

VECTORVision

VOLUME 8 | NO. 1 | SPRING 2002 | A PUBLICATION FOR VECTOR CONTROL PROFESSIONALS FROM VALENT BIOSCIENCES CORPORATION

Performance, Affordability and Service Key Components When Selecting Products

What do mosquito control officials really look for when selecting control products? To find out, Valent BioSciences asked several districts. While the answers varied, product performance, price and the technical expertise of the company were the most important considerations.

For Sam Dickson, manager of the Salt Lake City Mosquito Abatement District in Utah, there are several reasons why VectoBac® technical powder, VectoBac 12AS liquid and VectoLex® WDG are three of his top choices.

Product consistency over many years is one main reason. VectoBac has been applied in 11 out of the 12 years that Dickson has been in charge of mosquito control in Salt Lake City.

Dickson mixes the VectoBac technical powder to make a sand-based granule product since the district's employees prefer applying a granular product. Dickson recently added VectoLex to the program for controlling *Culex* mosquitoes in marshes. "We really like that VectoLex provides three weeks or more control," says Dickson. "This enables us to eliminate about three applications during our busiest time of the year."

Expertise and Service Just As Important

Dickson also commends the technical expertise and service offered by Valent BioSciences. He says the company helped him resolve inconsistency problems with the district's aerial applications. "We've never had less than 95 percent control success rates with our ground applications, but we were seeing some inconsistent results with our aerial applications," says Dickson.

Valent BioSciences worked with Dickson to set up optimization trials and quickly identified two nozzles that were incorrectly positioned. "With Valent BioSciences' help, we identified the problem and we were able to fix it immediately," says Dickson. He adds, "I've always appreciated how Valent BioSciences representatives try to identify how their products might fit into our program instead of trying to convince us to change it to fit their

(continued on inside)

NEWS FROM VALENT BIOSCIENCES



WEB SITE LAUNCHED

To learn more about our mission, core values and product offerings, visit our new Web site at www.valentbiosciences.com.

VECTOLEX WDG OMRI LISTED

VectoLex WDG is now listed by the Organic Materials Review Institute (OMRI) for control of mosquitoes in the production of organic food and fiber. VectoLex WDG received this labeling after the OMRI conducted a technical review of the product. VectoLex WDG presently is the only biological product based on the *Bacillus sphaericus* bacterium that is OMRI listed for food and fiber production.

NEWSLETTER DESIGN UPDATED

This issue marks the debut of the newly redesigned *Vector Vision*. We'll continue to include the same type of stories and information you've told us you enjoyed over the years.

TELL US YOUR STORY

We're interested in hearing about the successful results you've achieved with VectoBac, VectoLex and Bactimos. If your story is selected for publication, you'll receive a gift from us. E-mail us at vectorvision@outofthebox.com



(continued from page 1)

products. They make small suggestions without having us change our entire program."

Jeff Beehler, district manager of the West Valley Mosquito & Vector Control District in Chino, Calif., also appreciates the company's customer service efforts. "We have extremely hard water and we did have a control issue once with VectoBac WDG," says Beehler. "Valent BioSciences responded very quickly and helped us address the problem. They've also worked with us to help find a way to apply VectoLex WDG through a blower."

Beehler's district has one of the heaviest concentrations of dairy operations with lagoons in the United States. With rapid urban expansion, mosquito control is even more critical. "There is little tolerance from the non-ag community for any mosquitoes, making the extended control VectoLex WDG provides in lagoons with polluted water extremely important," says Beehler.

Beehler adds that he's particularly impressed with the company's commitment to the industry. "Public health is definitely a niche market, yet Valent BioSciences continues to develop new formulations that best fit the needs of districts. This really shows its commitment to the industry."

Complete Package

While mosquito control districts are government agencies and require bids before making product purchases, Ed Fussell, director of the Florida Keys Mosquito Control District says he doesn't necessarily go with the low bid. "If a product isn't effective in the field, it doesn't matter if it's lower priced," says Fussell. "I don't have the same level of confidence in many other products that I do with VectoBac. That's why I plan on keeping it in the program. It's effective, inexpensive and we get excellent support from the company."

Dickson agrees. "If there is more than one product in a certain category we must open it up for bids. But we set standards and VectoBac always meets them. We can't be happier with the consistency of the products and the outstanding service from Valent BioSciences."



WEST NILE VIRUS UPDATE

For the third year in a row West Nile Virus (WNV) has been detected in the United States. However, it's occurring over a much wider range than in the previous two years.

As of November 2001, WNV has been detected in 27 U.S. states and Washington D.C., as well as Canada and the Caribbean. The virus has reached as far north as Toronto, as far west as Milwaukee, as far south as northern Florida, and across the Eastern seaboard. In 2000, WNV appeared in 12 states and Washington D.C., from New Hampshire to North Carolina.

According to the U.S. Geological Survey, human and wildlife health experts anticipate the slow but steady spread of WNV to new states, as well as a continued presence across the Eastern seaboard of the United States.



HELP PREVENT WNV WITH VECTOLEX AND VECTOBAC

At least 10 species of mosquitoes from five genera have tested positive for WNV. Both VectoBac and VectoLex are highly effective against the most suspected species.

VECTOBAC

- Efficacious control of *Culex pipiens*, *Culex restuans* and *Culex salinarius* – the most common vectors of WNV
- VectoBac G is the larvicide of choice worldwide for controlling *Aedes vexans*. WNV has been isolated from multiple pools of *Aedes vexans*, *trivittatus*, *japonicus* and *triseriatus*

VECTOLEX

- Extended control of *Culex pipiens*, *Culex restuans* and *Culex salinarius* (the most common vectors of WNV) in a variety of habitats
- Provides residual control of *Culex* mosquitoes that colonize floodwaters after the *Aedes* hatch

MAKE PLANS TO ATTEND AMCA SHOW



Mark your calendars to attend the 68th annual American Mosquito Control Association (AMCA) meeting in Denver, Feb. 17 – 21. We look forward to talking with everyone about industry issues and individual mosquito control programs. So make sure to stop by the Valent BioSciences booth and talk with our experienced public health team which includes Jim Andrews, Candace Royals, Stephanie Whitman, Ernest Dankwa, Peter DeChant, Steve Krause, Ryan Solberg and Bob Fusco.

VectoLex WSP Developed to Fit Customer's Program

When the East Middlesex Mosquito Control Program received additional funding to treat catch basins last summer, the district had several criteria when selecting a product. It had to be effective *and* easy to apply.

"We were really attracted to the idea of having a product such as a briquette or pouch that we could easily toss into catch basins," says David Henley, superintendent of the program in Waltham, Mass. "Sometimes it's difficult to apply a granular product to a catch basin and ensure that it's reaching the water and not sitting on top of the grate. Methoprene was an option, but there was significant public opposition toward its use. *Bacillus sphaericus* was favored by the critics of methoprene."

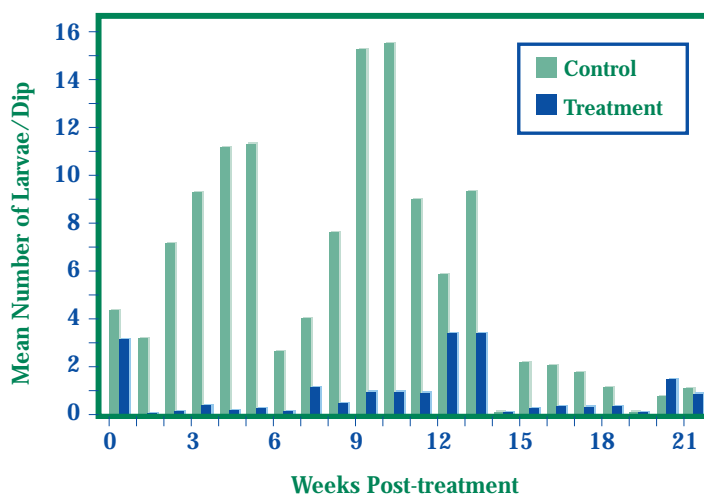
That's when Henley approached Valent BioSciences about a possible formulation change for VectoLex biological larvicide.

"The Valent BioSciences public health team is always interested in helping districts find solutions to their mosquito control problems," says Peter DeChant, field development specialist for Valent BioSciences. "David said he liked the performance of VectoLex, but he needed a product that his staff could toss into catch basins. We immediately met internally to see if we could develop a formulation that better met the East Middlesex program."

The technical experts at Valent BioSciences suggested a water soluble packet as an alternative and they immediately began developing the formulation.

Additional funding for the district became available following heightened concerns about West Nile Virus.

Culex pipiens/restuans Control in Newton Catch Basins with VectoLex WSP

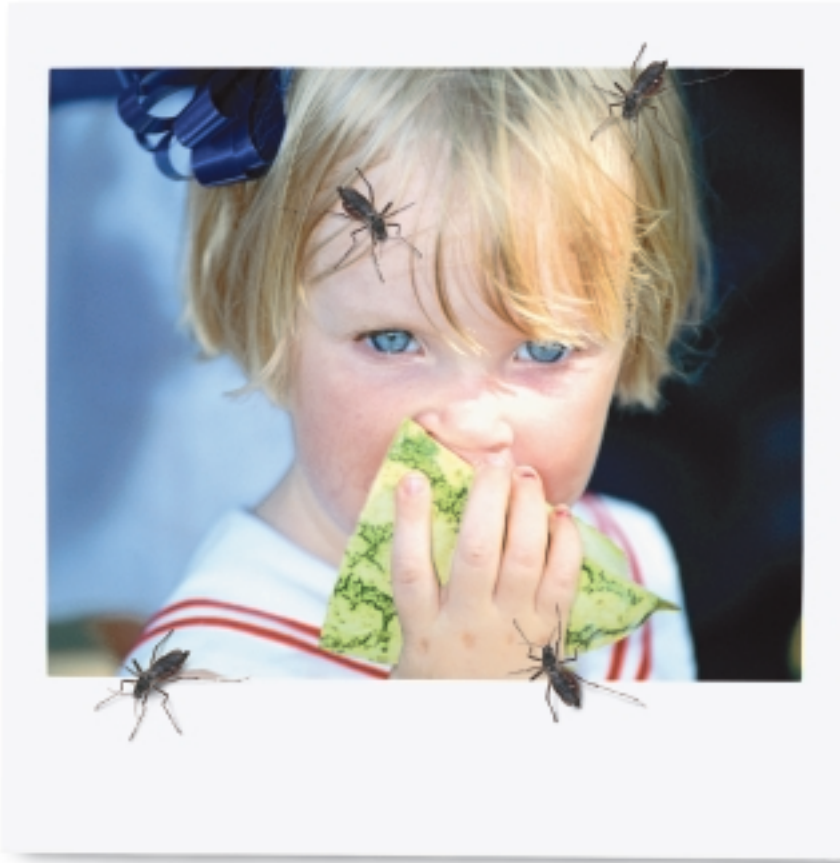


Note: Results based on two collections per catch basin of 3rd and 4th instar larvae. No collection was made during week 14.

First-Year Results

"VectoLex WSP exceeded our expectations," says Henley. "It performed very well with more than 95 percent control for six weeks. Another extremely positive advantage of applying VectoLex is that we achieved significant residual control for the remainder of the summer."

While VectoLex WSP and methoprene were both applied in catch basins, Henley expects to increase the amount of VectoLex WSP applied in 2002. "In addition to the product's outstanding efficacy, we don't have to defend our use of VectoLex to citizens living in the district who have environmental concerns about other products. Plus, VectoLex WSP is less expensive to apply."



VectoLex[®]

For each extreme and everything in between

VectoBac[®]