

Four become one under creating a pest free environment

Curtis Gilmour banner

In **Pest 53**: October & November 2017 we not only detailed the current merger mania among the large multinational companies, but also the many amalgamations underway within the professional pest control sector. The increasing portfolio being put together by USA-based Curtis Gilmour is one such example. So it was a pleasure for **Pest** editor, Frances McKim, to catch-up with the company's president, Dave Avery, at PestTech to hear of their ambitious plans.

Today, Curtis Gilmour is not a name that registers highly with professional pest controllers in Europe – not yet anyway – but it certainly will do soon if the company president, Dave Avery, has anything to do with it.

So who is Curtis Gilmour?

Readers, whilst not too familiar with the Curtis Gilmour name, may find they are much more at home with the company's constituent parts – namely Agrisense, Silvanderson, Curtis Dynafog and B&G Equipment Company. The acquisitions of the first two of this quartet, namely Agrisense and Silvanderson, were only finalised in March 2016, having been backed by London-based investment company, Harwood Capital.

As Dave Avery explains: "Our plan is to utilise the synergies and strengths from within the four constituent companies to grow the business overall. Their operations may be diverse, yet they are certainly complimentary. They all centre around the manufacture of equipment and systems. By manufacturing application equipment and traps we are not held back by any regulatory requirements.

"B&G and Curtis Dyna-Fog specialise in the manufacturer of spraying and fogging equipment, the later being very well-known in the mosquito market, whereas many pest controllers may well own and use a B&G sprayer. Both these brands are well-known in the US but less so in Europe. However, the converse is true for both Wales-based pheromone and insect monitoring manufacturer, Agrisense and Swedish insect product manufacturer, Silvanderson. They are well established brands within Europe, but less so in the US. Our objective is to raise the profile of all four brands internationally under the overall company umbrella of Curtis Gilmour."

Dave, who was brought in in 2014 and appointed president in June 2017, is no stranger to the companies having previously worked for Agrisense, as has Dawn Bolton, the organisation's sales manager. The immediate future of the business is to continue the integration of these businesses and brands into one group organisation, a not insignificant project with four such well-established family companies.

A daunting task maybe, but rest assured Curtis Gilmour is up to the challenge of establishing its presence in the market place. And don't bank on there being only four brands within the company stable. With the financial backing now available, Dave hinted that further strategic acquisitions were certainly not out of bounds. Watch this space!



Curtis Gilmour president, Dave Avery with sales manager, Dawn Bolton on their stand at PestTech 2017



At PestWorld 2017 all four brands were on display

