

	Sentry	Mosquito Dunks
Active Ingred.	Bt, Berliner israelensis	Same
% wt/wt	2.86%	10%
ITU/mg	7000 (90.8 million/lb)	7000 (317.5 million/lb)
Formulation	Loose Granular 8-10 Tyler size	13 gram compressed "Dunk"
Carrier	Oat brand	Same
Package	10 lb bags, 4x10 pound case	20 dunk card, 5 x 20 dunk case (2.86 lbs)
Use rate	2.5-10 pounds per acre*	1-4 dunks per 100 square feet
App Interval	7-14 days	Up to 30 days
Dist Cost	\$152/case	\$49/case
Use per acre	10-20 lbs	4.35-17.4 cases
Cost per use	\$38-76/acre	\$213-\$853/acre
Cost/Month	\$76-\$152/month	\$213-\$853 per month

The following is a product comparison between Cleary's Sentry<sup>™</sup> and Summit's Mosquito Dunks®

\*Use 10-20 pounds per Acre under certain conditions

The Mosquito Dunk® product is packaged with 20-13 gram dunks per card and 5 cards per case for a total of 2.86 pounds per case. Based upon label use rates, the Mosquito Dunk product must be applied at a rate of 1-4 dunks per 100 square feet or 435 dunks per acre, or 12.48 pounds per acre. To achieve this the user must purchase 5 cases of Dunks and apply 4.35 cases of the Mosquito Dunks to each acre of water treated. The invoice for this reads \$245 plus margin assigned to the user.

In Comparison, Sentry states to apply 2.5-10 for normal applications, and 10-20 lbs per acre for older population, pollution or high algae levels. Cleary would normally recommend the 10 lb rate per acre rate under normal conditions and two applications per month. The user would be required to purchase one case of Sentry with the invoice reading \$152 plus margin assigned to the user. The user would also have enough product left over for the second monthly treatment.

To provide a fair cost comparison, the Dunks require 12.5 pounds of product per acre at a cost of \$213 and this treatment can last "up to one month". The similar amount of Sentry 12.5 pounds would cost \$48 per acre and last 14 days. For month long protection, Sentry would require 2 treatments based on label instruction for a cost of \$92 cost per acre per month. Bottom line is that Sentry provides a more cost effective treatment and can save the user \$61 dollars per month.

Prepared by: Richard F. Fletcher Dir. Product Development Cleary Chemical Corporation