

**KEY PEST**

**AREA WIDE**

**ENVIRONMENT**

**DEDICATED R & D**

**SIT**

**END USER**

PRODUCER

WHOLESALER

EXPORTER

ORGANIZATION THAT  
USES SIT

**RESPONSIBILITY OF END USER**

AREA WIDE

SUPPORT

**SIT**

**MANUFACTURE OF STERILES**

**SIT**

**CONTROL:**

**LONG TERM**

**ERADICATION:**

**SHORT TERM**

**SIT**

AREA WIDE

PROBLEMS

LACK OF KNOWLEDGE

LACK OF UNDERSTANDING

LACK OF ACCEPTANCE



# SIT

## ACTIVITIES

SURVEY OF PEST POPULATION

REDUCE PEST POPULATION

HANDLE STERILES

RELEASE STERILES

EVALUATE RELEASES

DATA MANAGEMENT

PAST

FUTURE

QC

PR

R & D

MEASURE EFFICACY

# SIT

## EXAMPLES OF COMMERCIALIZATION

AERIAL DISPERSAL

SURVEY OF PEST POPULATION

LONG DISTANCE TRANSPORT

RENT VEHICLES

NO COMPLETE SIT COMMERCIALIZATION,

EXCEPT ONION FLY IN THE NL

# SIT

IS COMMERCIALIZATION LIKELY?

YES

WHY?

ENVIRONMENTAL CONCERNS

UNDERSTANDING AND  
ACCEPTING AREA WIDE  
CONTROL

# **MANUFACTORY STERILES**

VERY LITTLE COMMERCIALIZATION  
(ONION FLY)

WHAT ARE POSSIBILITIES?

PRE-MIXED DIET

QC

SPECIAL EQUIPMENT

WHOLE PROCESS

# MANUFACTORY STERILES

## WHY NO PRIVATE INVESTMENT?

### A. TECHNICAL

SHELF LIFE

CONTINUOUS USE  
DIS-CONTINUOUS USE

PROVEN CONTINUOUS PRODUCTION

NEW STRAINS

PATENT PROTECTION

FREQUENT CHANGES IN  
PRODUCTION SYSTEM

BUILDING  
TRAINING PERSONNEL

R & D SUPPORT

# **MANUFACTORY STERILES**

## **WHY NO PRIVATE INVESTMENT?**

### **B. POOR PR**

**DO NOT UNDERSTAND AREA WIDE**

**DO NOT ACCEPT AREA WIDE**

**DO NOT ACCEPT SIT**

**SIT FOR ERADICATION ONLY**

# **MANUFACTORY STERILES**

## **WHY NO PRIVATE INVESTMENT?**

### **C. HOW TO ATTRACT INVESTORS**

**LONG TERM SALES CONTRACT**

**SUBSIDIZED R & D SUPPORT**

**ACCESS TO NEW STRAINS (FREE)**

# **CONCLUSION**

## **TO COMMERCIALIZE SIT**

EDUCATION/PR ON AREA WIDE

SUBSIDIES FOR R & D THROUGH PILOT  
TESTS

INDUSTRY ACCEPTANCE OF  
IMPORTANCE OF ENVIRONMENT

## **CONCLUSIONS**

TO COMMERCIALIZE MANUFACTURE OF  
STERILES

IMMEDIATE:

LONG TERM CONTRACTS

SUBSIDIZED R & D

LONG TERM:

SHELF LIFE IMPROVEMENT

PATENT PROTECTION

AUTOMATION

MAJOR CHANGES IN PRODUCTION  
SYSTEM AND DIETS

## CONCLUSIONS

1941 CHEVY

4 DOOR SEDAN

6 CYLINDER

STICK SHIFT

NO AIR

NO POWER

NO RADIO

# **FUTURE**

**2000 – 2005**

**SIT COMMERCIALIZED**

**THE SIT FOR MEDFLY**

**IN THE MEDITERRANEAN BASIN**

**IN LATIN AMERICA**

**THE SIT FOR ANASTRAPHA**

**IN LATIN AMERICA**

# **FUTURE**

**2000 - 2005**

**MANUFACTURE STERILES  
COMMERCIALIZED**

**MEDFLY IN MEDITERRANEAN BASIN**

**ANASTRAPHIA IN LATIN AMERICA**

## **FUTURE**

### **2006 & BEYOND**

ENVIRONMENTAL CONCERNS WILL DRIVE  
MAJOR COMMERCIALIZATION OF SIT AND  
FACTORY PRODUCTION OF STERILES AND  
BENEFICIALS FOR INTEGRATED AREA WIDE  
CONTROL OF MANY OF OUR KEY INSECT  
PESTS

# **COMMERCIAL SIT**

NO RISK = NO PROFIT

NEED

PRACTICAL VISION

PRACTICAL INSECT GENETICS

PRACTICAL R & D

PRACTICAL AREA WIDE IDEAS

REALISTIC MANAGEMENT