PESTICIDES USED: I LOVE THE SMELL
 Pest Control in the US
Organochlorines
  - DDT
  - Lindane
  - Chlordane

- Organophosphates
  - Catalyst
  - Dursban
  - Diazinon

- Carbamates
  - Baygon
  - Sevin
  - Ficam
Majority of what we use are Pyrethroids

<table>
<thead>
<tr>
<th>Cy Kick CS</th>
<th>Suspend SC</th>
<th>Talstart One</th>
<th>Tempo SC Ultra</th>
<th>Tempo Packs</th>
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<tbody>
<tr>
<td>Cynoff EC</td>
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<td>Demand CS</td>
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<tr>
<td>Dragnet SFR</td>
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</table>
• 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 E&E (pp 9778–9784), Weston and his co-workers report that the sediment from these streams contains

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

Single Family 1801
Multi-Family 147

81%
COMMERCIAL

Schools  64
Market/ Related  68
Other Commercial  314

19%
- In general, products approved for use in organic pest control programs

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