

February 21, 2019

RE: PERC device as a least toxic & successful alternative to poisons for large scale burrowing rodent control is used successfully by dozens of public agencies.

Dear Decision Making Subcommittee Members:

I followed up with H&M Gopher Control Manufacturing and had the chance to speak with Alan Hulbert, the proprietor who is now 78 years old. He developed PERC or Pressurized Exhaust Rodent Controller “..designed for use in gopher, ground squirrel ... similar rodent control... in municipalities, school districts, etc..”

Their device is selling so well by word of mouth particularly by central valley public agencies who are using them along levees, that he said he cannot keep up with the demand. Their 3 basic models are now \$6,500, \$10,000 and \$16,000 for large-scale control and they also create 30 various models that are configured for each client's needs.

I am attaching my public comment from January 20, 2017 to this committee when I provided a list of public agencies and other businesses using the devices successfully at that time. The list has grown substantially and H&M is expanding their business with a growing number of staff as well as increasing their brick and mortar space.

Diane Guzman of H&M will be sending me an updated list of public agency clients, particularly in Northern California, for our referral. Tulelake, CA. 530-667-5181. One is Modesto Irrigation District who purchased many units for 208 miles of canals and pipelines. Their service area is ~ 100,000. Jason Word, Irrigation Services Manager: 209- 526-7637. jason.word@mid.org. His job is to protect canals that irrigate agricultural fields. He would be happy to speak with anyone about the success with PERC. Initially, Jason had contractors with the PERC treat their highest infested areas and spent \$4K/yr to kill gophers and ground squirrels for a couple of years. They had 100% success each time and decided that it was cost effective to purchase their own. They got the \$10K model with 3 probes. They had used the scatter rodenticide baits in the past that killed a dog that created very bad press after getting in the papers. Jason feels that PERC is “remarkable” and he has talked to many farmers who have said they also had 100% success. Jason was able to easily sell this idea to the board since it's effective in all ways. 2 people work together but one person can use a 3 probed PERC. Jason stated that using PERC is more time efficient than all the time it took to build the T bait stations and scatter baits than using the PERC.

H&M claims that CO works well in porous soil since it does not require saturation like CO₂ to kill and Dr Roger Baldwin of the UC IPM Cooperative Extension presented this same result to the full IPM Advisory Committee several years ago and said he found 100% effectiveness using PERC for ground squirrel control in a highly valuable orchard that was over 100 acres. One staff can treat a moderately infested