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February 15, 2008

Sent via Email to Steve_Atkinson@10News.com

Ms. Heidi Ortiz
Mr. Steve Atkinson
10News
4600 Air Way
San Diego, CA 92102

Re: News Story: Termites

Dear Heidi and Steve;

My name is Anna Folkins, President and CEO of Xtermite, Inc. From the inception of Xtermite in 1998, our mandate has been to provide the consumer with least toxic low impact alternatives to hybrid toxic chemicals for the treatment of termites.

As a Latina, I am passionate on the issue of hybrid pesticides/chemicals, as my nationality has traditionally been the agriculture workers (field workers), gardeners, janitors, housekeepers, etc. and are impacted the greatest by being exposed to harsh chemicals regularly. We suffer the highest rates of cancers, pesticide related diseases, and sadly, disabled, handicapped and deformed babies.

Xtermite Incorporated set out to build the model to prove to a toxic chemical dependant Pest Control Industry that a termite business providing least toxic low impact alternatives could be profitable and sustainable.

Based on the success of the model, we at Xtermite shared this technology with Industry members, teaching and training in all aspects of the business. In doing so, we "IPM Practitioners" have gained a substantial market share of the termite control industry. Unfortunately, that success has lead to accusations, primarily by traditional termite fumigation companies, that we are engaging in false and misleading advertising statements, these statements being "no tenting", which is nothing more than a mere description of our method of treatment, we don't tent, we do not offer tenting, tenting is not a service provided.

Xtermite provides localized treatment with a whole house warranty. During the 2 year warranty period we perform additional comprehensive inspections and termite treatments, because termites do come back. We take extreme care in educating the consumer of this fact.

Governor Arnold Schwarznegger has declared California the "Green State" (<http://gov.ca.gov/issue/energy-environment>), the United States Environmental Protection Agency (US EPA) and California Department of Pesticide Regulations (DPR) Director Mary-Ann Warmerdam has set out to impose strict toxic pesticide/chemical reductions. At the same time the Structural Pest Control Board (SPCB) of California, comprised of representatives

from termite fumigation companies and members of the Public, appear to continue to promote the use of fumigants recently regulated by the Department of Homeland Security because of their potential to be used as weapons of mass destruction, which is in direct conflict with the Governor, US EPA and CDPR goals.

Recently the SPCB formed an IPM/False and Misleading Advertising Committee. Not one member of the IPM Practitioner Industry was permitted to sit on this committee, instead all Industry related members on this committee were fumigators. Furthermore, no educational information alerting the consumer of the toxic hazards of the fumigant Sulfuryl fluoride exists on the SPCB website (www.pestboard.ca.gov). This lack of information necessary for consumers to make informed choices concerns me greatly.

Thank for the opportunity of presenting another side of the story. I am available for further comments or questions.

Sincerely,

Anna M. Folkins
President/CEO
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cc: Michael Folkins, XT-2000, Inc.
S. Wayne Rosenbaum, Foley & Lardner