



LAST CHANCE!

**LAST CHANCE TO BOOK FOR
WEED CONTROL—DON'T MISS OUT!**

24-26 FEBRUARY 2014 CAPE TOWN

BOOK NOW

**GENERAL PEST CONTROL
PROGRAM**

3-5 MARCH 2014 DURBAN

**DUE TO POPULAR DEMAND!
TERMITES & WOOD
DESTROYING ORGANISMS**

5-7 MARCH 2014 DURBAN

**REGISTRATION NOW
OPEN**

**FIELD PEST BIOLOGIST NQF
LEVEL 5
22 APRIL 2014 PRETORIA**

Upcoming Courses

ALL COURSES ON NQF LEVEL 4
NOT NQF LEVEL 2

**GENERAL PEST CONTROL
PROGRAM**

3-5 MARCH 2014 DURBAN
10-12 MARCH 2014 PRETORIA
14-16 APRIL 2014 PRETORIA
12-14 MAY 2014 PRETORIA
9-11 JUNE 2014 PRETORIA

WEED CONTROL
24-26 FEBRUARY 2014 CAPE
TOWN

17-19 MARCH 2014 PRETORIA
19-21 MAY 2014 PRETORIA

**TERMITES & WOOD DESTROYING
ORGANISMS**

24-26 MARCH 2014 PRETORIA
26-28 MAY 2014 PRETORIA

Do your staff add value to your business?

There's an old story of a lumberjack competition, where whoever chopped the most trees in a day using axes would win. Of the two finalists, one was strong and a relative newcomer and the other was fit and experienced. Throughout the day, the newcomer, who rarely stopped chopping furiously, kept wondering why the more experienced lumberjack was often taking breaks. "I'm bound to win this", thought the newcomer, "with all his downtime!", and on and on he laboured. Yet when the trees were counted at the end of the day the more experienced lumberjack had won, chopping more trees than the newcomer. The latter was stunned and asked the more experienced lumberjack how he managed to chop so many when he seemed, much of the time, to be sitting on a nearby log. "I wasn't resting," he said, "I was sharpening my axe."

peterbaeklund.com
CFO asks CEO: "What happens if we invest in developing our people and then they leave us?"

CEO: "What happens if we don't, and they stay?"

This story serves to illustrate the value of continuous training and keeping up with all the developments in our fast evolving industry. Send your PCO's for training at Pest Management Academy and they will soon be delivering more and better quality jobs instead of just spraying toxic chemicals.

We have a mind-set in the pest control industry not to train and qualify our people for fear of them leaving once they have their qualifications. Unfortunately this is a very short-sighted view as these employees feel that they are not empowered and hence this is the attitude that gets reflected to your customers resulting in a lack of faith in the company. Experience worldwide has proven that the more you invest and empower your employees the better the quality of their work. If operators are not trained they will be purely "skirting mechanics" spraying only skirting's and using operating techniques that were utilised thirty years ago. "Pest Control" has become "Pest Management" and we are now doing "Integrated Pest Management" which entails much more than just spraying skirting.



Pest Management Academy will team up with your company to deliver the kind of training that will turn your "pump jockey" into a pest management professional that will enhance the reputation and quality of your company. We have made it possible for all staff to have a career path in our industry by starting with NQF Level 2 qualifications progressing to the NQF Level 4 qualification and culminating in the Field Pest Biologist NQF Level 5 qualification. Remember the pest control operator that the client sees determines the opinion that your customer has

FUMIGATION
7-9 APRIL 2014 PRETORIA
2-4 JUNE 2014 PRETORIA

PLANT PEST & DISEASES
24-26 FEBRUARY 2014 CAPE
TOWN
17-19 MARCH 2014 PRETORIA

**WOOD PRESERVATION OF UTILITY
POLES**
24-26 MARCH 2014 PRETORIA
26-28 MAY 2014 PRETORIA

OUR COURSES ARE AGRISETA
ACCREDITED AND ACCEPTED BY
THE DEPARTMENT OF
AGRICULTURE, FORESTRY AND
FISHERIES FOR REGISTRATION
AS A PEST CONTROL OPERATOR

AGRISETA & SAQA
REGISTRATION NO: AGRI/c
prov/0207/08
FET REGISTRATION NO: 2012/
FE07/001

of you and your business. Good quality pest control operators translate into good business with good revenues.

**WE NOW HAVE CREDIT CARD FACILITIES AVAILABLE IF YOU
WANT TO PAY FOR YOUR TRAINING ON EXTENDED CREDIT
OVER 6/12/24 MONTHS**

To download a printable version of this
newsletter—click [here](#).

**Struggling to complete your pest
control correspondence NQF level 4
course? Even if you have only
completed 1 or 2 modules, why not
contact us?**

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PEST CONTROL TRAINING ACADEMY / SCHOOL

Professional Services Offered:
training of pest control operators | practical assessments of pest control operators | mentoring of pest control operators |
supervision of trainee pest control operators | pest control helpline | pest identification service | food safety / HACCP training and
auditing | food safety / PRP registers | ISPM 15 training and certification | green pest management / control | pest management
operations manuals

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