



## ENVIRON CONTROL MARKS 20TH ANNIVERSARY

# Schools score with \$30,000 Sentricon gift

**G**rateful and blessed to be celebrating 20 years in business, Bob Koide has figured out a Sentricon way to do his part for education.

In March 2006 the Sentricon dealer teamed up with the DOE and the non-profit Hawaii 3R's (as in repair, remodel and restore) to donate Sentricon, the top-of-the-line ground termite elimination system, to Momilani and Kanoelani, elementary schools in Pearl City and Waipio Gentry, respectively.

Environ Control donated \$20,500 to cover Sentricon installation and monitoring for two years. Hawaii 3R's \$10,500 grant allowed Environ Control to stretch its donation to cover two schools instead of one.

What does this gift mean to Kanoelani? Principal Sandy Ahu said, "We try to budget for what we need. First priority is what our students and teachers need in order to achieve. Down the list, sorry to say, is facilities. We have no money for prevention (such as installing Sentricon). If we have termite damage, where would the repair money come from? This (Sentricon



*Kanoelani fourth-grader Chad Masuda takes a turn swiping a Sentricon station.*

donation) is an important and much-needed gift. Thanks to partners like Environ Control, we can use our school funds for basic needs for our students and teachers."

Doreen Higa, principal at Momilani, added, "We're truly fortunate when someone extends a hand offering resources, volunteers or services. We're really lucky to have this gift—we couldn't have dreamed it. The fact that

it's someone's grandpa makes it a nice touch. (Koide's grandson is a Momilani student.)"

Koide first approached Gilbert Chun, the DOE point man for maintenance and repairs, to see how a Sentricon donation might work. Chun, in turn, introduced Koide to Ryan Shigetani, Hawaii 3R's executive director. Shigetani's nonprofit pairs grant money from public and private funds with volunteer manpower to fast-track public school repairs.

Reflecting on this partnership with Environ Control, Gilbert Chun said, "It helps us cut the repair and maintenance backlog where the DOE would ordinarily pay for these repairs. It provides termite protection and reduces the loss of structures and furniture which, in turn, means cost savings. Education is so important in our state that the more partnerships we develop with leading businesses like Environ Control, the more work we can tackle together."

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*Bob Koide, Environ Control president, explains to Kanoelani Principal Sandy Ahu how Sentricon bait stations work.*



“  
*This (Sentricon donation) is an important and much-needed gift.*  
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Sandy Ahu  
Kanoelani Principal

# Hawaii then and now

1986		2006
\$1.14	<b>Gallon, regular gas</b>	\$2.81 (state ave.) <sup>+</sup>
\$3.35	<b>Minimum wage</b>	\$6.75
\$171,200	<b>Single family home</b> (Oahu median)	\$650,000 (Mar. '06)*
\$ 94,000	<b>Condo (Oahu median)</b>	\$312,000 (Mar. '06)
<b>150 to 200 gallons</b> of termiticide used per home (chemical treatment)	<b>Termite treatment</b> (ground termites)	<b>2 to 4 grams</b> of termite bait per home (Sentricon baiting and monitoring system)

<sup>+</sup> Gas average Jan.1 to Apr. 2, 2006. Source: [www.fuelgaugereport.com](http://www.fuelgaugereport.com)

\* Honolulu Board of Realtors statistics

When Bob Koide opened Environ Control in 1986, chemical ground treatment—pumping 150 to 200 gallons of termiticide into each home site—was standard. He had learned about fighting subterranean termites as a lumber purchasing salesman at the former Lewers and Cooke Co. and as production supervisor for wood treatment and pest control at Osmose Pacific Co.

In July 1994 Environ Control field-tested Sentricon, the bait-and-monitor termite colony elimination system, and was Hawaii's first authorized dealer when Sentricon became commercially available in April 1995.

A 1997 Sentricon survey named Environ Control number one in Hawaii and the entire U.S. Southwest/West Coast region, earning highest ratings for customer service, technician knowledge and professionalism, consistent Sentricon monitoring and excellent customer communications. In 2004, Bob Koide and Environ Control won the Hawaii BBB (Better Business Bureau) Torch Award for Business Ethics (small business category).

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Activating the Sentricon electronic scanner, Environ Control technician Alex Arao (left) shows Momilani Principal Doreen Higa (right) how the device beeps to detect ground termites.

Ryan Shigetani confirmed the advantages of this collaboration, saying, "If we can grow this partnership to include other termite contractors, we'll be able to deal with a problem that's plagued our schools for years."

And how does Koide view the whole experience?

"After 20 years in business," he explained, "I was wondering, 'What's next? What's the next level for our business?' I'll be retiring soon and my son Wayne and (my niece) Stacy will be taking over. What will the next 20 years be like for them?"

"It turns out the next level is what we're doing at Momilani and Kanoelani. I wanted to commemorate our 20th anniversary in a special way...to do something significant for the community. My grandson goes to Momilani, so I thought I could make a contribution there. Kanoelani is in our (business) district, so it means we're really helping our own community."

"There have been so many blessings in our 20 years," Koide continued. "It was a blessing to get involved with Sentricon (as an authorized dealer). It was a blessing to meet Ryan Shigetani at Hawaii 3R's. I'm really energized by this school project, and I'm hoping this will inspire other termite companies to get involved."

For the next 20 years it looks like Environ Control is headed back to school.

## Fun Sentricon math

Add the 164 Sentricon stations at Momilani to the 456 installed at Kanoelani. Multiply the total by 9½ inches (the height of each Sentricon station) to find the total inches. Change the total inches to feet. Now figure out the number of yards. And the answer: Placed end-to-end, the \_\_\_\_\_ (total stations) would measure \_\_\_\_\_ yards.

Hint: Consider Aloha Stadium

Answer: 620 stations measure 164 yards, more than 1½ football fields

In 2001 U.S. Sen. Daniel Inouye established Hawaii 3R's to address the DOE maintenance backlog. Working with state agencies, trade unions, businesses and the military, Hawaii 3R's matches state, federal and private funds with volunteer manpower—skilled and unskilled "sweat

equity"—to reduce the backlog at significantly reduced cost. Hawaii 3R's awards grants to a public school to supplement its private donations, and also works to recruit volunteers for the project. Businesses receive state tax credits for their donations. On the Net: [www.hawaii3rs.com](http://www.hawaii3rs.com)

**Repair, Remodel, Restore Our Schools**