

TERMGUARD MAKES ITS FIRST MOVE OVER THE GREAT WALL INTO CHINA.



Points of Interest: ~~~~~

* Termguard expands into China

* **October 13th:**
Nashville NPMA Conference

* **TG Townsville - Marz Attack:**
continues to gain builders support

September 20 2005 will prove to be a pivotal day in the expansion of Termguard into Asia; with a historic meeting held in Hong Kong on that day!

Mr. Rob Mauldon, CEO of Termguard Pty. Limited and Mr. Eric Phua, regional business development manager for Asia, were invited by Termguard's China distributor, Mr. Jackson Chan, of ISS Thomas Cowan to address over 200 representatives of the termite industry in Hong Kong and mainland China about the benefits of the Termguard termite management systems.

The seminar was a day long presentation with presentations from regulatory and scientific officials from mainland China who stressed the need for environmentally aware termite solutions and rein-

forced the problems that termites and fire ants have caused and continue to cause in China as it undergoes a building boom to feed the benefits of its economic growth.

These presentations were then followed by presentations by various post construction 'baiting' methods and by Termguard - with its unique pre-construction piping system which allows for replenishment of termiticides at regular intervals.

Mr. Eric Phua, who gave his presentation in Mandarin to overcome language and cultural barriers, received a lot of feedback from the assembled group who were very keen to understand and investigate termguard systems.

His presentation provided lively with lots of interaction from the attendees. The usual questions from first time viewers of the systems about its efficacy and the use of approved termiticides proved that professional pest managers around the world are amazed at the simplicity and effectiveness of the systems.



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Eric Phua commented, "it was great to get the usual questions as it showed the PCOs attending were listening and questioning and it was good to hear that we ran over time with questions".

Termguard, in conjunction with ISS Thomas Cowan are well poised to offer intelligent solutions to this huge economic powerhouse as its thirst for growth and embracement of latest technology means that the strategic alliance is well placed to offer, distribute and install the patented systems which are now installed in Australia, Asia, Middle East and USA over the past 20 years.

Mr. Jackson Chan, director of ISS Thomas Cowan expressed his thanks by saying 'termguard systems are an example of how Australia leads the world in termite technology and we at ISS Thomas Cowan are excited about where this strategic alliance will go'.

Termguard has been on a rapid expansion trail around the world over the past few years and Asia represents tremendous growth for Termguard.

With professional pest managers now licensed to use its' technology in Singapore, Malaysia, Philippines, Dubai, India and now Hong Kong and China, Termguard is busy spreading the benefits of Australian technology.

Contact termguard at:

lily@termguard.com.au

to obtain more information

or call:

+61 2 9956 8805

Termguard
31 Victoria St
McMahons Point
NSW Aust 2060

Termguard Asia
#50-2, Jalan Puteri
2/2
Bandar Puteri Puchong
47100 Puchong
Selangor, Malaysia

Termguard USA
3941 Park Drive,
#20-277
El Dorado Hills
CA 95762



Eric Phua during the Hong Kong Seminar.

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