

Vendor Presentations – Thursday, February 28, 2008

- 1) ADAPCO
 - a) Reps
 - i) Ted Bean – NE
 - ii) Trey English – SE
 - b) Full line of larvicides and adulticides
 - c) Barrier treatments
 - d) New for 2008
 - i) Agnique MMF G
 - (1) Granular larvicide
 - (2) Pupicide
 - ii) Zephyr ULV + ESS Barrier
 - iii) ADAPCO Guardian ULV sprayers
- 2) B&G Chemical
 - a) Rep - David Sykes
 - i) Sentinel GIS System
 - (1) One device for all services
 - (2) PDA
 - b) New for 2008
 - i) Aqualuer 30-30
 - ii) Provect, temephos granules
 - iii) New equipment
 - (1) Phoenix 680 fogger
 - (2) Universal GPS pumping system
 - (3) Stinger models
 - (4) LandTamer all terrain vehicle
 - c) Sentinel GIS System – Mike Swan (Electronic Data Solutions)
 - i) ESRI-based
 - ii) Industry-standard platform
 - iii) Open format - customizable
 - iv) Uses PDA in field
 - v) Desktop software
 - vi) Uses
 - (1) Collect data for all services
 - (2) Produce reports
 - (3) Plan work
 - d) Cost
 - i) B&G Sentinel Model - \$4000 one-time purchase for site
 - ii) DataLink GIS - \$995 one-time purchase for site
 - iii) Archer Field PC w/GPS - \$1,815 per (can get cheaper PDAs)
 - iv) Tech Support - \$295 per handheld
 - v) ArcPad or ArcGIS license required per filed PC/desktop
 - vi) Optional on-site mobile GIS training available
 - e) Partnership
- 3) Bayer Environmental Science
 - a) Rep - Peter Connelly
 - b) New products
 - i) 2009 – larvicide

- ii) 2010 - adulticide
- 4) Central Life Sciences
 - a) Reps –
 - i) Jeff O’Neil - NE
 - ii) Charlie Pate - SE
 - b) Divisional Name – Zoecon
 - c) Barrier treatment – Mavrik
 - i) 3-week residual
 - ii) Good for ticks and fleas
 - iii) No phytotoxicity
 - iv) Does not kill honeybees once it has dried
 - v) No water set back
 - d) Altosid family
 - i) Prevention
 - ii) Efficiency
 - iii) Confidence
 - iv) Lots of formulations for every need
 - e) Wellmark Fellowship Program – sponsor for AMCA Legislative Day in Washington DC (AMCA makes selection)
- 5) Clarke Mosquito Control - Jeff Hottenstein
- 6) Curtis DynaFog
 - a) North American Director of Sales - Matt Tandy
 - b) Founded in 1947 in Westfield, IN
 - c) Sell through UNIVAR
 - d) Over 75 different application models
 - i) Handheld electrics
 - ii) Portable thermal foggers
 - iii) Portable ULV
 - iv) Backpack ULV
 - v) Truckmount thermal and ULV units
 - (1) GPS compatible
 - (2) 8 HP to 21 HP
 - (3) Digital tachometer
 - (4) Different gear types
 - e) Surveillance traps
- 7) Dynamic Aviation
 - a) Caleb Stitley
 - b) Mosquito control applications
 - c) Emergency contracts
- 8) Summit Chemical - Jonathan Cohen
 - a) Bti briquettes
 - b) Many other products
 - c) Community outreach
- 9) UNIVAR USA
 - a) Brian Smith – northern rep
 - b) Consultation, products, equipment
- 10) Valent Biosciences
 - a) New product

- i) Bti/*B sphaericus* mix
 - ii) Ready for field testing
- b) Rep – Jim Andrews