



**PESTICIDES
USED: I LOVE
THE SMELL**

❖ Pest Control in the US



Organochlorines

DDT

Lindane

Chlordane

- **Organophosphates**
 - **Catalyst**
 - **Dursban**
 - **Diazinon**
- **Carbamates**
 - **Baygon**
 - **Sevin**
 - **Ficam**

Commonly Used Today

- Majority of what we use are Pyrethroids

Cy Kick CS		Suspend SC	
Cynoff EC		Talstart One	
Demand CS		Tempo SC Ultra	
Dragnet SFR		Tempo Packs	

- Majority of what we use are Pyrethroids

Household pesticides are poisoning city creeks

When Don Weston, an adjunct professor of ecotoxicology at the University of California, Berkeley, checked streams in a suburban neighborhood outside Sacramento, Calif., he found sections devoid of *Hyalella azteca*, a small bottom-dwelling crustacean that the U.S. EPA happens to use to test for toxicity in sediments. In a study published in this issue of *ES&T* (pp [9778-9784](#)), Weston and his co-workers report that the sediment from these streams contains

Science News Online

Week of Feb. 4, 2006; Vol. 169, No. 5

A Little Less Green?

Studies challenge the benign image of pyrethroid insecticides

- ... found in streams, the chemicals can kill beneficial insects and crustaceans and ... to poison fish and lizards

Why Look at Other Products?

- We need backup products to service our customers
- Could there be a competitive advantage to using another approach?

Non-Traditional products a path to growth?

- **Based on limited 2005 test**
- **10 routes switched to a Bio-Rational Pest Control approach**

Safe Around
Children & Pets

Seguro Para Niños y Animales Domésticos



Made From Plant Oils.
Protecting Families. Naturally.

Crawling Insect

Mata Insectos Rastreros

Kills Ants & Cockroaches Fast
Mata Hormigas y Cucarachas Rápidamente

ACTIVE INGREDIENTS:
Rosemary Oil 53.9%
Other Ingredients 46.1%
Total 100.0%

*Water, Whitegran Oil, Mineral Oil USP, Carbon

DO NOT ALLOW CHILDREN TO APPLY
No permita que los niños le apliquen
NET CONTENTS: 12 OZ.

Eco Exempt™ G

GRANULAR INSECTICIDE



ECO EXEMPT™

WASP & HORNET KILLER

NEW! With
HEXA-HYDROXYL™
Active Ingredient: From Plant Essential Oils
5-Fluorohydroxypropyl 2.0%
Rosmarinic 3.0%
OTHER INGREDIENTS 95.0%
100.0%

*Mature (10-15) Whitegran Oil, Carbon Dioxide
Hexa-Hydroxyl™ is a blend of plant oils proven
to kill and control a broad spectrum of insects.

Kills:
Wasps, Hornets, Yellow Jackets,
and Spiders

• INSTANT KILL!

- Kills Wasps, Hornets & Yellow Jackets ON CONTACT!
- 15-18 FT. JET!
- Minimum Risk Pesticide*
- Safe Around Children and Pets
- Ideal for IPM Programs

Botanical Scent

CAUTION
KEEP OUT OF REACH OF CHILDREN
NET CONTENTS: 14 OZ.

EcoEXEMPT™ IC

Concentrate: Contact Insecticide



- Many of these products are plant based and registered with the EPA under FIFRA (25B) to encourage use of minimum risk pesticides.

10 routes



Monthly Service	1336
EOM	557
Quarterly	292
Other	209
TOTAL	2394



RESIDENTIAL

Single Family	1801
Multi-Family	147

81%



COMMERCIAL

Schools	64
Market/Related	68
Other Commercial	314

19%

Safe Around
Children & Pets
Seguro Para Niños y Animales Domésticos



Made From Plant Oils.
Protecting Families. Naturally.

Crawling Insect
Mata Insectos Rastreros

Kills Ants & Cockroaches Fast
Mata Hormigas y Cucarachas Rápidamente

ACTIVE INGREDIENTS:
Rosemary Oil..... 53.0%
Other Ingredients..... 47.0%
Total..... 100.0%

*Water, Whitegran Oil, Mineral Oil USP, Carbon
DO NOT ALLOW CHILDREN TO APPLY
No permita que los niños le apliquen
NET CONTENTS: 12 OZ.



EcoEXEMPT™ IC

Concentrate: Contact Insecticide



Eco Exempt™ G

GRANULAR INSECTICIDE

GROUP 1

- In general, products approved for use in organic pest control programs

GROUP 2

- The same, but includes non-repellant Termidor twice a year



STUDY OBJECTIVES

- **EVALUATE BETWEEN 2 GROUPS & TRADITIONAL APPROACHES**
- **Customer Call Backs**
- **Material Costs**
- **Customer Satisfaction**

STATS FROM JAN & FEB

- Number of treatments

HOMES	2604
DRUGSTORES	60
OTHER	1181



- **COMMENTS**
- **Several customers asked about the odor**
 - **Once explained, happy**
- **“Extra” calls and product cost in line with traditional treatments**



2007

- **If the products work and at the right cost we can look at changing some/most of our services to these non traditional products**

WESTERN EXTERMINATOR COMPANY

*Complete Termite & Pest Control
Family Owned Since 1921
www.west-ext.com*



- **6th Largest Pest Control Company in US**
- **Inspecting/Servicing over 100,000 accounts each month**
- **A Copesan Partner**

TIME FOR QUESTIONS

