



GMCA 2023

Derek Wright
National Sales Manager
Public Health

ABOUT US

AMGUARD™ Environmental Technologies


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AMGUARD™ Environmental Technologies (“AMGUARD”), the specialty markets division of AMVAC Chemical Corporation, a wholly owned subsidiary of American Vanguard Corporation (“AVD”), is pleased to announce it has entered into a supply agreement with NewLeaf Symbiotics® to bring biological solutions to major North American specialty markets.

Under the agreement, AMGUARD becomes the exclusive seller of NewLeaf products including bio-stimulants and bio-protection products in golf, ornamental, controlled-environment agriculture (CEA), cannabis, and consumer markets in the U.S., Canada, and Mexico. Together these production areas are estimated to comprise slightly more than 50 million treatable acres in North America.

The agreement broadens a [partnership established in October 2022](#) between NewLeaf and AMVAC®, an American Vanguard Company, to bring biological solutions to North American agricultural crop markets including [recently launched BioWake™](#) dual-use biological seed lubricant for corn and soybeans. This partnership significantly enhances AVD’s strategic growth initiative in [GreenSolutions™](#).



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INNOVATION HAS A NEW NAME

AMGUARD

ABOUT AMGUARD

- PUBLIC HEALTH
- PEST CONTROL
- ORNAMENTAL & GREENHOUSE
- GOLF
- LAWN & LANDSCAPE
- CONSUMER
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LATEST NEWS

07/20/2023
AMERICAN VANGUARD CORPORATION ACQUIRES ASSETS OF AMERICAN BIO-SYSTEMS

02/10/2022
MEET THE 2022 AMERICAN INNOVATORS OF THE PEST CONTROL INDUSTRY

07/13/2022
AMGUARD® CELEBRATES THE AMERICAN EMBLEM

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AMGUARD's portfolio of companies are entrepreneurial, innovative, and rewarding. We are always seeking authentic, talented and driven teammates that share our vision for becoming the fastest-growing non-crop business in the US. If you are interested in any of our current openings or have interest in being part of the team, we'd like to hear from you.

OPEN POSITIONS

- Regional Sales Manager — Pest & Turf & Landscape — Southwest
- Regional Sales Manager — Pest Control — Northeast & Mid-Atlantic
- Regional Sales Manager — Pest & Turf & Landscape — South Central US

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ALL PUBLIC HEALTH PRODUCTS

- AVESTA® CS**
INSECTICIDE WITH LAMBDA-CYHALOTHRIN
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INSECTICIDE WITH DETA-THIOFOSPHATE
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WHERE TO BUY

PUBLIC HEALTH

Aerial Adulticides, Ground Adulticides, & Larvicide

| Aerial Adulticide Brand | Active Ingredient |
|-------------------------|-------------------|
| DIBROM® CONCENTRATE | Naled |
| TRUMPET® EC | Naled |

| Ground Adulticide Brand | Active Ingredient |
|-------------------------|--------------------|
| AVESTA® CS | Lambda-cyhalothrin |
| NUVAN® PROSTRIPS® | Dichlorvos |
| NUVAN® PROSTRIPS®+ | Dichlorvos |
| WISDOM® TC FLOWABLE | Bifenthrin |

| Larvicide Brand | Active Ingredient |
|-------------------------|-------------------|
| SUMMIT® B.t.i. BRIQUETS | B.t.i. |



DIBROM[®] CONCENTRATE

Naled 87.4%

- **Application Sites:**

- For aerial application
- For use by federal, state, tribal, local government, vector control officials, or by appropriately authorized or certified personnel.

- IRAC Group 1-B insecticide



- **Effective Against:**

- Adult mosquitoes, biting flies, crane flies, dog flies, filth flies, gnats, house flies, midges, small flying moths, stable flies, and other labeled pests

- **Mode of Action:**

- Naled, an organophosphate insecticide, works by inhibiting acetylcholinesterase and ultimately paralyzing insect nervous systems.

- EPA Reg. No. 5481-480

| Item # | Unit Size | Case Size |
|--------|------------|------------|
| 11368 | 30 gallons | 30 gallons |

DIBROM CONCENTRATE is an EPA registered product of AMVAC Chemical Corporation and a restricted use pesticide. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties. Please check with your state agency responsible for pesticide registration to ensure registration status.

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TRUMPET[®] EC

Naled 78.0%

- **Application Sites:**

- For aerial application
- For use by federal, state, tribal, local government, vector control officials, or by appropriately authorized or certified personnel.

- IRAC Group 1-B insecticide



- **Effective Against:**

- Adult mosquitoes, biting flies, crane flies, dog flies, filth flies, gnats, house flies, midges, small flying moths, stable flies, and other labeled pests

- **Mode of Action:**

- Naled, an organophosphate insecticide, works by inhibiting acetylcholinesterase and ultimately paralyzing insect nervous systems

- EPA Reg. No. 5481-481

| Item # | Unit Size | Case Size |
|--------|------------|------------|
| 10318 | 30 gallons | 30 gallons |

TRUMPET EC is an EPA registered product of AMVAC Chemical Corporation and a restricted use pesticide. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties. Please check with your state agency responsible for pesticide registration to ensure registration status.

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AVESTA® CS

Lambda-Cyhalothrin 9.7%

- **Application Sites:**

- Lawns and ornamentals
- Indoors and outdoors
- Perimeter pest control
- Spot treatment in, on, and around buildings

- **Effective Against:**

- Ants, cockroaches, mosquitoes, Japanese beetles (adults), ticks, silverfish, spiders, fleas (outdoors), flies, bed bugs (adults), and other labeled pests.

- IRAC Group 3 insecticide

- **Mode of Action:**

- Sodium channel modulator. Pyrethroids act on sodium channels of the nerve axon membrane. They affect the sodium channel by prolonging sodium ion influx. The excess sodium causes an electrical imbalance and results in the excessive and repetitive firing of the neurons, which disrupts normal nerve impulse transmission and leads to paralysis and ultimately the death of the insect

- EPA Reg. No. 74530-53-5481



| Item # | Unit Size | Case Size |
|--------|-----------|-------------|
| 13446 | 8 fl oz | 8 x 8 fl oz |
| 13447 | 1 qt | 8 x 1 qt |

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WISDOM[®] TC FLOWABLE

Bifenthrin 7.9%

• Application Sites:

- **Pest:** Indoors and outdoors on residential, institutional, public, commercial, and industrial buildings; may be used as a termiticide by state licensed applicators
- **Ornamentals:** Bedding plants, foliage plants, ground covers, shrubs, and trees
- **Turfgrass:** Athletic fields, lawns, parks, and recreational areas

• Effective Against:

- Ants, armyworms, chinch bugs, Japanese beetle (adults), mosquitoes, spiders, spotted lanternfly*, ticks, and other labeled pests
- *Per FIFRA Section 2(ee) Recommendation for control of spotted lanternfly on outside surfaces and around buildings within the states of CT, DE, MD, MA, NH, NJ, PA, RI, VT, and VA.



| Item # | Unit Size | Case Size |
|--------|-------------|-----------------|
| 11860 | 1 quart | 12 x 1 quart |
| 10583 | 0.75 gallon | 4 x 0.75 gallon |
| 11743 | 1 gallon | 4 x 1 gallon |
| 14570 | 30 gallons | 30 gallons |

• Mode of Action:

- As a sodium channel modulator, pyrethroids act on sodium channels of the nerve axon membrane, leading to paralysis and ultimately the death of the insect.

• IRAC Group 3 insecticide

• EPA Reg. No. 5481-520



WISDOM TC FLOWABLE is an EPA registered product of AMVAC Chemical Corporation. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties. Please check with your state agency responsible for pesticide registration to ensure registration status.

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NUVAN[®] PROSTRIPS[®]

Dichlorvos 18.6%

• Application Sites:

- For use in households* and industrial and commercial buildings
 - *Not for use in homes except closets, wardrobes, cupboards, garages, attics, enclosed crawl spaces, and storage units.
 - When following the bed bug Directions for Use, rooms may be treated (except in New York state).

• IRAC Group 1B insecticide

• Effective Against:

- Ants, bed bugs, beetles, cockroaches, flies, flying insects, gnats, mosquitoes, moths, silverfish, and wasps

• Mode of Action:

- Dichlorvos, an organophosphate insecticide, works by inhibiting acetylcholinesterase and ultimately paralyzing insect nervous systems

• EPA Reg. No. 5481-553



| Item # | Size | Contents |
|--------|------------|-----------------------|
| 12687 | Case | 6 boxes |
| 12687 | Box | 6 foil pouches |
| 12687 | Foil Pouch | Twelve 16-gram strips |

NUVAN PROSTRIPS is an EPA registered product of AMVAC Chemical Corporation. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties. Please check with your state agency responsible for pesticide registration to ensure registration status.

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ENVIRONMENTAL TECHNOLOGIES

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PUBLIC HEALTH

WHEN IT HAS TO WORK

Rely on Dibrom® Concentrate, the leading aerial adulticide for mosquito control for over 50 years

WHERE TO BUY

RESTRICTED USE PESTICIDE
DUE TO TOXIC AND/ OR SEVERE ENVIRONMENTAL HAZARD

For retail sale and use only by Certified Applicators, or persons under their direct supervision, and only for those uses covered by the Certified Applicator's Certification.

DIBROM CONCENTRATE
INSECTICIDE

FOR USE ONLY BY FEDERAL, STATE, TRIBAL, OR LOCAL GOVERNMENT OFFICIALS RESPONSIBLE FOR PUBLIC HEALTH OR VECTOR CONTROL, OR BY PERSONS CERTIFIED PESTICIDE REGULATORY AGENCIES UNDER THEIR DIRECT SUPERVISION. NOT F.

AMVAC
AMERICAN VAPOR CHEMICAL COMPANY

SAFETY DATA SHEET

ACTIVE INGREDIENT:
Naled 13.2 (insecticide 2,2-dichloro)

INSECT INGREDIENTS**
TOTAL:

**Contains 13.2 pounds naled per gal
**Contains petroleum distillates.

1. Identification
Product Identifier: Dibrom Concentrate
Other names of identification: B08 number: 260
Product registration number: 3481-143

Recommended use: Organophosphate insecticide
Recommended restrictions: This is a Restricted Use Pesticide and is for use by licensed applicators only. See label for full details.
EPA 3481-143
EPA 3481-143
EPA 3481-143

EPA Registration number: 488-AC-0000
Manufacturer/Supplier/Aggregator/Distributor information:
Company name: AMVAC Chemical Corporation
Address: 488 Main/Arthur Court
Suisun, CA 94585
United States
AMVAC Chemical Corp.
www.amvac.com
CustServ@amvac.com
488-386-1333
949-208-6270(FAX)

Telephone: 488-386-1333
Website: 949-208-6270(FAX)
E-mail: CustServ@amvac.com
Emergency phone number: 888-681-4261
488-386-1333
949-208-6270
488-386-1333
+1-707-342-7367

2. Hazard(s) Identification
Physical hazards: Irritable health
Health hazards: Acute toxicity, oral
Category 4
Category 3

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ENVIRONMENTAL TECHNOLOGIES

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DIBROM® CONCENTRATE

ADULTICIDE WITH NALED

DIBROM® CONCENTRATE is the leading mosquito adulticide for aerial applications and is ideally suited for public health or mosquito-abatement programs. It is extremely effective at controlling mosquitoes (even populations that have developed resistance to pyrethroids) and flies with minimal environmental persistence.

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ENVIRONMENTAL TECHNOLOGIES

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PRODUCT DETAILS RELATE X ITS REGISTERED STATES

ACTIVE INGREDIENTS
• Naled 87.4%

EFFECTIVE AGAINST
• Mosquitoes

APPLICATIONS
• For use only by Federal, State, Tribal or local government officials, or by appropriately authorized or certified personnel.
• For aerial application

PRODUCT SIZES & PHOTOS
• 30 gal. drum

FEATURES
• IRAC Group 1B Insecticide
• **MODE OF ACTION:** Naled, an organophosphate insecticide, works by inhibiting acetylcholinesterase and ultimately paralyzing insect nervous systems.
• **DIBROM CONCENTRATE** comes in returnable 30-gallon drums with Microscopic fittings for added handler safety.

RESOURCES
• Naled Registration Review Fact Sheet
• AMGUARD National Drum Return Program
• Technical Manual
• Mosquito Control Facts and Resources



THE THREAT

Modern, organized mosquito control is nothing new in the U.S. For over a century, mosquito control has been a necessity in coastal regions and areas where mosquitoes thrive. In these regions, it is important to remember that humans are the invaders.

Mosquitoes adapt very well and have been around for millions of years.



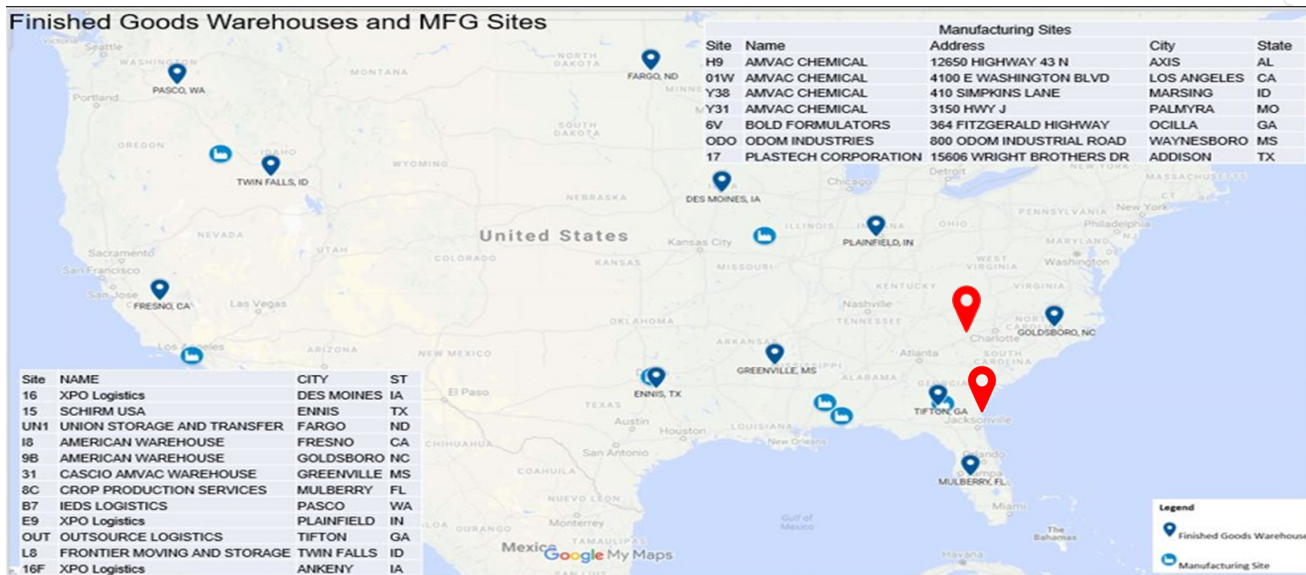
SCIENCE & SAFETY

Millions of Americans take mosquito control for granted. Many do not realize that there are over 1,100 organized mosquito control programs around the country, employing thousands of workers whose primary purpose is to protect humans from nuisance and disease-carrying mosquitoes. The science underlying the work they do continues to improve, allowing precisely targeted application techniques to provide environmentally sound mosquito control and reduced off-target effects.

<https://mosquitocontrolfacts.com/>

AMVAC NORTH AMERICA

Warehousing and Manufacturing Sites



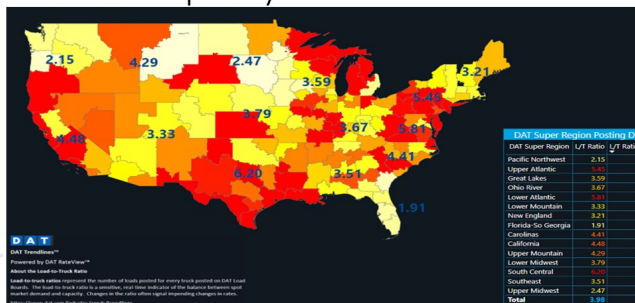
PREPARATION

Personal relationships are critical, and KEY for the foreseeable future.

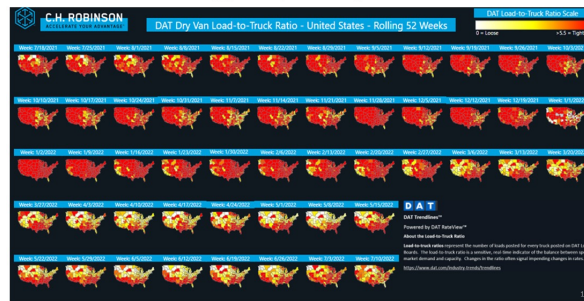


- LTL – It is forecasted that 2022-23 LTL pricing will be up close to 10% over 2022. Part of the reason for this is the softening demand we are seeing in the truckload market tied to slower retail sales as people are switching from purchasing goods at stores to online services.
- TL – we expect to continue to see downward pressure on trucking rates, especially in the spot market through much of the remainder of the year. Load to truck ratios have dropped to levels consistent with balance markets and the average line haul rate has fallen from over \$2.65/mile to current levels of around \$1.85. The reality is that we will see some tension return if a couple things happen:
 - (1) the influx of freight arriving at the ports from the COVID shutdowns in China will likely have an impact on costs as much of that inventory is late and companies will look to truck as opposed to rail to get inventory where it is needed.
 - (2) hurricane season is right around the corner and has the potential to have a rapid impact on costs but duration is unknown.
 - (3) Retail Shifts – there will be a surge in demand that will impact the costs throughout 2023.
 - (4) a reduction in trucking companies. With spot market rates falling and costs of fuel, driver wages, maintenance and insurance rising, it is reasonable to expect regional companies will shut down. Usually this capacity finds its way back into the market but if demand continues to be soft, some of that equipment may not be available going into 2023. Our forecasts are constantly changing due to so many Manufacturing & Raw Materials variables but right now, we are expecting costs to be down 6-10% in the first half of 2023. (

Loads to Capacity



52 US Trucking Capacity.



PREPARATION

Support Tools

- Closed System Drum Handling
 - Micromatic Valves/Couplers
 - Technical Resource Document
 - Worker Protection / Safety Procedures



• Drum Disposal

- Prepared drums are picked up and disposed of at your convenience, and at our expense.




DIBROM® CONCENTRATE and TRUMPET EC®
2022 NATIONAL DRUM RETURN PROGRAM

Through our AMVAC product stewardship program, Container Services Network (CSN) manages all logistics for the pick-up and return of your empty DIBROM® CONCENTRATE and TRUMPET EC® drums. This is a premium service provided at no additional cost to you. The following instructions are provided to assist you in this process. As always, we thank you for your cooperation and your trust in AMVAC products.

What's new?
The current logistics market is encouraging smaller, reconfigurable loads. This aids in carrier routing efficiencies during times of limited drivers. Please confirm the following when scheduling your drum return:

1. All drums must be **empty**, and all bung openings must be **sealed**.
2. A minimum quantity of 8 drums is required for pick up. 48 is optimal.
3. Returns of 8-30 drums may be prepared and loaded individually.
4. Returns of 11 or more drums should all be palletized in **sets of 8**.
5. Stack two pallets of 4 drums each and secure together using stretch wrap.



When is a drum considered empty?
AMVAC drums are filled according to weight ensuring a full 30 gallons of product can be dispensed. Drums weighing up to 29 lbs. or a pallet of 4 drums weighing up to 160 lbs. is defined as empty. All drums are individually weighed upon return. Please only submit empty AMVAC drums for pick-up under this program. You are now ready to complete your return!

Step #1
Send an email to logistics@containercsn.com. Include the quantity of drums being returned, a detailed pick-up address, hours of operation for receiving trucks and a mobile contact number where the driver can reach you.

Step #2
CSN responds to all drum return emails within 48 hours. Mike or a member of his team will update you by email and include a copy of your Bill of Lading. Once received, please review all details on the BOL for accuracy.

Step #3
Finally, **PRINT** the BOL and have it available for the driver upon arrival. The availability of preferred carriers varies daily. We ask that you remain flexible during this stage of logistics and feel free to contact us with any questions or concerns.

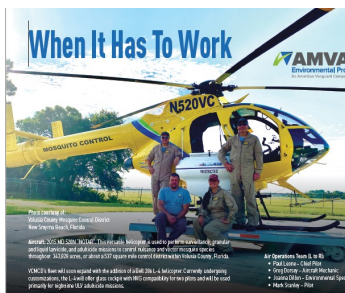
Please contact us with any questions: Ryan Ard at RyanA@amvac.com or Kelli Pharez at KelliP@amvac.com or Derek Wright at DerekW@amvac.com. Mobile: 941-737-9882



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APPLICATOR SPOTLIGHT

Wingbeats



DIBROM CONCENTRATE

TRUMPET EC

LEADING AERIAL ADULTICIDES

AMVAC Environmental Products is committed to providing proven and trusted solutions for public health professionals. For more than 50 years, Dibrom® Concentrate has been the leading aerial adulticide for mosquito control. Dibrom Concentrate and Trumpet® EC are proudly manufactured in the United States.

AMVAC Environmental Products appreciates the dedication, ingenuity, and expertise of the scientists, pilots and ground support professionals who perform highly technical applications with a wide range of aircraft at precision technology. Join our company to profile proven technology and the innovative aircraft and equipment used to deliver products in an upcoming issue of *Wingbeats*. Contact Derek Wright, National Sales Manager, Public Health at DerekW@amvac.com or 941.757.8822.

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When It Has To Work

Photo courtesy of:
Anastasia Mosquito Control District
St. Augustine, FL

Aircraft Inventory: Mosquito Control District (EMVAC) operates 10 AMVAC 2000 JRM Rangers and one BOLLAR liquid landolite, 12 COLLAR advertising and dry landing tanks respectively. The aircraft shown is a 2000 Bell Jet Ranger 248011 set up for dry landing in St. Johns County, FL.

AMVAC's flight program is in its second year of operation. Outfitted for surveillance, landings, and advertising, the flight crew is responsible for a county of just over 380,000 acres.

AMVAC Flight Crew II: to R!
Mike Phillips, Helicopter Pilot/CFI, Dana Smith, Chief Pilot/Operations Manager, and Ralph Bruner, A&P IA. All three are also FAA drone pilots.

Anastasia Mosquito Control District treated 27,000 acres with Dibrom in 2020, calibrated at .701 oz per acre. It is projecting the ability to disperse up to 90 gallons of Dibrom per shift, in 2021, as directed by the gathered scientific data.

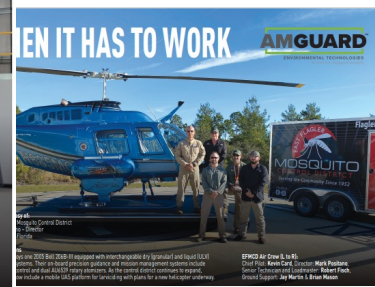
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TRUMPET EC

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DIBROM CONCENTRATE

TRUMPET EC

...scent that East Flagler Mosquito Control District (EFMCD) is one of the pioneers in Florida's rich mosquito history. The district was created by the Flagler County Board of Commissioners in July 1952 to suppress rising numbers of breeding, biting mosquitoes. In 1970, aerial operations were introduced to further response during nuisance, disease, and weather-related outbreaks. Today, the EFMCD is responsible for 84,000 acres of potential mosquito habitat, which surrounds the homes of more than 85,000 district residents. Control methods have been refined to focus on specific mosquito species, wetland mosquito management projects, and employing advanced application technology. This allows EFMCD to deliver a high service to the residents and visitors of Flagler County, Florida.

DIBROM CONCENTRATE

TRUMPET EC

AERIAL ADULTICIDES

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THANK YOU

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941-737-9883

derekw@amvac.com