



Sentricon: Beating da #!*%! termites

By 1995, the hotel showroom, restaurant and shops were being attacked by aggressive ground termites eating and destroying wood floors, walls and cabinets and causing thousands of dollars of damage.

Bob Koide, Environ Control's founder and president, knew he had the solution. His company had begun testing the Sentricon Colony Elimination System on July 6, 1994, and was the first authorized Hawaii business to use Sentricon when it became commercially available in April 1995.

"If the Sentricon system doesn't work," Bob told the hotel manager, "I'll give you back half your money." Within eight months Sentricon eliminated the termites and continued monitoring for new invading



Bob Koide, Environ Control president and founder, lives in Mililani where Sentricon stations safeguard his home.

"Sentricon is the new technology. Now we can handle the toughest termite problems."

right away to install Sentricon stations around five other major buildings.

When Bob opened Environ Control in 1986, the accepted practice was pumping 150 to 200 gallons of termiticide at a single-family home. He had learned about fighting subterranean termites as a salesman purchasing lumber for the former Lewers & Cooke Co. and as production supervisor for wood treatment and pest control at Osmose Pacific Co.

At first Bob thought the Sentricon system was just another tool to help fight Formosan termites, not a "miracle, fix-it-all wonder program." But with product improvements and proven results, Bob says, "Sentricon is the new technology. Now we can handle the toughest termite problems."

colonies. Impressed with the results, the hotel management signed Environ Control

100%

One hundred percent trust

What Kaneohe environmental engineer Thom Lichte says about Environ Control:

"I noticed many small things that set your company apart from others: prompt service...cleaning up after a job...your workers sensitive to not damaging my property... during Sentricon installation, using a circuit breaker to stop drilling before hitting any pipes, lines or utilities. You consistently do what you say you'll do. I trust your company 100 percent. You're an excellent example of the aloha spirit."

"You consistently do what you say you'll do. I trust your company 100 percent."

Thom Lichte, Kaneohe environmental engineer

Why choose Environ Control

WE'RE NO. 1 IN HAWAII

Among Sentricon dealers, Environ Control is tops not only in Hawaii, but in the entire U.S. Southwest/West Coast region. We earned highest ratings for customer service, technician knowledge and professionalism, frequent Sentricon monitoring and excellent communication with customers. (December 1997 Dow AgroSciences client survey.)

OUR UP-TO-DATE REPORTS

Our status reports to you—showing all Sentricon stations, termite activity and monitoring and baiting dates—is the most detailed and comprehensive in the island market, say the manufacturer's Hawaii agents. We keep you updated with face-to-face reports, phone calls *and* written reports.

OUR 21-DAY CHECKS

The manufacturer suggests Sentricon checks every 28 days (four weeks). Experience has taught us 21 days works better in Hawaii where Formosan termites thrive. Also, the manufacturer says elimination has occurred if past infested stations stay termite-free for two months. "Environ Control prefers three months just to be sure," Bob Koide says.

OUR WARRANTY

Once Sentricon is installed on your property, there's no additional cost should spot chemical treatment or above-ground Sentricon stations for beams and walls be required.

OUR HIGH REFERRAL RATE

Satisfied homeowners and commercial properties recommend us to their neighbors, friends and family. "You're the only company I'd recommend," says Nancy Thomas, an Oahu property manager.



Environ Control technician installing Sentricon stations at a St. Louis Heights home.

You be the judge



Traditional ground treatment

COST

Based on single-family home, 200 to 240 ft. perimeter

\$1,400 - \$1,800
25 - 30 Sentricon stations
(1 station each 8 - 10 ft.)

\$1,600 - \$1,900
Full slab treatment, all interior and exterior walls and joints

CONTRACT COVERAGE

Installation of stations, station monitoring and baiting for one year

Drilling for chemical application (interior and exterior)

COST VARIABLES

Installation difficulty, extent of ground termite damage, infestation

Drilling difficulty (ceramic tile, concrete, parquet floors, carpet), extent of ground termite damage, infestation

WARRANTY

No additional cost: Above-ground Sentricon stations for beams, walls and/or chemical spot treatment if needed

One- or two-year warranty

5-YEAR COST ESTIMATE

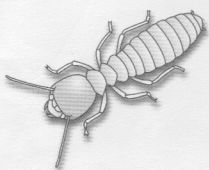
- \$1,600 average Sentricon 1st year
- \$2,000 4 yrs. at approx. \$500 per year maintenance fee
- \$3,600 over 5 yrs.

- \$1,800 ave. ground treatment
- \$2,000 retreat every 2 - 3 yrs.*
- \$3,800 over 5 - 6 yrs.
- *usually 10 - 15% higher than original cost

FEATURES

- Sentricon *eliminates* ground termite colonies.
- In-ground and above-ground stations target termite baiting and elimination.
- Continuous termite monitoring. Technicians regularly on site.
- Extensive interior and exterior drilling not necessary.
- More effective with substantially fewer chemicals: 2 to 4 grams termite bait.

- Ground treatment kills termites, but doesn't eliminate them.
- Chemical barrier doesn't locate termites. Barrier can break down due to soil conditions, quality of chemicals and application, weather and heavy rain.
- No monitoring. No technicians on site for 2 to 3 years.
- Interior and exterior drilling needed, affecting floors, carpets. Also, liability for damaging utility, water, electrical lines.
- Environmentally harmful. Average 150 to 200 gallons termiticide used per home.



ENVIRON CONTROL, INC.

TERMITE AND PEST MANAGEMENT

2290 ALAHAO PLACE, 2ND FLOOR • HONOLULU, HAWAII 96819
TELEPHONE (808) 845-0808 • FAX (808) 841-1674 • PC #588