What is Ant IPM and how does it affect me?
**VARIABLES LOOKED AT**

- Call backs & Cancellations (Start 2006)
- Chemical costs
- QA Ratings

**Western Exterminator Company**

835 57th St, Sacramento CA 95819-3390
916-929-7727, 916-452-6655

**Call Slip/Service Slip**

- Time: 11:16:04
- Date: April 19, 2007

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**Material Code**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Area Serviced</th>
<th>In / Out</th>
<th>In / Out</th>
<th>In / Out</th>
<th>In / Out</th>
</tr>
</thead>
</table>

- **KEY ACCOUNT**
  - Serving California, Arizona, and Nevada

- **QA Ratings**

<table>
<thead>
<tr>
<th>Service Attributes</th>
<th>Technician(s)</th>
<th>Office Personnel</th>
<th>About as expected</th>
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</thead>
<tbody>
<tr>
<td>1. Returning phone calls</td>
<td>/</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>2. Attentive/Helpful</td>
<td>/</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>3. Responsiveness</td>
<td>/</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>4. Friendly disposition</td>
<td>/</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>5. Integrity</td>
<td>/</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>6. Courteous</td>
<td>/</td>
<td>V</td>
<td></td>
</tr>
<tr>
<td>7. Competent and skilled</td>
<td>/</td>
<td>V</td>
<td></td>
</tr>
</tbody>
</table>

- **Chemical costs**
DPR Grant: 2008-2010
COMPARE 2 ROUTES

One of several companies, same study Pat covered

Study to see 50% reduction of Pyrethroids

One route traditional
One route IPM- no Pyrethroids

No difference in calls back, etc.
50%+ reduction in Pyrethroids
Based on 2006 experience, we compared three strategies

- Reduced Impact Approach
  - EcoExempt & Eco PCO products
  - Biorational products (baits, granules, IGR, etc.)
  - Traditional products – limited application or use pattern.
- Full “green”- no traditional products
- Traditional approaches.

- 50 Routes from 5 Service Centers
2007-2008 FIELD DATA FOR THE 50 ROUTES

Call Back

Chemical Cost

QA Rating

Overall the data was similar until we got into late summer
In late summer customers and techs were finding an increase in outside pests. On the “green” only routes, techs on their own were using other products.
During this same time Company wide from 2006* through 2008

- * started looking at replacing some Pyrethoid usage with plant oils and training on more targeted applications

- PYRETHOIDS
  - 2006  11.4 lbs active/applicator/yr
  - 2008  9.2 lbs active/applicator/yr
  - A 19% reduction in Pyrethroids
2006-2014 Company

- PYRETHOIDS
- 2006  11.4 lb/applicator/yr
- 2014  6.3 lb/applicator/yr
- A 45% reduction in Pyrethroids
Ant Callbacks

- Ant callbacks have remained about the same.
- 2008 2.1% of total services.
- 2012* the 2.1%
- * most current year I have this data
What are some of the liquids available?

- Eco Via EC, exempt
- Essentria IC3, exempt
- Harmonix
- Microcare 3%
Termidor, based on number of 20 oz containers. Other containers all WDO?

2006: 1.44 lbs active per applicator
2008: 1.35 lbs active per applicator
2014: 1.30 lbs active per applicator

• Are we just replacing Pyrethroids with Fipronil?
Bottom Line

- Ant control and pest control overall can be done with fewer pesticides, in particular with fewer Pyrethroids.
TIME FOR QUESTIONS