

# INTEGRATED PEST MANAGEMENT COMPANIES

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STRATEGIES TO GROW YOUR BUSINESS

## TABLE OF CONTENTS

<b>INTEGRATED PEST MANAGEMENT COMPANIES.....</b>	<b>1</b>
OBJECTIVE.....	1
METHOD .....	1
INTEGRATED PEST MANAGEMENT COMPANIES.....	1
<i>Executive Introduction .....</i>	<i>1</i>
<i>Beneficial Insects, Parasites, Predators and Pollinators .....</i>	<i>1</i>
<i>Biological and Microbial Pesticides (Biopesticides).....</i>	<i>1</i>
<i>Pheromone Traps, Lures, Lights &amp; Similar Devices .....</i>	<i>2</i>
<i>Greenhouse Construction Companies .....</i>	<i>2</i>
<i>21 Tables and 6 Figures .....</i>	<i>2</i>

*In this case study, CPL Business Consultants was engaged by a sustainable pest and disease control company to look at options for partnerships in Integrated Pest Management (IPM) using beneficial insects, microbial & biological pesticides (biopesticides), and devices using pheromones or other semiochemicals such as traps and lures.*

## **OBJECTIVE**

The purpose of this report was to provide our client, a producer of pest and disease control products, with an understanding and description of integrated pest management (IPM) and design and build markets. Components of IPM include beneficial insects, microbials and other biological pesticides (biopesticides), and devices using semiochemicals such as traps and lures.

## **METHOD**

CPL's approach to this project involved a review of technical aspects related to the use of anti-insect netting through the scientific and trade literature and various internet sources, focussing primarily on Italy, Spain, Turkey and France, the client's markets of interest. Where possible the companies were contacted in order to obtain information on their organisations and their product ranges.

Click to see [the contents of the study](#) or look below for an outline.

## **INTEGRATED PEST MANAGEMENT COMPANIES**

### **Executive Introduction**

- Objective and Method
- Conclusions and Recommendations
  - Specific Companies
  - Strategic Approach

### **Beneficial Insects, Parasites, Predators and Pollinators**

- The Beneficials Business
- Who Are They? – 23 Companies
- The Big Three – What they Produce, Where & How they Sell, Reputation
  - 3 companies
- Other Significant Companies
  - 4 Companies

### **Biological and Microbial Pesticides (Biopesticides)**

- The Bioprotection/Biopesticide Business
- Who Are They? – 89 Companies
- The Big Two – What they Produce, Where & How they Sell, Reputation
  - 2 companies
- Other Significant Companies
  - 4 companies

## **Pheromone Traps, Lures, Lights & Similar Devices**

- The Pheromone and Trap Business
- Who Are They? – 34 Companies
- Significant Lure and Trap Companies – What they Produce, Where & How they Sell, Reputation
  - 3 companies
- Other Significant Companies

## **Greenhouse Construction Companies**

- The Greenhouse Construction Business
  - List of 35 Greenhouse Construction Companies
  - What Materials are Usually Specified and How Often?
  - Influence of Selection of Netting
  - Who Makes Decisions about What Materials to Use?
  - How is the Purchase Made?
  - How does the Company Learn about New Products and What Evidence is Needed?
- Who are the Greenhouse Construction Companies: What they Produce, Where & How they Sell, Reputation
  - France, Israel, Italy, Spain, Turkey: 28 companies

## **21 Tables and 6 Figures**

*Have a look at our [PowerPoint Introduction](#) and Brochure describing deliverables, differentiators and case studies. You can also review [eight case studies](#).*