

TERMICOAT® JUNE 2023 NEWSLETTER

This Month's Newsletter Points:

- **Mounting OH&S Risks for Builders**
- **Updating the NCC2022 Termicoat® Codemark Certificate of Conformity**
- **Replies to The Competition's False Statements- (Shows were doing something right)**
- **Termite Management Systems facing Codemark Suspension**

Mounting OH&S Risks for Builders

The practice of using builder's trades, such as bricklayers, to lay termiticide physical barrier sheets from the frame to external wall has stopped in Queensland and respective State governments in Victoria and NSW will, over coming months, investigate why Pest Managers are shortcutting the install process at the behest of the builder.

It is interesting to note that the Australian Environmental Pest Managers Association, (**AEPMA**)- supposedly champions of the Pest Management industry remain complicit with their silence in supporting the ongoing illegal practice of Pest Managers turning a blind-eye to non-licensed trades, (e.g. Bricklayers) to touch and install termiticide blankets. The manufacturers of these blanket products also remain complicit with their silence in not highlighting that their product's warranty is void and should **only** be handled by licensed pest controllers.

Once installed by a non-licensed trade the builder loses all warranty.

OH&S authorities charged with the responsibility of investigating why builders and their tradies are being used as termiticide blanket installers is yet another issue in trying times that builders should not be facing!

Your builder needs only to ask a simple question of their PM. ***"Do you do the complete install of a physical barrier, or do you rely on my trades to do it for you?"*** The answer will shock a builder!

Updating of NCC2022 Termicoat® Codemark Certificate of Conformity

Soon the Termicoat® Codemark Certificate of Conformity will be upgraded to reflect the change required by the BCA with respect the NCC 2022. Upgrading certificates from 2019 to 2022 will affect all Codemark holders and our certificate should be upgraded before the end of June, 2023.

JASANZ Codemark certification compliance QR Code



However, during this upgrade process our competition and the AEPMA conducted what I can only describe as an attack on our product and system all without basis, such were some of the claims on social media that they do require right of reply to set the record straight for your clients.

Replies to The Competition's False Statements- (Shows were doing something right...)

In recent times The Termicoat® brand has been subjected to false and misleading statements by both competitive manufacturers, pest managers and the pest manager's industry ally the Australian Environmental Pest Managers Association, (AEPMA).

Firstly, Competing Manufacturer's lies

The primary competitor to Termicoat® is the established termiticide plastic blanket sheeting systems. (blankets). These manufacturers see Termicoat® as a threat.

Let's name names- Phil Hannay CEO of Termseal, once wrote in a defamatory manner in a social media post, (circa April 2021) that, (Termicoat) "...A massive fraud and under investigation by the Victorian State Government." **FALSE** -It was not, nor has it been. Hannay will soon be asked to provide proof of his allegation to our legal team.

Then recently circa June 14th 2023, Mr. Hannay added in a Victorian Pest Controller's Facebook page, "*these people are just bloody shysters, running a scam that complies with nothing and will do nothing.*" (**FALSE** - Termicoat® is a fully compliant product and system with the additional assuredness of Codemark for builders and certifiers.)

Then there were the false and misleading claims made to builders by other competitors that "*...Termicoat's Codemark was being revoked*". **FALSE** -this has never happened, nor has it been withdrawn.

Pest Managers and their misinformation

Pest Managers unable to grasp the Termicoat® advantage to Homeowners and Builders are uncomfortable with the idea that as Termicoat® is a 'once-only' application for the life of the newly constructed building, which in turn potentially negates their repeat business incomes, unwittingly 'follow the leader' in defaming the Termicoat® brand.

Recently in a Facebook post, Brad Ward, The Moderator for the Victorian Pest Managers Facebook site posted that the Termicoat® Codemark had been withdrawn- **FALSE**. Ward went further to say that a Termicoat representative, "*...felt like a complete conman, con job.*" We are aware of Mr. Ward's history.

The AEPMA and their misinformation

Not long after Termicoat® received its Codemark (Feb 2023), the AEPMA commenced the following:

- 1) They wrote to the JASANZ regulatory body and Bureau Veritas, (BV) the certifying body that assessed the Termicoat® system. The AEPMA raised 10 points of objection as to why the Termicoat® Codemark should not be awarded. All 10 points raised against Termicoat® were adjudged by the certification body to be misleading, incorrect, or false and the objection was dismissed.
- 2) Failing the initial challenge against our product the AEPMA then went after the certifying body themselves! The AEPMA had the audacity to claim that BV had no experience in issuing such a Codemark and as such the Codemark should be withdrawn. BV are a 195-

year-old French based, world leading, quality assurance assessment firm with offices in all Australian states and vast experience in Codemark assessment.

- 3) Failing their attempt to discredit the certifying body the AEPMA reverted to bullying a scientist, Mr. Warwick Madden who had written an opinion on Termicoat® 4 years prior. Mr Madden, (a member of the AEPMA) wrote to BV and declared he had misrepresented his qualifications and that the AEPMA had advised him to withdraw his report and support for Termicoat®! The repercussions of a scientist claiming he has fraudulently misled is enormous and the fallout of this is coming with the accreditation body JASANZ now aware of the falsehood.

Such was the seriousness of Madden's overstating his qualifications BV had no option other than to temporarily suspend the Termicoat Codemark whilst a substitute report was provided.

Codemark for Termicoat has been reverified and reposted along with the NCC2022 update. It is false and misleading for anyone to state that the Termicoat® Codemark had/has either been withdrawn, revoked or cancelled. None of these actions has occurred.

Termite Management Systems facing Codemark Suspension

You should be aware that in coming months the regulatory authority for all Codemark certification, JASANZ who are now aware of Madden's indiscretion will be investigating ALL termite management systems that may have had a report issued by Madden in support of their product.

Any product found to have had a 'Madden' influence will be facing potential suspension whilst the Madden data is replaced. This will be an ongoing investigation by JASANZ over coming months and I will keep you updated as to what products may be facing Codemark suspension.

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