

Clarke...

MORE CHOICES.  
BETTER SOLUTIONS.



# 2007 Clarke New Product Review

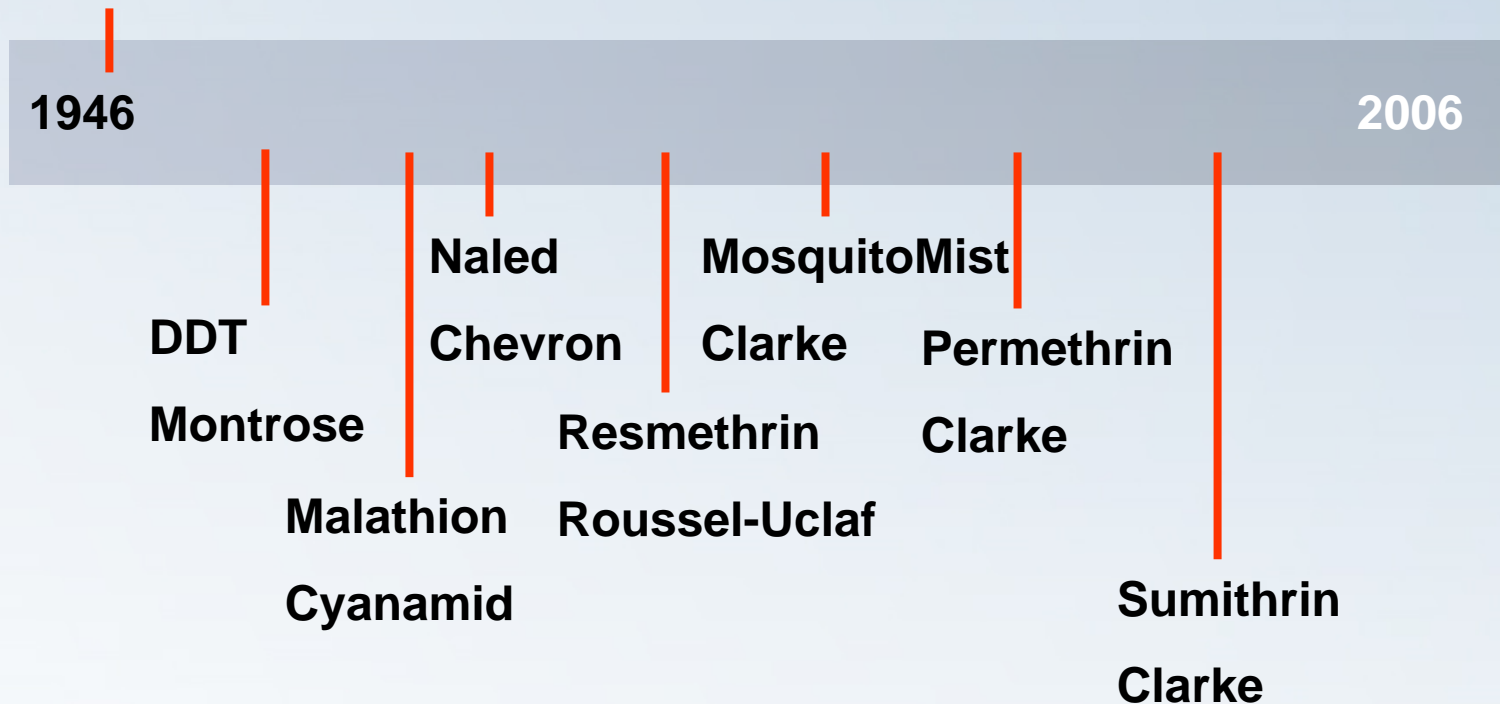
*Georgia Mosquito Control Association*

*October 17-19, 2007*



# U.S. Adulticides A.I.s

## Clarke Mosquito Control



# *RESEARCH & DEVELOPMENT DEPARTMENT*

- Investing excess of \$1 million annually
  - Development of new products
  - Commercialization of new products
- Clarke is the **ONLY** company investing in the future of mosquito control at this level



# 2007 New Product Preview

More choices.

Better solutions.



# Duet™

## The Dual-Active Adulticide



# Duet

## First New Active Ingredient in an Adulticide in almost 10 years

- ETOC (prallethrin) + Sumithrin = dual-active
- Unique performance characteristics
  - “Benign Agitation” – mode of action never before experienced
  - “Benign Agitation” – mode of action enabling control of a greater percentage of natural populations in the drift zone
- What does this mean???
  - **Quicker knockdown**
  - **Unparalleled efficacy**



# Duet

## Attacks Resting Mosquitoes

### *The Hidden Threat*

- During any adulticiding event there are resting mosquitoes that are not impacted.
- Mosquito control operations have been forced to accept that this population would not be impacted by adult control



# Duet

## Puts More Mosquitoes in the Line of Fire

- Preliminary lab and field research indicates that ETOC provokes mosquitoes out of harborage areas in a state of benign agitation
  - Does NOT create a biting frenzy
  - Confuses the mosquito
  - Increases probability that mosquitoes will come in contact with Duet





# Duet

## Result:

- Benign agitation in 60 seconds
- Knockdown in 10 minutes
- Higher kill rates
- Duet has the same toxicological profile as Anvil



# AquaAnvil™

A new formulation designed to enhance mosquito control beyond conventional water and oil based formulations



# AquaAnvil

## Different Formulation Technology

A distinctly different formulation

- *Macro emulsion* - not a micro emulsion
- Permits the active ingredient particles within each droplet to remain stable
- Provides multiple active ingredient *micelles* for enhanced performance



# AquaAnvil

## Different Formulation Technology

- Evaporation benefits the formulation producing a spray droplet that is more effective than conventional water and oil based formulations



# AquaAnvil

## Result:

- Field tests have shown an increase in efficacy
- Enhanced performance at any labeled rate
- Effective on even tough to control species, i.e. *Aedes sollicitans*, *Aedes taeniorhynchus*
- **This formulation is designed to enhance mosquito control beyond conventional water and oil based formulations**





- *Single solution data management at your fingertips*
- 

- September 2006 Clarke acquired Advanced Computer Resources, developers of VCMS, Vector Control Management System.



# What Is VCMS?

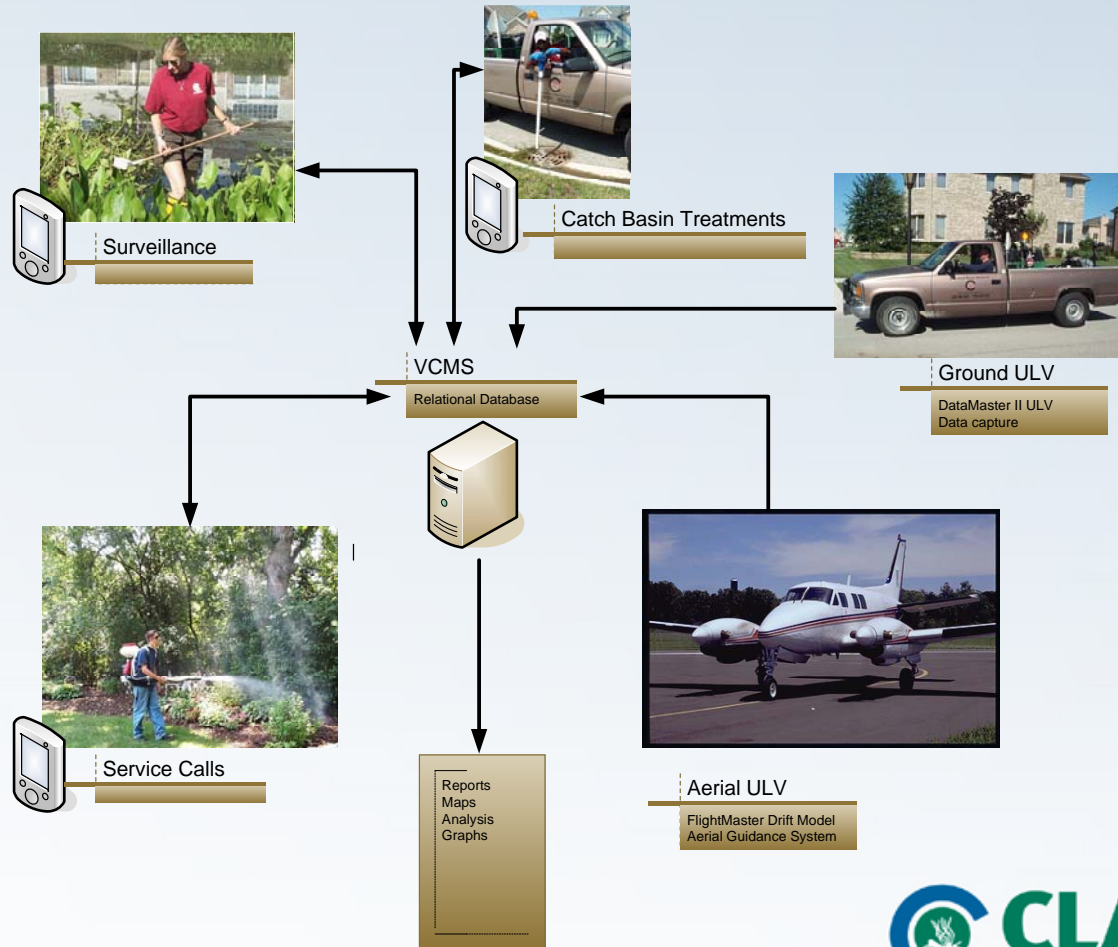
- VCMS brings data sources together to create information
- VCMS is a family of products supporting mosquito control agencies by...
  - Capturing data
    - from field work,
    - from customers,
    - from trapping & surveillance,
    - from equipment
  - And...



# VCMS<sup>®</sup>



Single solution data management  
at your fingertips





# What Is VCMS?

- Creating information products
  - Reports
  - Graphs
  - Maps
  - Spreadsheets



# Clarke Mosquito Control

Your continued partner for

---

**MORE CHOICES .....**  
**BETTER SOLUTIONS.**

