



# ENVIRON CONTROL, INC.

TERMITE AND PEST MANAGEMENT

EST. 1986

2009: SENTRICON IN TOUGH ECONOMY

## TOUGH ECONOMY?

# SENTRICON MAKES EVEN MORE SENSE



China (see "China battling termites with Sentricon") is discovering what Hawaii folks already know—that Sentricon is the number one termite elimination system today.

Sentricon is the most cost-effective.

The most efficient.

The most eco-friendly.

Dollar-for-dollar, Sentricon offers you the best protection to safeguard your property against voracious subterranean termites that are oblivious to good times or bad.

But in this tough economy, when everyone is looking to save money, lower expenses and ride out the recession, should you cancel Sentricon to economize?



***"Our advice:  
postpone painting,  
remodeling, even  
plumbing...but keep  
Sentricon."***

Carole Paulsen,  
Pres., Mililani Pinnacle  
Homeowners Assn.

**Carole Paulsen, Pres., Mililani Pinnacle Homeowners Assn.:**

"You can't cut back on Sentricon. You'd be playing with fire. Our condo association had a very vivid and costly lesson: \$450,000 of termite damage before Sentricon and after we installed Sentricon—zip! We did a test building (we have 14) with Sentricon, and it stopped the termites in their tracks. Our advice to other condos: postpone painting, remodeling, even plumbing (turn off the water to stop leaks if you have to), but keep Sentricon."

**Dr. Arnold Siemsen, Kaneohe:**

"Termites are here forever. The question is when they'll hit, so you've got to have a system that's monitoring your property. It's false economy to cut back on termite control (Sentricon) when you'll just have to spend more money later to repair all the damage. No way I'd cancel Sentricon."

**A Kaimuki entrepreneur:**

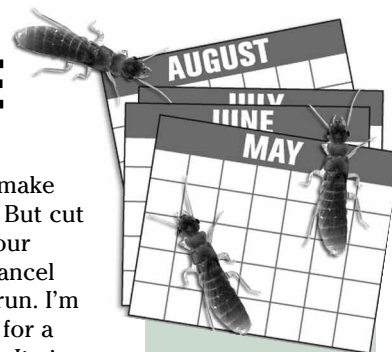
"I own four businesses and we've had to make cuts, so I know how tough it is right now. But cut out Sentricon? It relates to the value of your home. You don't want it infested. If you cancel Sentricon, it'll cost you more in the long run. I'm looking at it like this: I don't mind paying for a good service...a service that makes sense. It gives me peace of mind. And Environ Control is always there. The techs (who check my house) are very good. The people in the office do a good job."

**Rob Muranaka, retired hospital managing director, Kailua:**

"You'd be crazy to pull out your Sentricon. Think about it: Your house is a big investment. By the time you find the termites, they've done so much damage that you end up paying so much more. I had another termite bait system, but when you looked at the canisters, they were empty. The termites were attacking my wood pile instead. After I switched to Sentricon, the stations were crawling with termites eating the bait. Sentricon works. I really love that it's protecting my property. I'm impressed with ESP (the electronic monitoring device), too. It started beeping when it found termites. Bob Koide (Environ Control president) is a real up-and-up guy. The technicians are always punctual. With the other company my wife always had to call (to confirm appointments)."



*Not having to  
worry about  
termites, the  
Muranakas  
can enjoy  
life.*



## ALERT

**May to August  
termite 'swarm'  
season**

Mark your calendar for the upcoming termite swarm season, recommends Bob Koide at Environ Control. "It's the time of year when termite colonies reach capacity and leave the nest to find new homes and new food sources," Koide explains. See swarming termites? Close all windows and doors and turn off lights that attract them, and call Environ Control (678-0709).

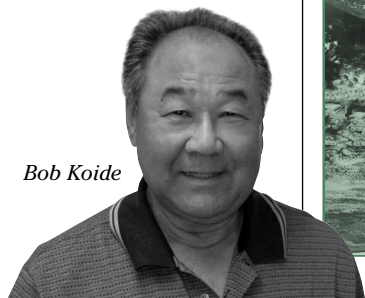
## BBB rates Environ Control

**A+**

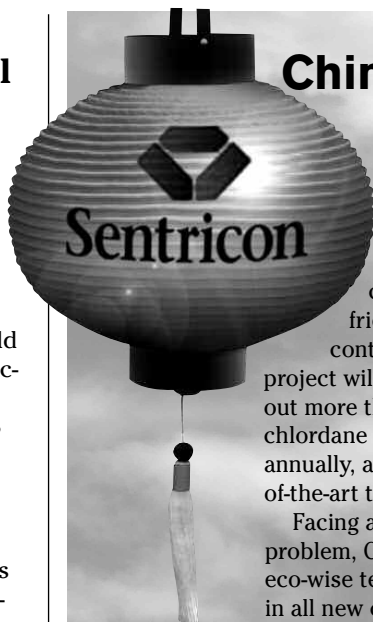
To help Hawaii consumers, the Better Business Bureau has substituted letter grades A+ to F for its old "satisfactory/unsatisfactory" scale.

Dwight Kealoha, BBB chief executive officer, told the Honolulu Advertiser in March 2009 that the new ratings system provides more background information on businesses such as the number of complaints received, how the company responded to the complaints, and any government action against the company. The BBB feels this information will help consumers discriminate between businesses, making it easy and convenient to research companies before they buy.

Environ Control has been a BBB member since 1999. In 2004 it won the BBB's Torch Award for Business Ethics for its easy-to-understand contracts, honest estimates, expertise, customer relations and affordability. At the time, Environ Control President Bob Koide said, "It's not about how we treat the problem. It's about how we treat *people*."



Bob Koide



## China battling termites with Sentricon

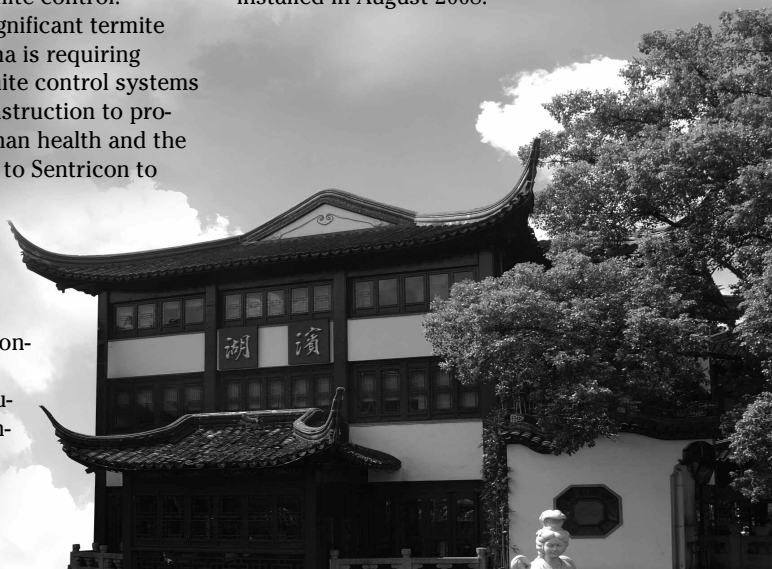
China is the first nation in a World Bank project selecting Sentricon to transition from liquid chemicals to earth-friendly alternatives to control termites. The project will help China phase out more than 33,000 pounds of chlordane and mirex it uses annually, as well as adopt state-of-the-art termite control.

Facing a significant termite problem, China is requiring eco-wise termite control systems in all new construction to protect both human health and the environment. And it's looking to Sentricon to help attain this goal.

In 2006, China initiated termite baiting trials using Sentricon and another competitive baiting product. Stations were installed and monitored for performance. Dow AgroSciences, Sentricon manufacturer, was awarded the contract in March 2008 for phase one of the project.

"We often heard from those testing the different baiting systems that Sentricon stations were faster to install and the Recruit termite bait was easier to use," says Phil Howard, global product success leader, Urban Pest Management for Dow AgroSciences. "The termite bait in the Sentricon system also meets the requirements of this project in that it demonstrates a low toxicity to birds, fish and plants, as well as low potential for groundwater contamination."

Currently, Dow AgroSciences is monitoring 400 Chinese sites with 100,000 Sentricon stations installed in August 2008.



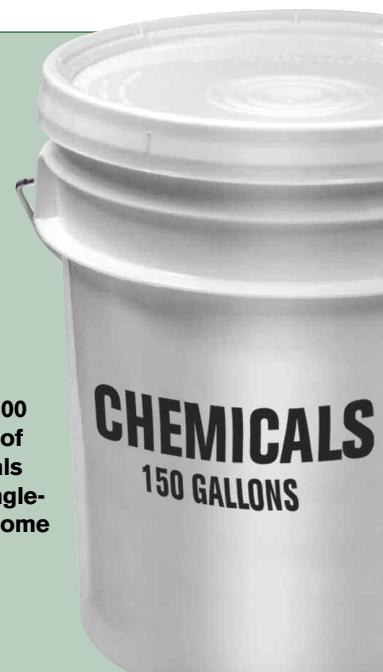
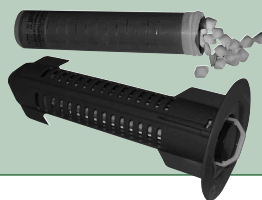
## Mālama the Earth, Save the Ocean

Sentricon is a "win-win" for you and the environment. Guard your property against termites, prevent pesticide run-off and save the 'āina and ocean at the same time.

2 to 4 grams  
of Sentricon  
bait

**VS.**

150 to 200  
gallons of  
chemicals  
for a single-  
family home



© 2009 Environ Control



**ENVIRON CONTROL, INC.**  
TERMITE AND PEST MANAGEMENT  
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](http://www.environcontrol.com)