



SENTRICON IN HAWAII

More hits than Barry Bonds*

After three termite hits in nine years, Robyn Otsuka of Ewa knows you can't count termites out permanently. At June Watanabe's Waipahu home, Sentricon has struck out termites, 4 - 0. So far. Robyn and June can't predict when termites will hit again, but when they do, Sentricon is already on property guarding the field.

But what if there's been no termite activity for awhile? Should you cancel Sentricon? Not if you value your home or business, say Environ Control clients.

* San Francisco Giants slugger Barry Bonds finished the 2004 season with 703 total home runs, chasing Babe Ruth's career record 714 and Hank Aaron's 755.



Sentricon covers the bases 3 hits in 9 years

Robyn Otsuka, Ewa Beach
Sentricon installed 1995
Termite activity: 1995, 1996, 1998



"I've thought about cancelling Sentricon now that we haven't had an infestation for a few years. But there's no guarantee the termites won't come back, and I remember what it was like.

"In '95 our house was fairly new, but we already had trouble with termites eating the garage closet and shelves and bathroom trim. Our solar company found termites in the attic. I was really worried about major expenses (to repair the damage).

"We had ground (chemical) treatment then, but we still found (termite) mud tracks, even after the termite company came to retreat. In '95 our Kaneohe friend with major termite problems told us Sentricon really worked.

"Sentricon's a big expense. But I felt I had no choice but to keep it since I'd tried ground treatment and it wasn't working. In the end I know I have to keep Sentricon. It's just good house maintenance every year.

"Environ Control also gives us excellent service that makes us stay with the Sentricon system."

Sentricon 4, Termites 0 9 years, 4 termite strikes

June Watanabe, Waipahu
Sentricon installed 1995
Termite activity: 1995, 1999, 2000, 2004



"We found termites just two months after Sentricon was installed. The first time, it took eight months (to get rid of the termites). I wasn't anxious. I figured it would take awhile. Environ Control explained the whole process and it sounded like they knew what they were doing.

"Several years went by. No termites. It crossed my mind that I could cancel Sentricon. But I knew termites in Hawaii

Continued on Page 2

\$100

referral certificate

No contest to enter.
No fundraising tickets to buy.
Just keeping your ohana safe from termites.

Help stamp out termites.

Pocket \$100.

Send us your friends and family – alert folks who want a termite-free life – and we'll credit \$100 toward your renewal. *That's about 20% off your Sentricon renewal.*

More hits than Barry Bonds

are a continuous problem. You can't permanently kill them. They always seem to come back.

"The fourth time the termites hit, I knew what to expect...how Sentricon would work. Now I have no thoughts of cancelling it. It gives me peace of mind. I'm keeping it because it must be working.

"I used to live in a townhouse complex. A lot of the maintenance money was used for termite repairs. Every so many years, the termite problem would be so costly that, in addition to the maintenance fee, we would be assessed several thousand dollars. We don't have that problem with Sentricon."

Advantage: Early warning

Sidney Takara, Mililani
Sentricon installed 1995
Termite activity: 1995, 1996, 2004

"When our property got hit a third time, I wasn't surprised because Mililani has lots of ground termites. I told my neighbor that Sentricon works. If you keep it up, you get a warning and follow-up treatment. Without Sentricon, you don't find the damage until it's done."

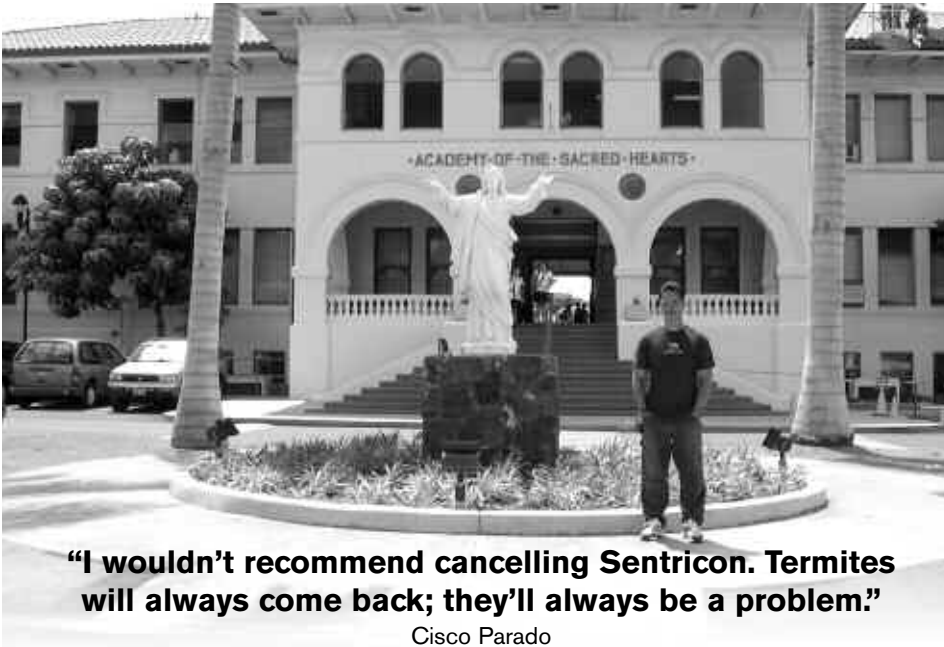
Environ Control wins BBB ethics award

Honest estimates. Affordable services. Skill and expertise. Outstanding business practice won Environ Control the Better Business Bureau (BBB)

Torch Award for Business Ethics (small business category) on March 17, 2004.

The BBB also gave Bob Koide and his company high marks for clear contracts, solid customer relations and employee training. It takes sensitivity to customer satisfaction and communication, the BBB said, to deal with customers who may not know what is involved or what to expect in exterminating termites and other pests.

"At first, I wasn't really excited about the award. Running a business with ethics is what we're supposed to do, right? But then I realized the award is not about me. It's about the people who work here. They've all bought into the Golden Rule. They also believe, 'It's not about how we treat the problem, it's about how we treat people.'" Bob said.



"I wouldn't recommend cancelling Sentricon. Termites will always come back; they'll always be a problem."

Cisco Parado

Win with Sentricon

Cisco Parado

Maintenance supervisor
Sacred Hearts Academy

Sentricon installed 1999 and 2000

Termite activity: 1999, 2000, 2001, 2003, 2004

"It's a win-win situation with Sentricon. First, it takes care of the infestation and second, it's preventive maintenance. Why wait for the (termite) problem to get out of hand? It's way more expensive to do repairs than the cost to maintain Sentricon."

DOLLARS AND CENTS

Cancelling Sentricon:

If you decide to cancel your Sentricon system, Dow Agro-Sciences (Sentricon manufacturer) requires removing your stations. Then, if you decide to reinstall Sentricon, expect to pay the initial fee. Let's say you first paid \$1,600, then ended your Sentricon contract. Expect to pay \$1,600 (average Sentricon fee at Environ Control) to sign up again.



678-0709 • FAX 680-0519

License No. PC 588
94-547 Ukee St., Suite 206
Waipahu, Hawaii 96797

Bob Koide, President

Sentricon Authorized Operator
www.environcontrol.com

Help stamp out termites. Pocket \$100.

No contest to enter. No fundraising tickets to buy.
Just keeping your ohana safe from termites.

Your name _____ Phone _____
Your Ohana, Your Referrals*
Name _____ Phone _____
Name _____ Phone _____
Name _____ Phone _____

* Environ Control will credit your account \$100 for each referral signing a Sentricon contract. The \$100 credit will be applied to your yearly renewal.