

**PESTICIDES
USED: I LOVE
THE SMELL**



Pest Control in the US



Organochlorines

DDT

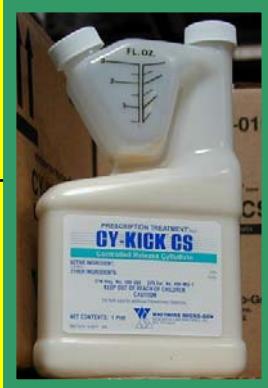
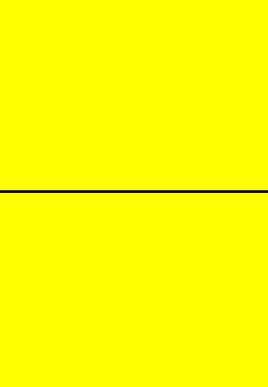
Lindane

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. Natural.

Crawling Insect

Meta Insectos Rastre

Kills Ants & Cockroaches

¡Mata Hormigas Y Cucarachas!

ACTING INGREDIENTS:

Rosemary Oil.....60.0%

Other Ingredients.....30.0%

Total 100.0%

* Water, White Birch Oil, Mineral Oil (USP), Cuban

DO NOT ALLOW CHILDREN TO APPROX

No permite que los niños lo apl

NET CONTENTS: 12 OZ.

Eco Exempt™ G

GRANULAR INSECTICIDE



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

A photograph of a man in a green uniform and hard hat spraying a green hose on a lawn. He is wearing a light green long-sleeved shirt with patches on the chest and dark green pants. The background shows a hedge and a house.

RESIDENTIAL

Single Family	1801
Multi-Family	147

81%



COMMERCIAL

Schools 64

Market/Related 68

Other Commercial 314

19%

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EcoEXEMPT™ IC

Concentrate: Contact 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

A photograph of a grocery store aisle. A male worker in a light green long-sleeved shirt, dark trousers, and a dark green cap is standing on the left, facing right. He is reaching for a package of diapers on a lower shelf. The shelves are filled with various brands of diapers. The store has a yellow and white color scheme. The word "ALDI" is visible on a product label.

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**

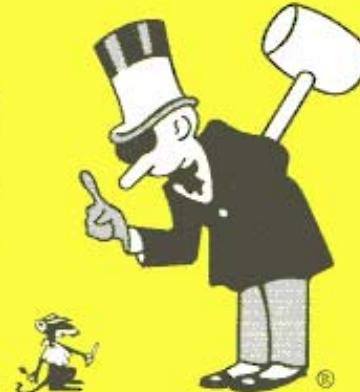
2007

- 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

