

**Lakeshore Maintenance and Security**  
**6621 Monck Park Road**  
**Nicola Lakeshore Estates**



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January 10, 2007

From: Ralph Hack

To: Nicola Lakeshore Lot/Home Owners

**Re: Maintenance and Security**

I will be taking up residence at 6621 Monck Park Road at approximately the end of January 2007 and will be offering security and maintenance service packages to interested property owners.

With the increase in construction thefts and vandalism, a **security package** would include me doing regular site checks of your property and buildings for as low as \$50.00 per month. In addition, as I will be living at Lakeshore Estates and driving past homes and sites pretty much on a daily basis, there is the advantage of having me able to "keep an eye" on properties.


Having 14 years experience with the Ministry of Forests and working as a forester for 15 years after that while operating Nicola Valley Silviculture Contractors Ltd. since 1987, I am also able to offer a **maintenance package**, which would include areas of Silviculture such as falling and burning, pruning and beetle spraying (resume available upon request).

Please contact at the number or email address below to arrange an on site meeting to discuss your security or maintenance requirements.

I can be reached by telephone or fax at (250) 378-3774 or by E-mail at **geordie4@telus.net**.

I look forward to hearing from you

Yours truly



Ralph Hack

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# Synergy Semiochemicals Co

The Next Generation in Forestry Tr

## Contact Us

PHONE #: 604-522-1121 or 604-522-2129

FAX #: 604-522-1139

E-mail: [synergy@semiochemical.com](mailto:synergy@semiochemical.com)

Our Mailing Address

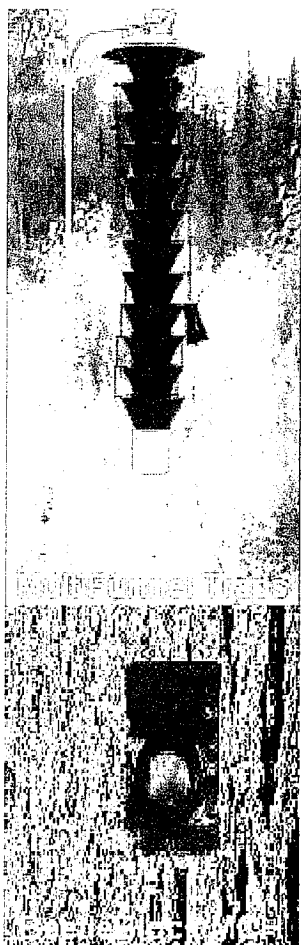
**PO Box 50008 South Slope RPO  
Burnaby, BC, V5J 5G3, Canada**

Our Delivery Address

**#101-7426 Hedley Avenue  
Burnaby, BC V5E 2P9**

Our Offices are open from 8:30 AM to 4:30 PM Pacific Standard Time. If we are unable to take your call, please leave a message or E-mail us.

**We will get back to you within 24 hours.**



The product that is already registered with PMRA and available from my competitor (Phero Tech) and available through the city of Merrit, needs to be replaced half way into the season (after 60 days). I was the inventor of the product we are competing against so I know the flaws of the verbenone urethane pouch quite well. The main problem with our competitors product is that of the 4.7 grams of verbenone initially loaded only about 2 grams is released! This makes the Phero Tech product very inefficient and significantly more expensive than our full season packets. Our product has 7.5 grams of verbenone (50% more pheromone), it has a higher release rate, a full 100 -120 days of release and all of the loaded verbenone is released. In short our product works better and costs less.

Research conducted in the US has shown that our product will provide ~90% tree protection in whitebarked pine (high elevation species), ~80% tree protection in lodgepole pine and ~70% tree protection in Ponderosa pine. These tests were done with the treated trees also being "baited" with mountain pine beetle aggregation pheromones to ensure the untreated control trees are attacked and killed and that the verbenone trees are subjected to beetle pressure. In a "real" application you would never use a tree bait next to verbenone treated tree so I'm confident that these numbers more likely represent the minimum protection and not the maximum.

Western pine beetle is also killing Ponderosa pine in the interior and this species doesn't respond as strongly to verbenone as do mountain pine beetles. For western pine beetle the use of non-host volatiles like our green leaf alcohols (GOV) is an additional repellent signal which helps the verbenone work better. By using our GLV packets you can reduce the number of verbenone packets that are necessary for tree protection. The GLV packets on their own aren't good enough to provide tree protection but they do provide a different but complementary repellent signal which both mountain and western pine beetle will

avoid. Its also important to realize that these products are not silver bullets, they work well but if beetle pressure is extreme you may still see some beetle attacks. To have a higher level of tree protection you'll need to have one of pesticide outfits spray your trees with a hardcore pesticide, carbaryl (sevin) but this shouldn't be used near bodies of water as carbaryl is very toxic to fish. Carbaryl also doesn't kill the beetles it only keeps them from attacking treated trees and this treatment will be more expensive than pheromone-based tree protection. The group connected with my competitor treats trees with both carbaryl and verbenone for about \$100 per tree which a complete marketing snow job...like selling freezers to Eskimos.

From the sounds of it your trees would fall into what we call single tree protection which is different than area protection. With area protection you put up devices in grid fashion or lay out parallel lines of devices. In all cases you simply tack the packets onto the trees. With single tree protection your minimum treatment is one verbenone packet and one glv packet per tree and the maximum would be 2 packets per tree of both products. With area protection you need to tack up at least 20 verbenone packets per acre and you can go as high as 60 packets per acre, the main idea is maintain a cloud of repellent vapor around a stand of trees. The GLV packets are optional but like I mentioned before these allow you to maintain a better plume of repellent vapors around your trees and better insurance you trees won't get hit with WPB.

We are seeing more demand for these products in BC than we can likely supply. Under the current rules we can only supply about 5000 packets in Canada and we expect to sell something like 20,000 pouches in the US (where the product is already registered) this season. I will need to order more product and you should decide how much or how little of these products you want. The verbenone packets are \$9.40 each and the GLV packets are \$4.95 each. If you can handle a staple gun or hammer you will be able to tack up these packets. I can provide more application details later and we can work out a swap of goods for services if you can help us with web visibility.