BMSB Management Options and Strategies from a Plant Protection Industry Perspective

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L A B S E R V I C E S

2011 ESA Eastern Branch Meeting
Harrisburg, PA
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?

- Research and Development: 91%
- Marketing: 9%
- Other: 0%
BMSB: Industry Survey Results

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

- 55%: Limited interest within organization
- 27%: Long term/annual
- 9%: Long term/sporadic
- 9%: Short term/sporadic
- 0%: Other

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

- Field Corn
- Soybeans
- Deciduous Tree Fruit
- Vegetables
- Small Fruits
- Cotton
- Forages
- Small Grains
- Vines
- Ornamentals
- PCO
- Other
BMSB: Industry Survey Results

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

- Limited or no impact: 33%
- Product or emphasis shift: 0%
- Increased emphasis on broad spectrum products at the expense of pest-specific products: 50%
- Other: 17%
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?

- Yes: 82%
- No: 18%
- Other: 0%
BMSB: Industry Survey Results

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

- New product development: 0%
- Marketing/Existing products: 17%
- All the above: 33%
- Other: 50%
BMSB: Industry Survey Results

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

- Yes: 27%
- No: 73%
- Other: 0%
BMSB: Industry Survey Results

- Do your 2011 R&D plans include BMSB?

- 46% Significant or Major effort
- 36% Minor Effort
- 18% Strictly exploratory
- 0% None
- 0% Other
What basic information would be most valuable for your organization on BMSB to hasten the development/marketing of BMSB targeted products?

- Basic Biology
- Host range
- Definitive host ID
- Thresholds and economic impact for a specific host
- Characterizing damage for a specific host
- N/A
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?