SARM Mid-Term Convention**

November 16, 2022

Presented by Amin Poonja and Sameer Thawer

# Presentation Outline

- About Ecopest
- Why SARM and Ecopest?
- What is Integrated Pest Management (IPM)?
- Pest Control Products Act (Canada) and Pesticide Labels with Example
- Pest Control Products Saskatchewan Act
  - Licencing
  - Storage
  - Reporting
- Key Pests in the RM's and Relevant Products
- Products Purchasing Process and Distribution Channels



# About Ecopest

Largest Independent Pest Management Company based in Western Canada servicing throughout **Canada** providing

- *Pest Control, Fumigation and Odor Control Services*
- *Pesticide Manufacturing and Pest Product Distribution*



ECOPEST

Pest Control for Your Health and Environment.

# About Ecopest

- Providing quality services to over 30000 residential, commercial, institutional, government and industrial clients
  - Pest Management
  - *Pest Product Supply for Commercial and Domestic Users*
- Over 30 Years in Business – Founded in 1991
- Headquarters: Edmonton, AB
- Regional Physical Branches:
  - Regina and Saskatoon, SK
  - Calgary and Fort McMurray, AB
  - Vancouver and Prince Rupert, BC
  - Service partners throughout Canada (All Provinces)
- Nationwide distribution with manufacturing and fulfillment centers in both Eastern and Western Canada

# Industries Served

- Services and Products for Residential, Commercial and Industrial Clients
  - Cities and Municipalities
  - Universities / Colleges
  - Schools
  - Hospitals
  - Municipal Facilities
  - Commercial Buildings
  - Food Plants and Restaurants
  - Industrial Plants: Refineries, Substations, etc.
  - Seniors Facilities
  - Multi-dwelling Residential including Social Housing
  - Private Homes

# SERVICES OFFERED

Canine Inspection

Bedbugs Target  
Heat Treatment

Rodent Control

Insect Control

Pigeon Control

Hanta Virus Clean-  
up

Rodent and  
Pigeon - Proofing  
and Exclusion

Pesticide  
Manufacturing  
and Sales

Odour Control

Pest Advisory  
Center and Expert  
Advice

Virtual  
Inspections or  
Advice

After Sales Service  
- Knowledge  
Sharing



**ECOPEST**  
Pest Control for Your Health and Environment.



# Why SARM and ECOPEST?





AND



- Ecopest is a Reputable Business
- A Company that does Product Supply and Manufacturing
- Large Network of Centers to Distribute From
- Competitive Pricing due to Size, Reach and Network
- Expert's in Pest Management – 30 years of Experience
- Offer Pest Control Services as PCO's or as Service Providers to the RM
- Support the RM and the Residents of the RM (Advisory Capacity)



# Integrated Pest Management

# RM's and Integrated Pest Management (IPM)

- **Why RM's (Administrators, PCO's, etc. ) should care about IPM?**
- Because they are a big part of the IPM Plan and Continuum

# Integrated Pest Management (IPM)

- Components of IPM:
  - Education and Training
    - Management, Contractors, Tenants, Residents, Custodians, **RM's, PCO's**
  - Elimination and Reduction
    - Food Source
    - Harborage
    - Water
    - Pest Access
  - Control Measures
    - Chemical
    - Non Chemical
    - Prevention

# Pest Control Products Act of Canada, PMRA and Pesticide Labels

Source: Pest Control Products Act - <https://laws-lois.justice.gc.ca/eng/acts/p-9.01/page-1.html>

# PCP Act and PMRA

- **Pest control products (pesticides) acts and regulations**
  - Acts and regulations applicable to the regulation of pesticides and other pest control products in Canada
  - *The Pest Control Products Act regulates the products used for the control of pests.*
- **Pest Management Regulatory Agency (PMRA)**
  - Health Canada's Pest Management Regulatory Agency (PMRA) is responsible for administering the Pest Control Products Act on behalf of the Minister of Health.



# PCP Act Highlights

- An Act to ***protect human health and safety and the environment*** by regulating products used for the control of pests
- WHEREAS ***the availability and use of pest control products pose potential risks***, both directly and indirectly, to the health, safety and well-being of individuals in Canada and to the environment;
- WHEREAS ***pest management plays a significant role in diverse areas of the economy and other aspects of the quality of life throughout Canada***;
- WHEREAS ***pest control products of acceptable risk and value can contribute significantly to the attainment of the goals of sustainable pest management***;



# PCP Act Highlights

- WHEREAS *it is in the national interest that the primary objective of the federal regulatory system be to prevent unacceptable risks to individuals and the environment from the use of pest control products,*
- the attainment of the objectives of the federal regulatory system continue to be pursued through a *scientifically-based national registration system* that addresses risks to human health and the environment both *before and after registration* and applies to the regulation of pest control products throughout Canada





# Product Labels (Obtained After Registration)

- **Label** includes any written, printed or graphic matter
  - that is or is to be applied or attached to or included in, or that accompanies or is to **accompany a pest control product or a package**; or that belongs to a pest control product and is **transmitted electronically**, in accordance with the regulations
  - That outlines the **safety elements of the product, pests that can be controlled, how the product can be applied, who can apply the product, etc.**

***THE LABEL IS THE LAW – It is advisable to follow it 😊***

# Looking up Labels

## Health Canada Website

<https://pr-rp.hc-sc.gc.ca/lr-re/index-eng.php>





### Health Canada

www.hc-sc.gc.ca

[Français](#) | [Home](#) | [Contact Us](#) | [Help](#) | [Search](#) | [canada.gc.ca](#)

Home > Consumer Product Safety > Pesticides & Pest Management > Registrants & Applicants > Tools > Search Product Label

**Consumer Product Safety**

Print | Text Size: S M L XL Help

**Search Product Label**

This label transcript service is offered by the Pest Management Regulatory Agency to provide efficient searching for label information. This service and this information do not replace the official hard-copy label. The PMRA does not provide any guarantee or assurance that the information obtained through this service is accurate, current or correct, and is therefore not liable for any loss resulting, directly or indirectly, from reliance upon this service.

You can now access Pesticide Labels on your mobile device with our new [Application](#).

**Search product information**

**Search full contents of e-labels:**

Enter the text you wish to search for

**Initial Criteria:**

Search Field --Select Field-- Operator contains

Criteria

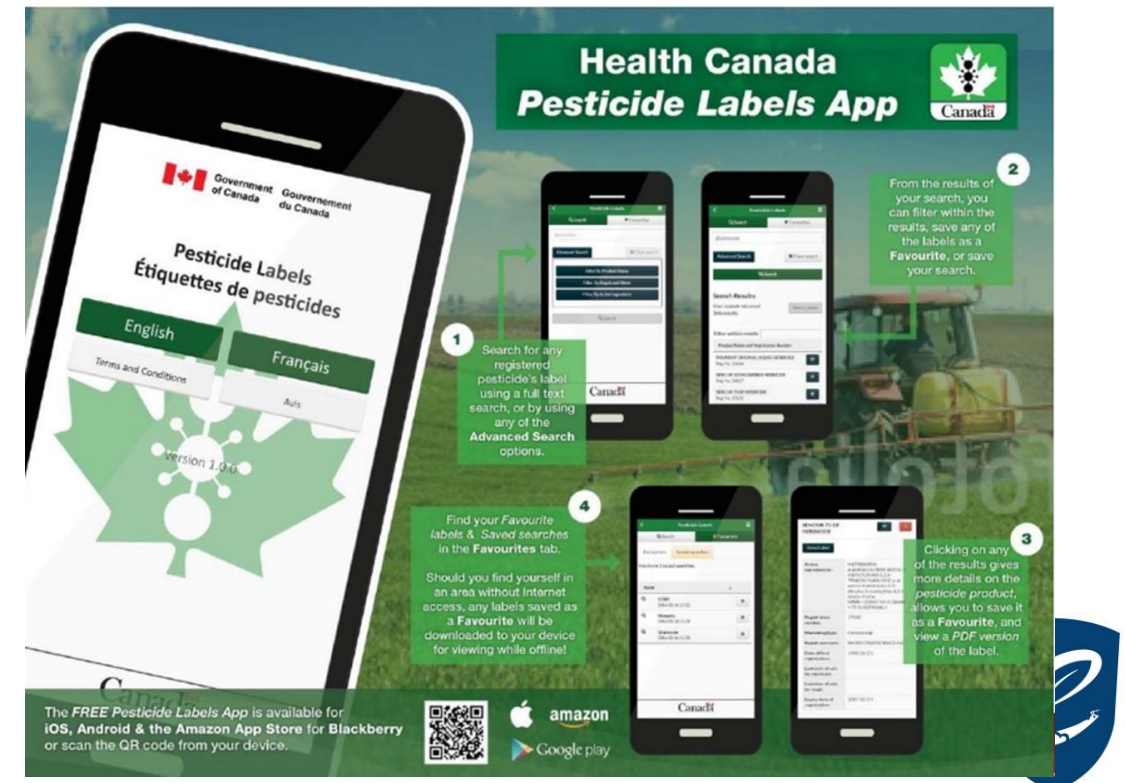
And/Or and

**Additional Criteria:**

Search Field --Select Field-- Operator contains

Criteria

## Label Application on Apple Store, Google Play



**Health Canada Pesticide Labels App**


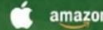

1 Search for any registered pesticide's label using a full text search, or by using any of the Advanced Search options.

2 From the results of your search, you can filter within the results, save any of the labels as a Favourite, or save your search.

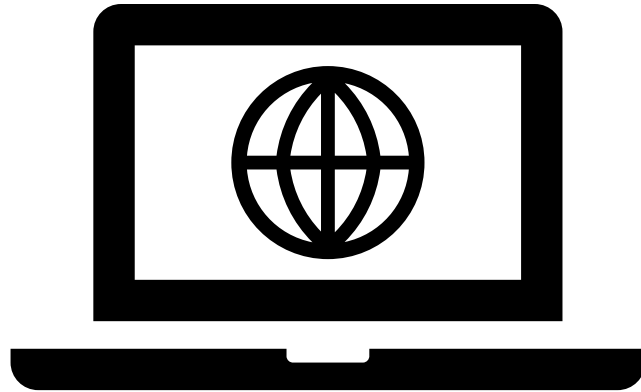
3 Clicking on any of the results gives more details on the pesticide product, allows you to save it as a Favourite, and view a PDF version of the label.

4 Find your Favourite labels & Saved searches in the Favourites tab. Should you find yourself in an area without internet access, any labels saved as a Favourite will be downloaded to your device for viewing while offline!

The **FREE Pesticide Labels App** is available for **iOS, Android & the Amazon App Store for Blackberry** or scan the QR code from your device.



# Sample Label Review – Ramik Green PCP#11669



[https://pr-rp.hc-sc.gc.ca/lr-re/lbl\\_detail-eng.php?p\\_disp\\_regn=%2711669%27&p\\_regnum=11669](https://pr-rp.hc-sc.gc.ca/lr-re/lbl_detail-eng.php?p_disp_regn=%2711669%27&p_regnum=11669)

# Pest Control Products Saskatchewan Act and Regulations – Licencing, Storage and Records

Source: Pesticide Licensing Program, The Pest Control Products (Saskatchewan) Act, The Pest Control Products Regulations, 2015

<https://www.saskatchewan.ca/business/agriculture-natural-resources-and-industry/agribusiness-farmers-and-ranchers/crops-and-irrigation/pesticide-licensing-program>

# Licencing for Pesticide Applications

From the Act and Regulations:

**“Prohibition against selling or applying pesticide without licence**

Except as otherwise provided in the regulations but subject to section 8 of The Environmental Management and Protection Act, 2010, no person, unless the person holds a **valid licence** to do so issued pursuant to this Act, shall:

- **carry on a business involving the sale, use or application or a pesticide; or**
- **for hire or reward, apply, sell or offer to apply or sell a pesticide.**



# Licences Classes in Saskatchewan

- **Pesticide Applicator Licence** - Any person wanting to purchase and use federally registered restricted or commercial class pesticides for hire or reward are required to hold a Pesticide Applicator Licence.
- **Pesticide Service Licence** - Companies or individuals that conduct pesticide applications as part of their business for hire or reward are required to hold a Pesticide Service Licence.
- **Pesticide Vendor Licence** - Retail pesticide vendors that sell Commercial or Restricted class pesticides are required to hold a Pesticide Vendor.



# RM's Responsibilities

- Purchase Pesticides from Approved Vendors with Pesticide Vendor Licence and make sure they products are registered for use in Canada  
– ASK FOR THE LICENCE AND LABEL
- Store Pesticides in your Municipalities according to the Standards
- If have Staff for Application or hiring PCO make sure they have appropriate licencing
- Maintain Proper Records for Applications Conducted

# Pest Control Officers Responsibilities

- Should hold a **VALID** Pesticide Applicator Licence
- Use Product as per the Federally Legislated Label
  - Protect Human Health, Animals and Environment
- Maintain Proper Records of Applications
- Have Proper Storage Practices



# Records

- Every holder of a pesticide applicator licence or a pesticide service licence shall keep records on a daily basis of each operation he or she performs that involves pesticide use or application
  - the name of the person for whom the pesticide was applied
  - the location and size of the area where the pesticide was applied
  - the year, month, day and time at which the pesticide was applied
  - the purpose for which the pesticide was applied
  - the common or product name of the pesticide applied, and the registration number assigned to it pursuant to the federal Act
  - the method of application
  - the total quantity of or the rate of application of the pesticide applied
  - meteorological data at the time the pesticide was applied
- Every holder of a pesticide applicator licence or a pesticide service licence shall retain all records described above for a period of **not less than three years** from the date of the application and shall make them available to any inspector on request within two weeks from the date of the request.



# Storage and Transportation of Pesticides

- Every person who keeps, stores or transports a pesticide shall do so in a manner that:
  - ensures that the pesticide **does not come into contact with or contaminate any substance intended for human consumption or for consumption by plants or other animals; and**
  - prevents the pesticide from coming directly or indirectly into contact with human, animal or plant life in any other manner that may be **injurious to that life.**

# Storage Containers

- No person shall have in his possession or keep a pesticide in a container other than:
  - the **container** in which the pesticide was **originally** stored for sale or offered for sale after the manufacture thereof; or
  - a **container** that is of a type **customarily used or approved** for that purpose by the manufacturer and that **bears a label** meeting any requirements prescribed by the Act or the regulations.

# Storage Requirements

Every person who keeps or stores a pesticide shall ensure that the pesticide or any container that holds or has been used to hold the pesticide is kept and stored separate from any foodstuffs, feeds or other material intended for consumption by humans or animals by:

- in the case of a **restricted pesticide**, keeping or storing it:
  - in a separate locked building; or
  - in a separate locked room or compartment that has no opening except for ventilation and entrance or exit and that is partitioned from floor to ceiling with suitable building materials that conform to applicable fire and building codes; or



# Storage Requirements

- in the case of a pesticide other than a restricted pesticide, keeping or storing it:
  - in a separate locked building;
  - in a separate locked room or compartment that has no opening except for ventilation and entrance or exit and that is partitioned from floor to ceiling with suitable building materials that conform to applicable fire
  - and building codes; or
  - in a building, separated from the nearest foodstuffs, feeds or any other material intended for consumption by humans or animals by means of packaging or a method otherwise acceptable to an inspector.
- In addition to meeting the requirements in the above 2 slides, every person who sells a commercial pesticide or restricted pesticide or stores it for gain or reward shall ensure that the storage area has:
  - a **source of water** in an area in or adjacent to the storage area;
  - **protective clothing**, a **first aid kit** and a **respirator**, all appropriate to the pesticide stored, that are properly maintained, functional and available at all times for personnel handling and working with pesticides;



# Storage Requirements

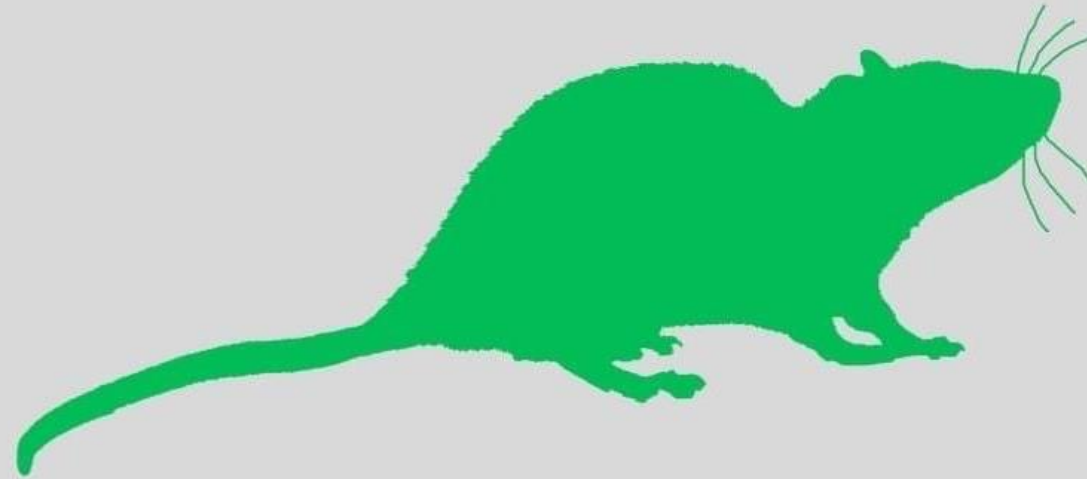
- **flooring that is constructed to contain spills or leaks** and that does not contain any floor drain or catch basin directly or indirectly connected to any private or municipal sewage system or public watercourse or open body of water;
- **flooring that is capable of being readily cleaned and decontaminated of pesticides stored within the storage area;**
- **adequate ventilation**, either by natural or mechanical means, to prevent the accumulation of toxic or flammable vapours;
- a **“Danger -- Stored Pesticide” sign** printed in block letters five centimetres or more in height, posted on each entrance;
- a source of lime, coarse clay, sand, sawdust or other **absorbent material** to soak up a spilled pesticide; and
- suitable and adequate **washing facilities** for personal decontamination at or near the storage area;





# Pest Issues In Saskatchewan and Products

**What do you get when  
rodents infest your  
refrigerator?**



***MICE CUBES***





Mice



Rats



Name: Ramik Green Pellets

Type: Rodenticide

Target Pest: Rats, Mice, and Ground Squirrels

Active Ingredient: Diphacinone

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals



Name: Ramik Green Mini Bait Pack

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Diphacinone

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals



Name: Weatherblok XT Bait Containing Ratak Rodenticide

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Brodifacoum

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals





Name: Ratak Pellet Place Packs

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Brodifacoum

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals



Name: Resolv Soft Bait

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Bromadiolone

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals



Name: Contrac All-Weather Blox

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Bromadiolone

Application Method: Rodenticide to be placed in tamper-resistant bait stations





Name: Contrac All-Weather Meal Packs

Type: Rodenticide

Target Pest: Rats and Mice

Active Ingredient: Bromadiolone

Application Method: Rodenticide to be placed in tamper-resistant bait stations or in locations not accessible to children, pets or non-target animals



Gophers



Name: Rozol RTU

Type: Rodenticide

Target Pest: Ground Squirrels and Pocket Gophers

Active Ingredient: Chlorophacinone

Application Method: Rodenticide can be placed in each burrow



Name: ZP Rodent Oat Bait

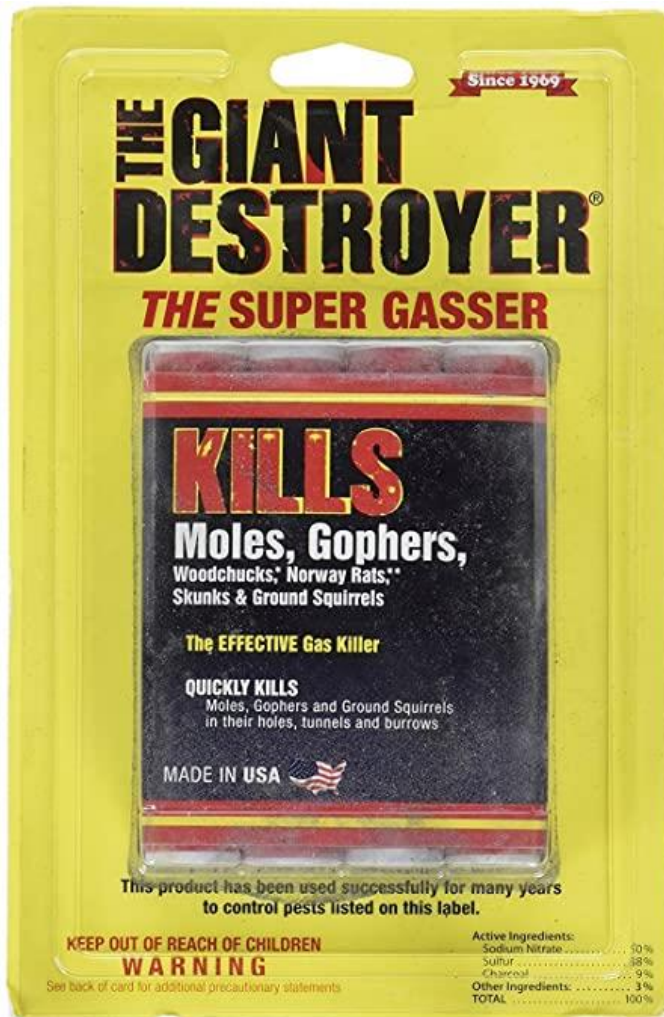
Type: Rodenticide

Target Pest: Ground Squirrels and Pocket Gophers

Active Ingredient: zinc phosphide

Application Method: Rodenticide can be placed in each burrow





Name: The Giant Destroyer

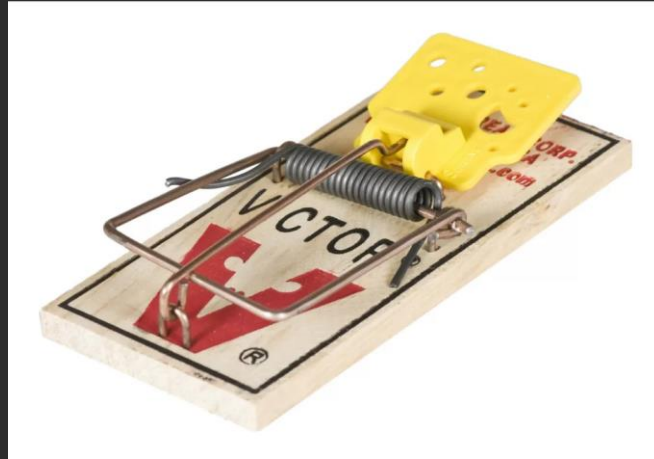
Type: Gasser

Target Pest: Rats, Ground Squirrels, Skunks

Active Ingredient: Sodium Nitrate and Sulphur

Application Method: Gas can be placed in each burrow

# Rodent Control Equipment







## Wildlife – Skunks, Raccoons, Squirrels



## Live Trapping Equipment

- Squirrel
- Raccoon
- Skunk



# Birds – Ravens and Pigeons

---



# Bird Trapping Equipment

- Pigeon
- Sparrow
- Ravens





Crawling Insects – Ants, Spiders, Beetles, etc.





Flying Insects – Flies, Gnats, etc.



# Stinging Insects – Wasps, Hornets and Bees



Includes Spray  
Trigger



Name: Ecopest Total Insect Killer

Type: Insecticide

Target Pest: Bedbugs, Ants, Cockroaches,

Active Ingredient: Permethrine

Application Method: Ready to use insecticide.  
Spray application





# Other Insect Control Products

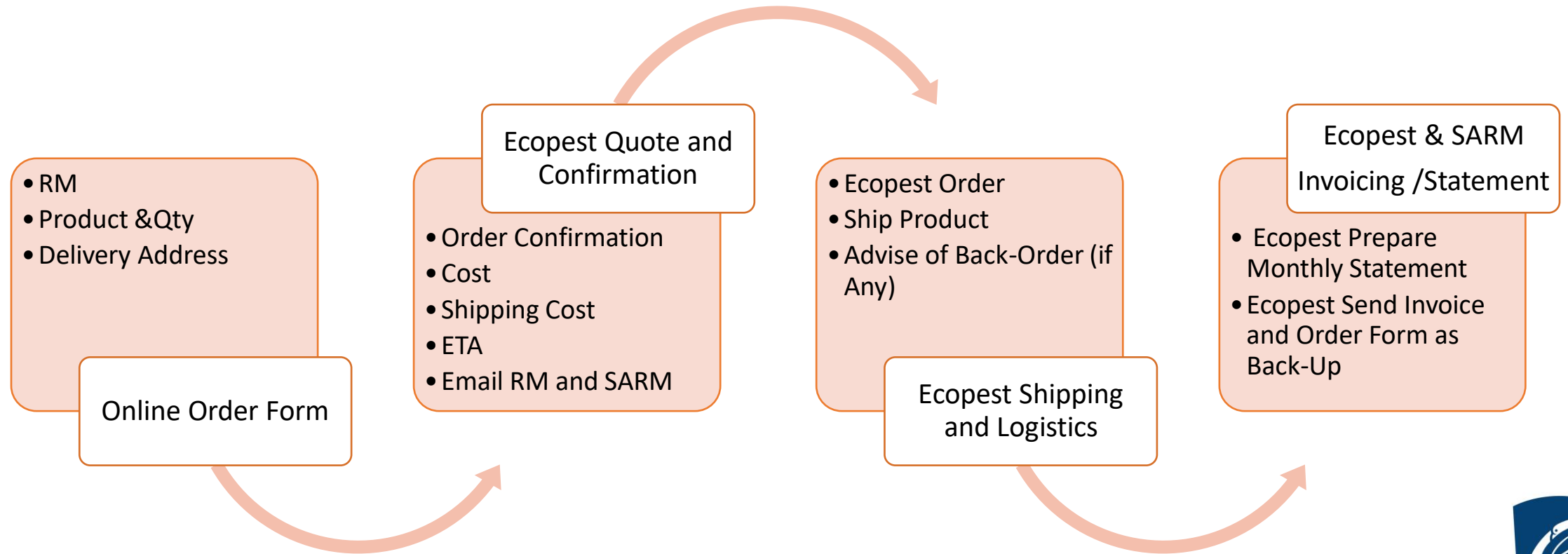
---



# Order Process



# Process Flow Chart



# Resources

[www.ecopest.ca](http://www.ecopest.ca)

[www.Ecopeststore.ca](http://www.Ecopeststore.ca)

[www.pestcontrolcanada.com](http://www.pestcontrolcanada.com)



# Questions

