

INTERNATIONAL PEST CONTROL



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REPORTING ON GLOBAL PEST CONTROL ISSUES FOR OVER 60 YEARS



NEWPHARM®: Novel integrated pest management solutions



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The founder, chairman and CEO of NEWPHARM®, Dr. Dionisio Bagarollo, describes the transformation of his company, as the second generation of the Bagarollo family successfully take over the top management of NEWPHARM®.

Dr. Bagarollo's career started in Ciba-Geigy, where he worked as a manager for over 30 years until the company's merger with Sandoz Laboratories which resulted in the establishment of the pharmaceutical company Novartis. Back in 2000, Dr. Bagarollo acquired from Novartis a line of biocides and phytopharmaceuticals products specifically designed for the zootechnical sector, professional pest control and the protection of cereals. That same year he founded NEWPHARM®. The company's growth over the years, aided by the contribution of Enrico and Claudia – Dr. Bagarollo's son and daughter, who have joined the top management of the company – has been gradual and organic, but NEWPHARM® has rapidly become a guarantee of quality, reliability and professionalism.

NEWPHARM® is now a leading Italian company among professional suppliers for the pest management sector and provides solutions and products specifically designed for the domestic, industrial, and

zootechnical sectors. In a market where the hygiene and safety standards are constantly rising, especially as far as the food industry is concerned, NEWPHARM® is always looking for increasingly sustainable, eco-friendly solutions that safeguard the environment and contribute to people's well-being. The company develops unique and ground-breaking products and application technologies, thanks to its partnerships with universities, academic spin-off companies and research centres.

Through its significant investment in Research & Development, NEWPHARM® can provide new solutions with a low environmental impact. Its wide range of products is organised into specific "projects" (e.g. insect control, flies, red mites, professional application technologies, etc.) with high-quality formulations which achieve optimal results with each specific target. In the future NEWPHARM® is planning to launch new solutions on the market, which will revolutionise the

NEWPHARM® management, the founder Dr. Bagarollo with his daughter Claudia and his son Enrico.

offer currently available with innovative formulations.

NEWPHARM® currently operates in 4 different areas:

1. **Agro & Biocides Division**, with post-harvest cereals ad-mixture solutions, pest management products, and a range of disinfection products designed for the civil, industrial, and livestock sector.
2. **IPM Division** (Integrated Pest Management), with a complete line of biocidal products, devices and equipment for Professional Pest Control and Integrated Pest Management.
3. **Medical Division**, specialised in high-tech medical devices for minimally invasive surgery.
4. **Home & Garden Division**, with a complete line of highly-effective and yet eco-friendly FITOGUARD® products, specifically designed for the care of the house and the garden.

NEWPHARM®'s growth is progressing with the implementation of a solid 10-year investment plan. The company's new Headquarters was inaugurated in 2016, a state-of-the-art building of over 10.000 m². With its cutting-edge design in terms of sustainability and energy management, the new HQ is highly functional and planned to promote the well-being of the staff.

Later in 2017 Vega - a company operating in the Home & Garden sector - was acquired by NEWPHARM®, who took over the well-known line of FITOGUARD® products.

Since 2018, NEWPHARM® has carried on its process of internationalisation, with a new Export Sales Director joining the company at the end of April: Stefano Scarponi is going to oversee the International Exports Division for all NEWPHARM®'s lines, as well as supervise the IPM sales network in Italy.



Mission

Since its origins, NEWPHARM® has continuously endeavoured to meet the needs of customers and distributors alike, offering effective and comprehensive solutions. NEWPHARM®'s management is based on 3 key aspects:

1. A solid know-how built up over the years, based on the expertise and close co-operation of our technicians with our partner companies in the sector.
2. Consolidate experience to guarantee optimal results.
3. Staff commitment for continuous improvement.

Strengths

- A flexible, dynamic company in constant search of innovative solutions.
- A Technical Team regularly involved in research and technological development who can provide solutions to problems through cutting-edge products and innovative application techniques tested in the field.
- An exceptional Regulatory Affairs Department.
- Pre and post-sale technical support.
- High-quality products.

The new NEWPHARM® IPM catalogue for Italy will be available online and will be distributed by our sales network in hard copies from June 2019, while the new NEWPHARM® EXPORT catalogue - including the Agro & Biocides, Home & Garden, and IPM lines - will be available online and will be distributed in hard copies at international trade fairs and events from September 2019.

NEWPHARM® IPM provides a complete line of products available in different formats: concentrated liquid, powder, and spray, in order to guarantee the best possible results depending on the infestation target and the areas to be treated. Following extensive research and field trials, NEWPHARM® is now able to offer several low environmental impact solutions, such as organic Pyrethrum-based pesticides. The company has also developed a range of eco-friendly fly bait products, which met with the enthusiastic approval of the specialists in the Italian livestock sector.

From this year NEWPHARM® has also joined CEPA, a European association of industry leaders in the pest management sector, and it is aiming to be recognised as one of CEPA's Certifying Members, in order to actively promote the UNI EN 16636 standard and help IPM professionals to become CEPA certified.

NEWPHARM® was present as an exhibitor at the 6th edition of **Disinfestando - Pest Italy 2019**. The Expo-Conference took place on 6th-7th March at the prestigious Centro Congressi MiCo in Milan, and it represents one of the year biggest events for the Italian pest management sector.

NEWPHARM® is also one of the main sponsors of **Pest World East 2019**, an event of global relevance taking place in

Abu Dhabi on 9th-10th April. This important international meeting is organised and promoted by NPMA with the support of Ecovar, and this year it is also sponsored by TADWEER - Abu Dhabi Waste Management Center. ■

All photos: NEWPHARM®

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Field tests conducted by NEWPHARM®



NEWPHARM®'s new headquarters



Our **integrated pest management** solutions

