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NEW COMMITMENT BY CHEMPAR CHEMICAL CO.

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Since our last meeting, many exciting changes have taken place within CHEMPAR CHEMICAL. Usually, with changes of any kind, there are positive and negative results which follow. Fortunately, we are pleased to report that we are quite optimistic about this change.

For the past ten years, CHEMPAR was the exclusive distributor and licensee in the U.S. of the inventors of ROZOL (CHLOROPHACINONE) and MAKI (BROMADIOLONE). As of October 1, 1978, CHEMPAR became an acquisition of LIPHA, the manufacturer of these rodenticides.

If, in the past, we devoted our full attention to the development of ROZOL in its various applications, not only in the agricultural field, but also in the professional exterminator trade, we, as part of LIPHA, have renewed and doubled our commitment to serve the industry.

Most of you are not familiar with LIPHA. LIPHA is the largest corporation in the world strictly specialized in the creation and development of rodenticides. It also has a pharmaceutical division devoted to anticoagulants, which is the one that started the anticoagulant rodenticide research. With the CHEMPAR-LIPHA merger, we have completed the integration of our organizations, having within the same corporate structure an unbroken line ranging from basic research and toxicology all the way to the sale of the finished product. Our interior lines of communication are shorter now than they were a year ago. LIPHA is equally committed to solving your specific rodenticide problems.

In this endeavor, we count with two excellent compounds -- ROZOL, which is well-known to all the growers, and MAKI, a newer compound which is still pending EPA registration.

ROZOL is available in two formulations for use in the orchards:

1. ROZOL GROUND SPRAY CONCENTRATE, the only existing alternative to Endrin for those who prefer to spray. With this product, as with any pesticide, label directions must be carefully

followed;

2. ROZOL PELLETS, effective against both pine and meadow voles. Although the pellets have been used mostly by hand-baiting. Dr. Ross Byers has been expanding his research on the pine vole control into testing treatment by broadcast. Dr. Byers has already commented on these tests.

When ROZOL is properly applied, results obtained against orchard mice have been unsurpassed to date from a practical point of view. The key word is CONSISTENCY. ROZOL has achieved consistently successful rodent control. We have taken extreme care in maintaining the same degree of high quality and acceptance in our bait. However, new ideas are underway and they will be properly researched.

Since the creation of the new compound, MAKI, we have been testing it, not only against commensal rodents, but also against orchard mice. I will present no figures or tables at this time, as we prefer that the researchers expound on the results themselves.

MAKI constitutes a new generation in the world of anticoagulants, and could be classified as an acute anticoagulant; that is, retaining the advantages of slow-acting poisons, yet lacking the main shortcoming of the classic acute poisons, which consists of the sudden death of the rodent which leads to bait shyness.

MAKI, although requiring much less feeding than other anticoagulants, still takes a few days to kill the rodents, thus maintaining a high acceptance which ensures effectiveness. To give you an example, MAKI has an LD50 of about 1 mg/kg, depending on the species. In the case of a rodent that weighs 26 grams, it corresponds to about 1/2 gram of bait per vole.

MAKI was specifically developed to control the resistant rats and mice in order to avoid the use of harmful, and not very effective, acute poisons. On normal susceptible species, MAKI will kill rodents after a single day feeding. On the other hand, laboratory tests show that a single feeding of 2 kilos of bait would not kill a 22 lb. dog. The maximum tolerated dosage for cats is about 1 kilo bait. Hogs can tolerate 1 lb. of bait for five days without ill effect. Research continues on this product until it is ready to enter the market. Meanwhile, it is already being marketed quite successfully in Europe.

Our principals are very alert scientists who are not only up-to-date on rodent control worldwide but also.

and most importantly, innovators and creators of new trends and ideas advancing the rodenticide technology and putting it in a form that can be used efficiently in combatting the rodents while preserving the environment.

Trees, as Toney Morrello well said, are part of the environment and are primarily those that we want to protect. Our research is geared towards this purpose while attempting to disturb non-target species as little as possible. Our scientists would not develop a product that they know would cause great damage to the encironment, so they constantly try to strike a delicate balance between both purposes. I believe both ROZOL and MAKI reach that goal.