



**BMSB Management Options and
Strategies from a Plant
Protection Industry Perspective**

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LABSERVICES

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Insecticides and Solutions



- Short term:
 - Reliance on Chemical Control Measures
 - Interference with established IPM programs
- Long range options for BMSB control:
 - Identify new chemistries active against Hemipterians
 - Build IPM strategies incorporating new and old chemistries with gained knowledge of pest biology

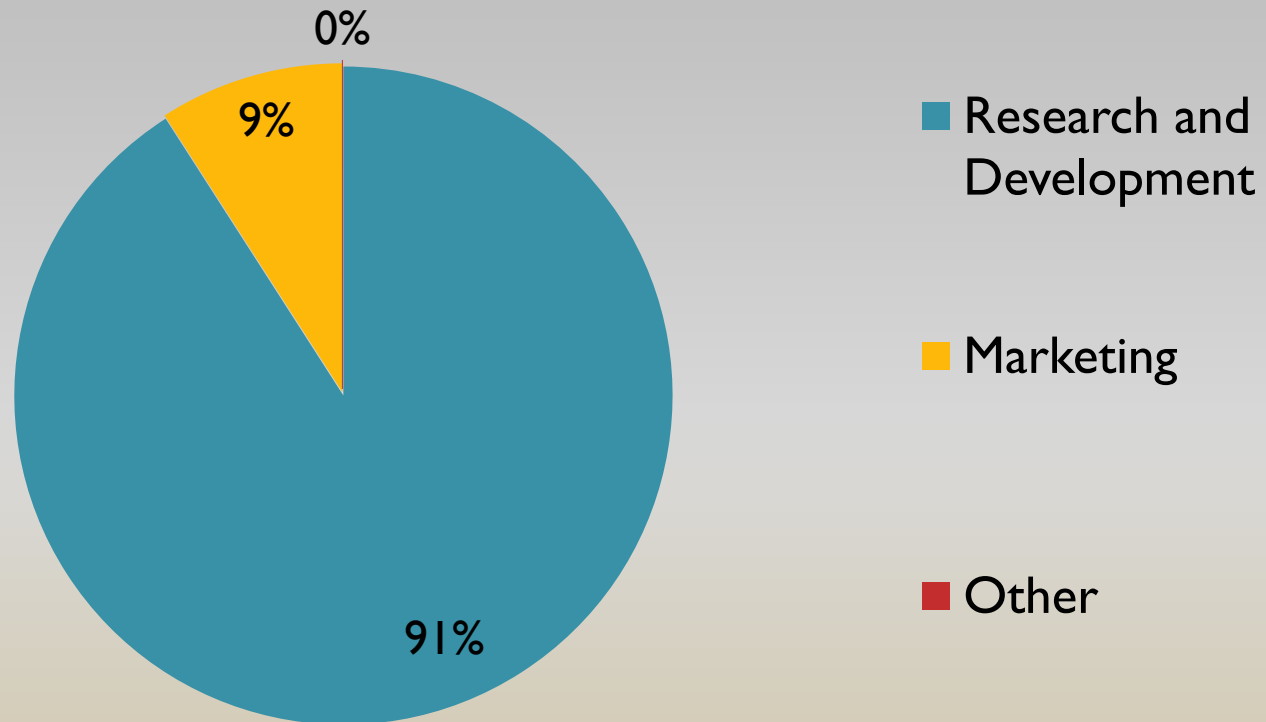
Available Classes of Chemistry with Hemipterian Activity

- Cyclodiene Organochlorines
- Organophosphates
- Carbamates
- Synthetic Pyrethroids
- Neonicotinoids



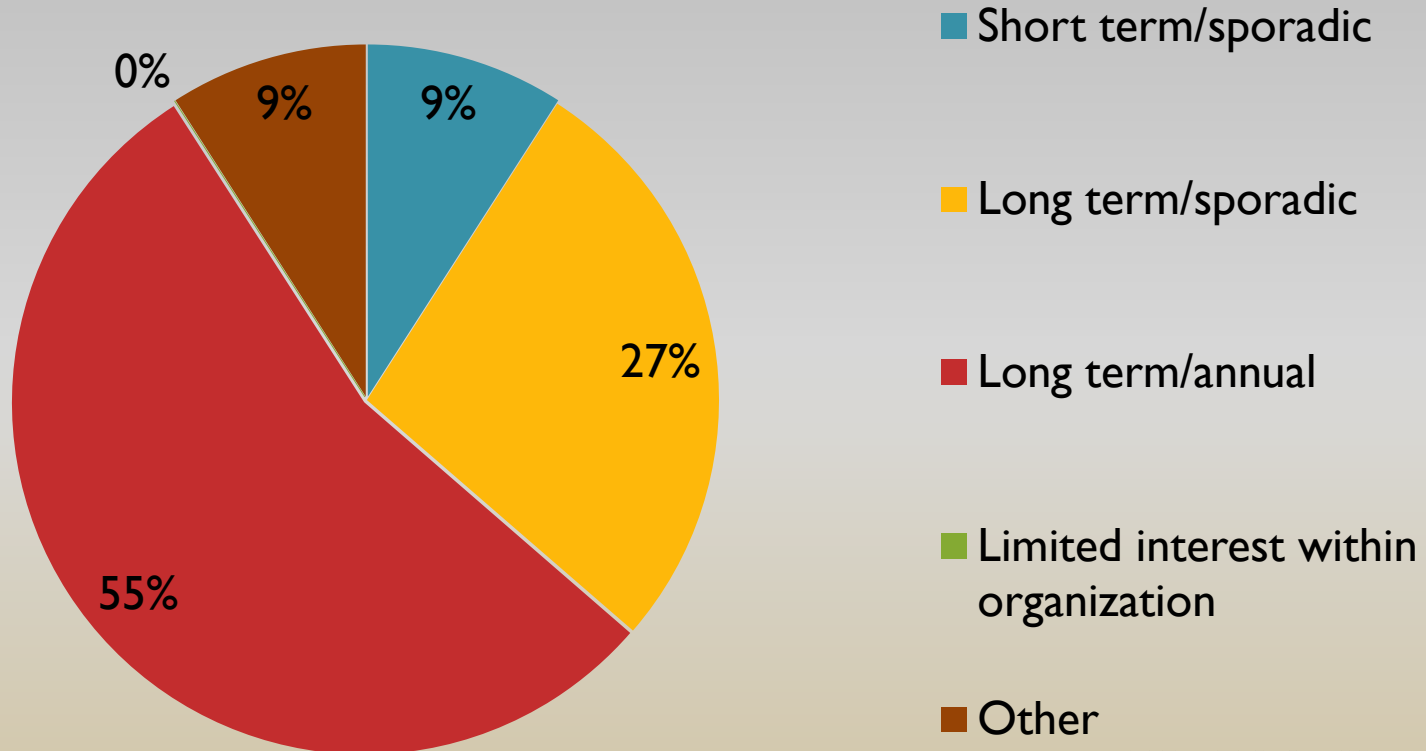
BMSB: Industry Survey Results

- What is your primary responsibility in your company?



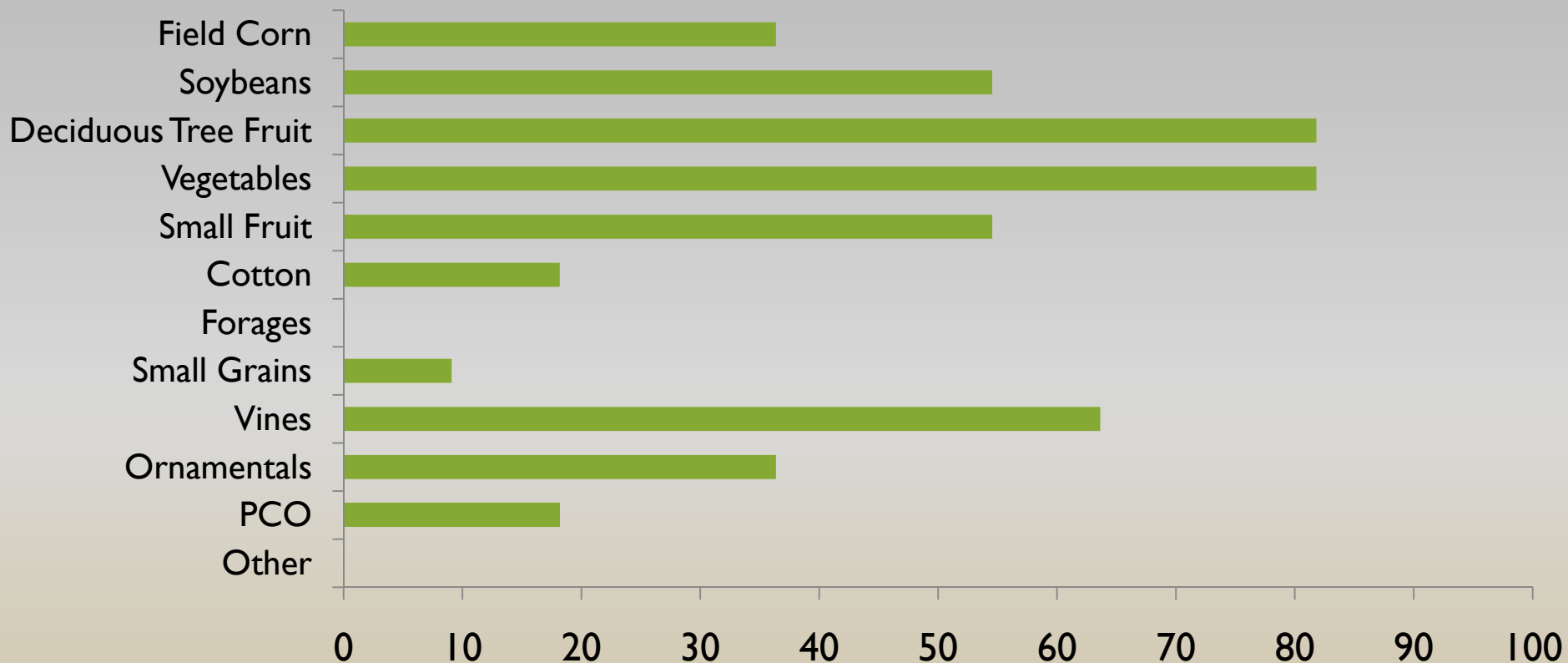
BMSB: Industry Survey Results

- How does your company view the brown marmorated stink bug as a market for pest control products?



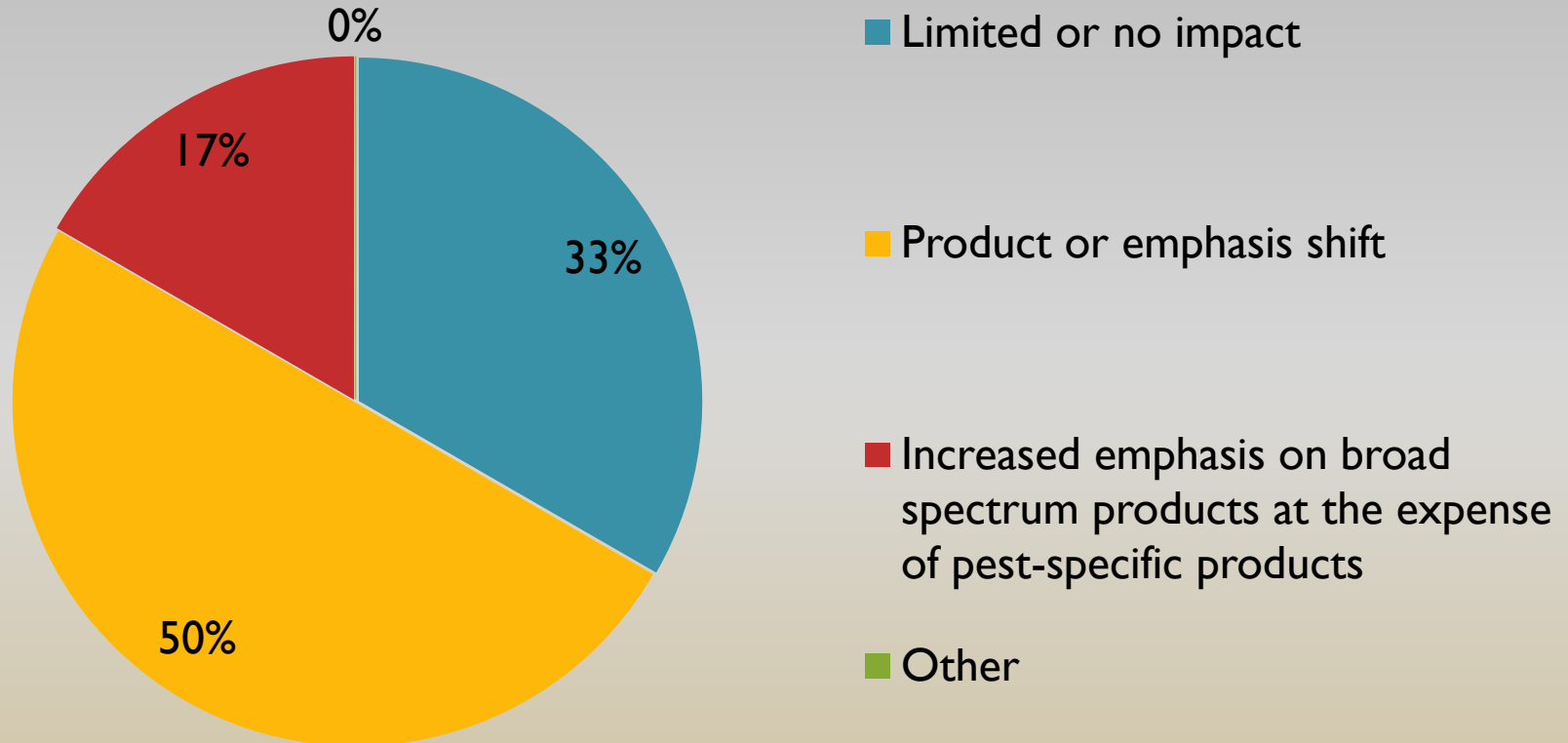
BMSB: Industry Survey Results

- What crop(s) does your organization view as viable markets for BMSB control products?



BMSB: Industry Survey Results

- How has the BMSB impacted the 2011 product projected sales/ R & D program of your company?

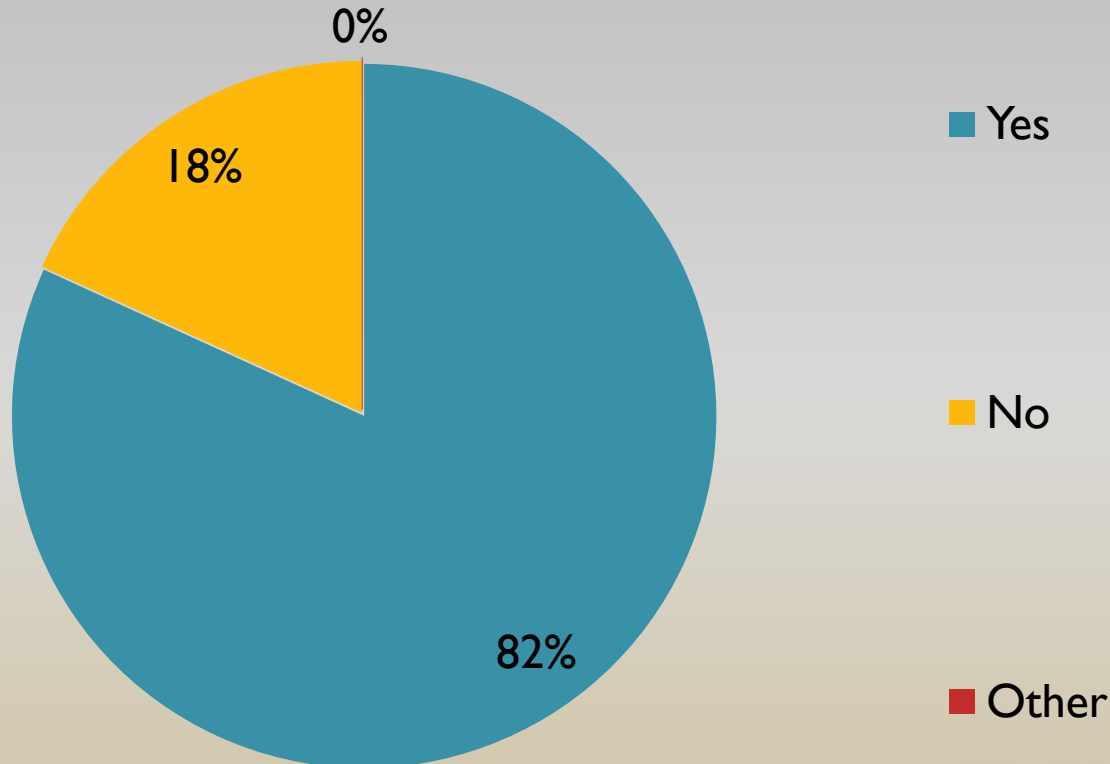


Reasons for Shifts in Product Sales

- Increased use of Hemipteran active products
- Broad spectrum products will reduce use of newer soft products like the diamides
- Increased use of broad spectrum product will affect IPM and flare pest like mites

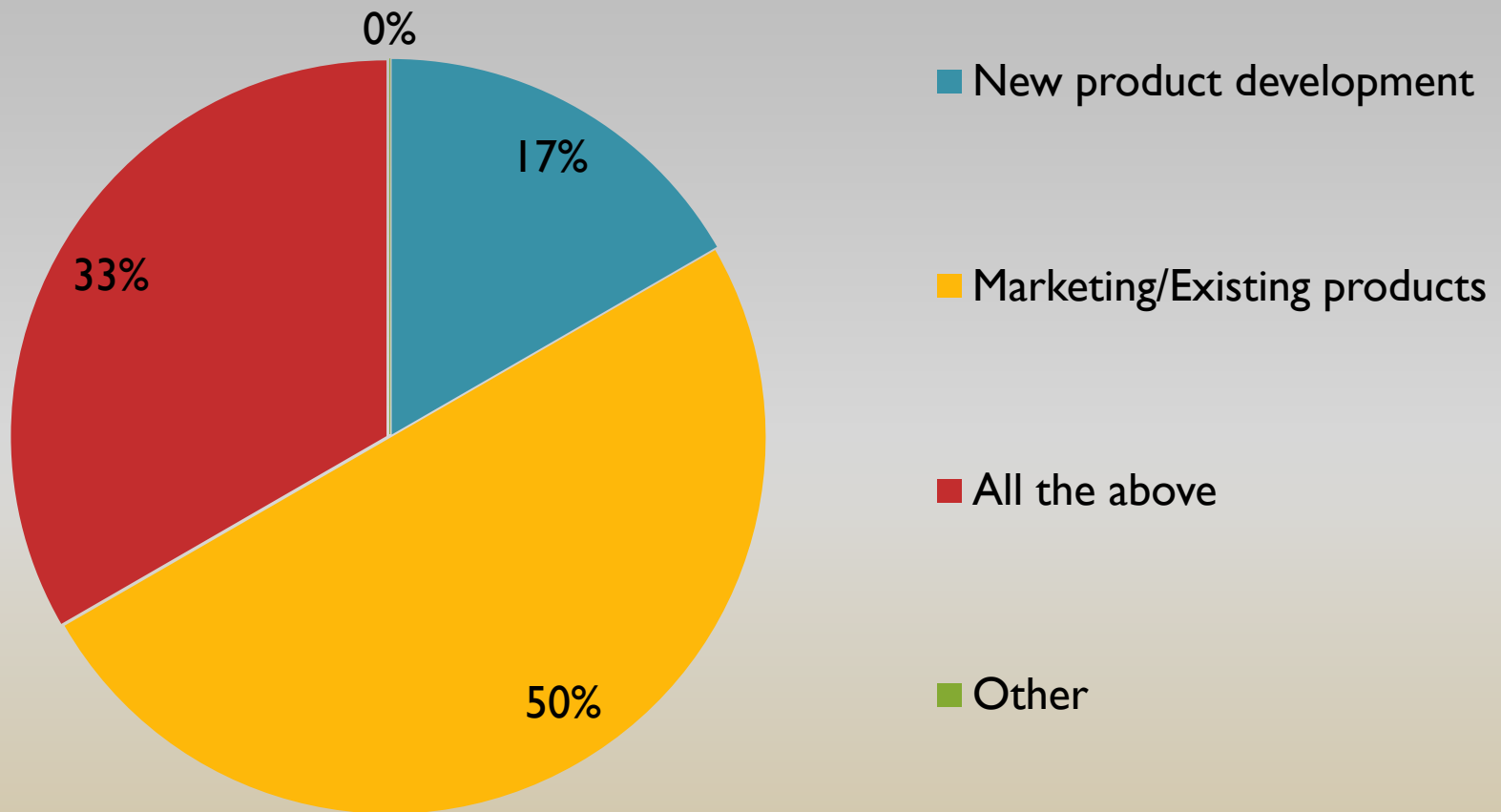
BMSB: Industry Survey Results

- Does your organization already have a product that illustrates activity against BMSB?



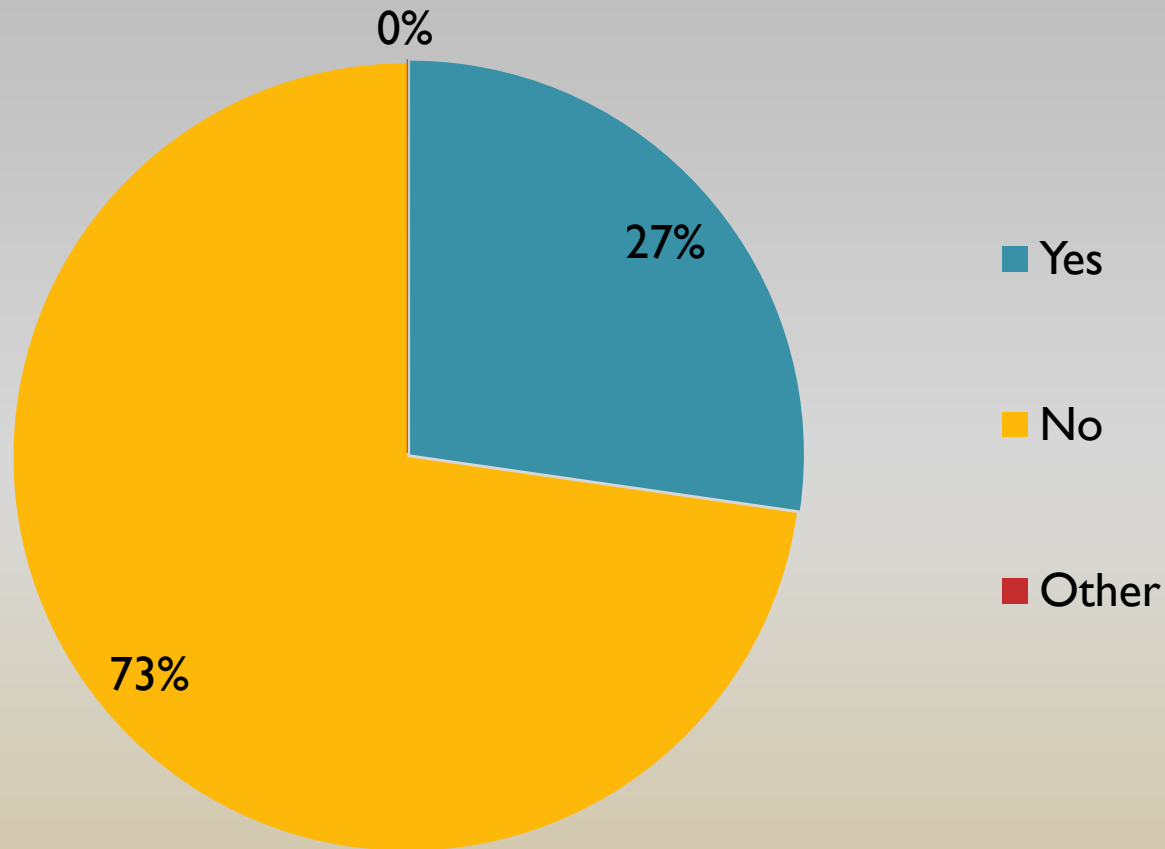
BMSB: Industry Survey Results

- Is the majority of your effort for BMSB control in...



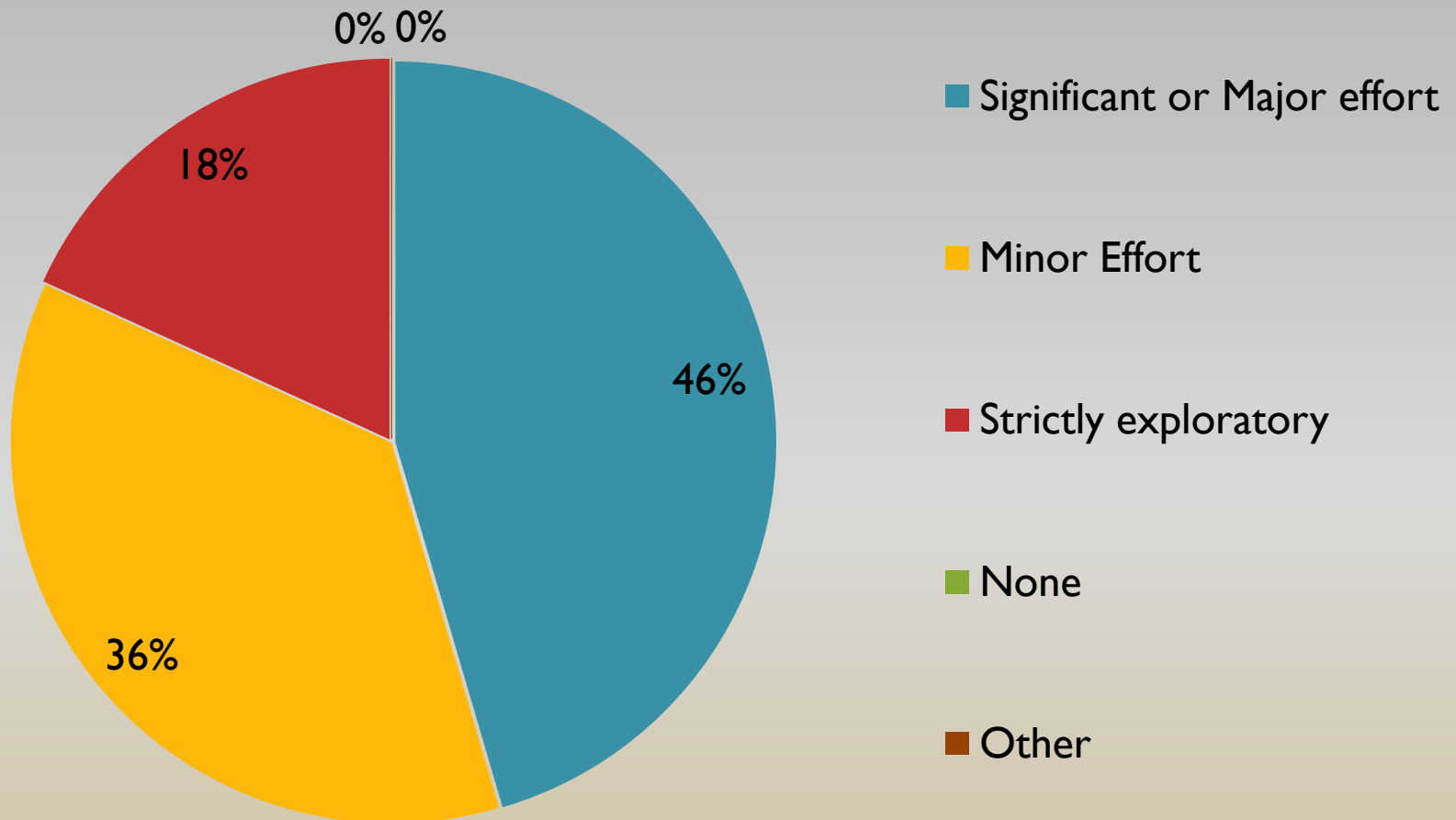
BMSB: Industry Survey Results

- Is your organization targeting BMSB in the discovery/development phase?



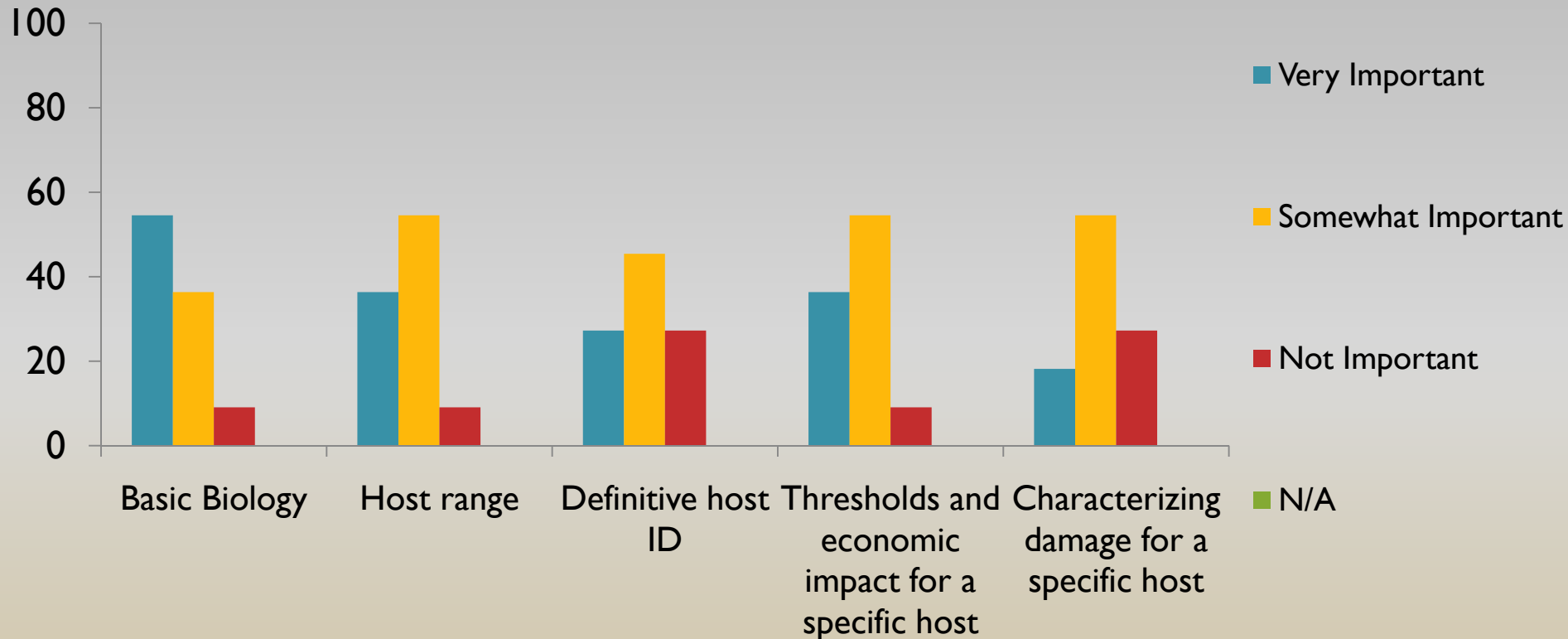
BMSB: Industry Survey Results

- Do your 2011 R&D plans include BMSB?



BMSB: Industry Survey Results

- What basic information would be most valuable for your organization on BMSB to hasten the development/marketing of BMSB targeted products?



BMSB: Industry Survey Results

- Please leave any comments about Brown Marmorated Stink Bug that you feel is important or was not included in this survey...
 - This is about as big a social problem (homeowners) as it is an agricultural problem. It is likely that homeowners will drive for a solution harder than large-acre crop growers. Fruit and vegetable growers will also push for a solution.

Conclusions



- BMST definitely has a high priority for the Ag Chemical Industry with existing products.
- The 2010 outbreak of BMST has not significantly impacted product discovery efforts
- Tree fruit and vegetables are considered the most attractive markets for BMSB control products.

- Thanks to everyone who participated in the Survey
- For those interested we have live examples of all BMST stages at our booth in the Carlisle Room

- **QUESTIONS?**

