



## To the Promised Place



The development of a company is a process to gain a tool for social contribution.  
The development itself is not the purpose of the company.

Establishing Nationwide Hygiene System  
In the Developed Countries



The National  
Pest Control Rental Associations

**Pest Opinion** Our Vow Our business  
represents our conscience.

Please use this address for contact and inquiry.

This booklet is the abstract of the first chapter of the book published by Gentousha Renaissance on July 2015. Titled of "The NO.1 Success Dream in Japan" Those who has interest in reading rest of the book, please purchase it at bookstores or on net service like Amazon.

# History of Sakudory

This Comic reveals some important points.

The World First System!!

## Pest Control

of the 21st Century



## The History of Pest Extermination in Japan What is Pest Control for the 21st Century?

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**The NO.1  
Success Dream  
in Japan**

The Miraculous History  
of the Development  
of Japan Sakudory.Co

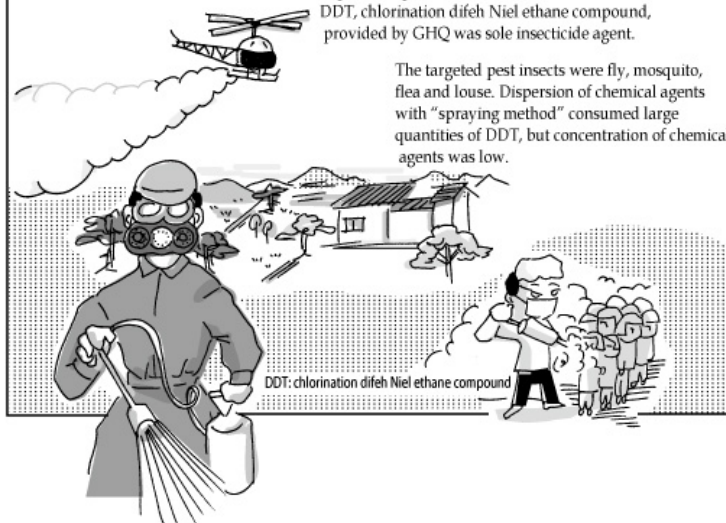


**The year 1945  
Administration Office oriented Guidance on pest extermination started.**

The history of the efforts to create a better environmental sanitation can be traced back to the community activity led by new administrative organizations under the leadership of U.S. GHQ (General Headquarters of Allied Forces.) Sep. 1945.

In those days, Japan had no insecticide to prevent epidemics.  
DDT, chlorination difeh Niel ethane compound, provided by GHQ was sole insecticide agent.

The targeted pest insects were fly, mosquito, flea and louse. Dispersion of chemical agents with "spraying method" consumed large quantities of DDT, but concentration of chemical agents was low.



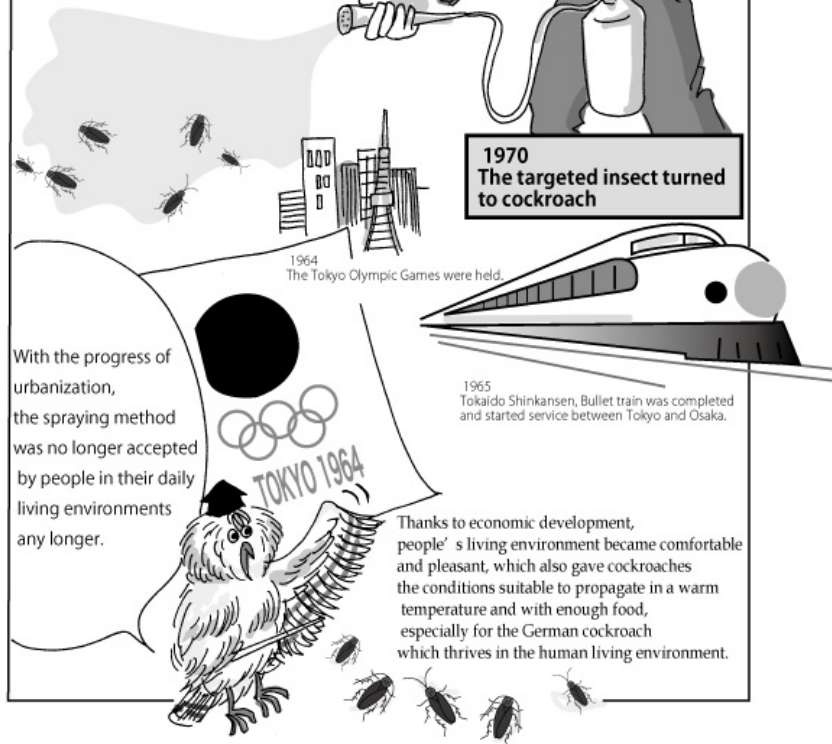
**1962  
Beginning of Pest Control business  
by private companies**

Pest control was shifted from the administration oriented guidance type to private companies. Responsibility shifted to private business.

Many of the private companies' workers only sprayed diluted insecticide with much water without having substantial knowledge, technique or theory on pest control. They merely scattered diluted agents.

**The year 1968  
Establishment of the Association  
of PCO Pest Control Operation (November)**

**1970  
The targeted insect turned  
to cockroach**



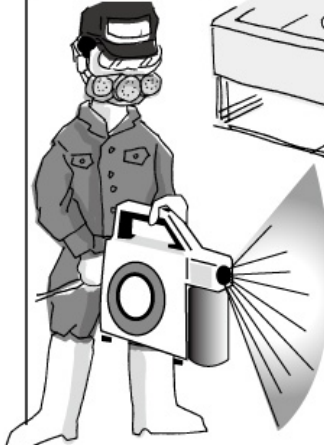
1964  
The Tokyo Olympic Games were held.

1965  
Tokaido Shinkansen, Bullet train was completed  
and started service between Tokyo and Osaka.

With the progress of  
urbanization,  
the spraying method  
was no longer accepted  
by people in their daily  
living environments  
any longer.


Thanks to economic development,  
people' s living environment became comfortable  
and pleasant, which also gave cockroaches  
the conditions suitable to propagate in a warm  
temperature and with enough food,  
especially for the German cockroach  
which thrives in the human living environment.

## The introduction of a remarkably evolved spray-handling method in the 20th Century






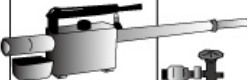
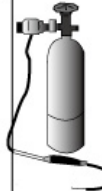
**1982**  
The ULV spraying method was introduced from the United States, with a high concentration of agents but in low quantities with a spirit of "good work is done with good machines".

The new spraying method with high concentration-low quantity agents utilized 1 to 20 micron-size particles of the agent solution, which has completely replaced the older type of spraying method in which chemical agents were simply sprayed only on designated spraying days.



## [Development of PCO machines and effect of extermination]

The process of improving pest control, taking into consideration its effect on the environment included the progress for making further smaller particles of chemical agents, which was again supported by the improvement of the spraying machines.

treatment methods	Spraying	Mist	ULV	Non-liquid/ dry-smoking	Gas
Size of particle (μ)	100~400	50~100	1~20	less than 25	less than 1
equipment name	sprayer	mist blower	ULV	fog generator	bomb
Machine					

The next step was the epoch-making extermination method.



Further smaller particles of chemical agents



## Strategic turning point for cockroach extermination method

With an arrival of modernization and urbanization, the notion of "environmentally friendly" came into vogue, along with the awakening for hygiene and sanitation.

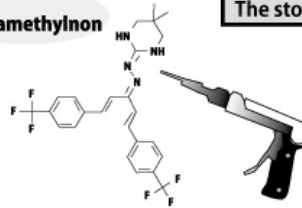


Cockroach poison was newly introduced in order to avoid chemical contamination of the environment. The residual agents left by "direct-spraying" had become a serious problem in the environment conscious society.

No residual chemicals

No chemical contamination for the living environment

### Hydramethylnon



1985

The stomach poison bite system was established.

This new cockroach poison was much more effective than boric acid dumplings because of the use of a new powerful chemical agent, hydramethylnon.



### The feature of the new cockroach poison

The cockroach eats poison and carries poisonous agents into its own colony since the agent takes effect slowly. Therefore it has a domino effect to trigger the extermination process even to other cockroaches which did not originally eat the poison. This is the completely new style of extermination, different from the previous style.



Other cockroaches which ate feces and shell of cockroach A also will die.

Domino effect

Colony

Cockroach A eats the poison

poison

Cockroach A returns to its colony

There is an insecticidal effect to the cockroach which ate a corpse, feces of the cockroach which ate poison.

### Insecticide machine equipped with a fan appeared

(This new type of machine was approved by the Ministry of Health, Labor and Welfare)

Transpiration treatment means that the treatment did not use water which usually contaminates the environment with its chemical agents. These residual chemical agents became problematic in urban environment.

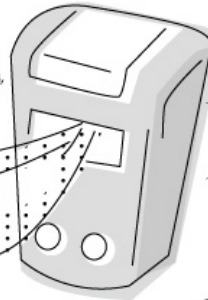
One of the features of this machine was the automated operation at night with timer settings, thus enabling continuous extermination of cockroaches, which was epoch making.

1995 ~ 1996

New insecticide machine equipped with a fan (insecticide robot) appeared.

Insecticide transpiring device plate was installed, which enabled colorless and transparent dry treatment.

**Transpiration  
treatment**



Three private insecticide manufactures introduced their transpiration treatment machines. Those machines were approved by the Ministry of Health, Labor and Welfare.

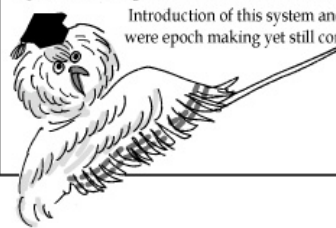
1988

End of the arbitrary transpiration operation days operated by workers who had no qualification, knowledge and theory.

Persons in charge who handled this new machine were obliged to have special qualification after taking specified training courses.

However, the machines in those early stages had merely sprayed the insecticide agent with a fan, therefore its effects were largely affected by the temperature of the place of installation. In order to compensate for the lowered effect, some larger types of machines were developed, which again had some problems of setting space and the higher cost of the machine itself.

Introduction of this system and machine were epoch making yet still contained these problems.



Let's have an overview of the history of pest insect extermination method in the 20 century.

#### Targeted insects



The targeted insects were shifted from flies, mosquitos, fleas and louses to the cockroach. This is because of the urbanization of people' s living environment.

#### Extermination methods



Extermination methods started from spraying of chemical agents to poisons and progressed further to the transpiration method. Thanks to the development of spraying machines, effectiveness of spraying effectiveness was increased. However the urbanized environmental conscious society would not accept residual chemicals any longer.



Neither poisons nor the transpiration method were an absolute solution against the cockroach. That was the condition during 20th century.



What will the future condition of pest control be in the 21st century?

## The pest control in the 21st century



It becomes impossible to spray insecticides in our clean environment any longer. But there is a new insecticide that will not require spraying.

This is the state of the art insecticide in the 21st century.

Here comes the end of the spraying age,  
good bye for old methodes.  
New age starts with the "System Control"  
utilizing the dry-extermination method  
with colorless and transparent agents.

**2004**

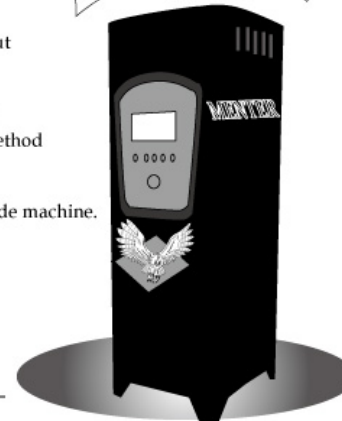
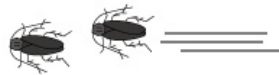
**"Black Mentor" , appeared.**

**This was formally approved and registered by Ministry of Health Labor and Welfare.**

**This was a dry pest extermination machine with heater manufactured by Japan Sakudory .Co.**

Japan Sakudory Co. created and sent out this "Black Mentor" as the ultimate weapon-like machine to pest insecticide business companies that still had no conclusive effective method to fight against the cockroach.

This is the 21st century type of insecticide machine.



(hight.37cm, width.12cm depth.40cm)

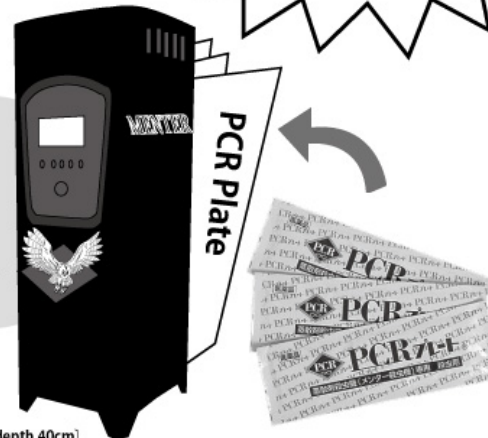
## A genuine "dry-type-pest-extermination-machine" was completed.

Thanks to its remarkable technology, the Black Mentor succeeded in stabilizing the extermination plate in the machine.

Therefore the completion of Black Mentor technology has finally been achieved as well as its cost management.

One of the remarkable features of Black Mentor is the implementation of new heater mechanism in the previous type of drying machine which at that time was the best machine of this type. Utilizing original technology, the Black Mentor guarantees the effectiveness of pest extermination without being affected by any outside temperature fluctuation.

The Black Mentor can demonstrate a highly stable effect without being affected by any outside temperature fluctuation.



[height.37cm, width.12cm depth.40cm]

A genuine "dry-type-pest-extermination-machine" has finally come on stage in this 21st century pest control world. Because of the completion of the above mentioned superb effectiveness of the heated plate, both remarkable cost reduction and a lightweight machine body have been achieved. Thereby the Black Mentor, a quite different machine from the conventional type has appeared.

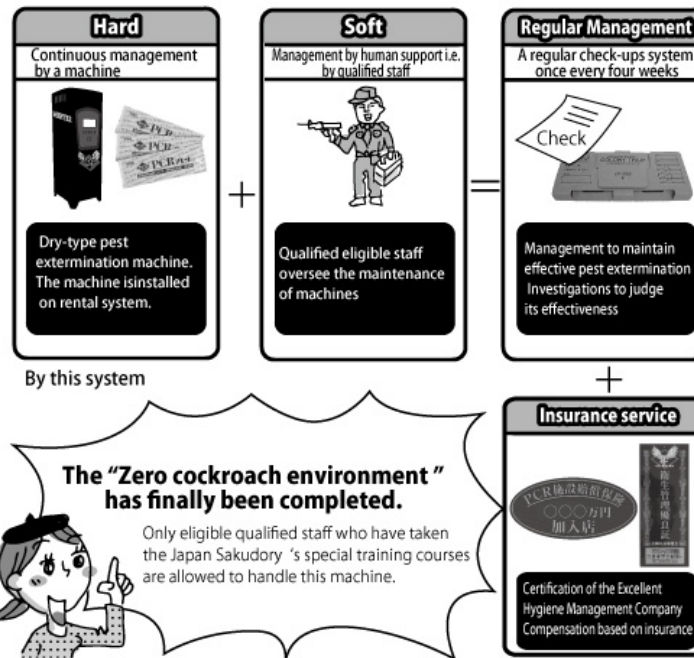
TNote: The Black Mentor has not appeared overnight. The machine has undergone improvements 12 times, starting with the stainless steel model. It has taken to accomplish this.

## The dawn of System Management for machines

The Mentor System has enabled a real sustainable "Zero cockroach environment," not only by solely relying on its completed "dry heater" technology, namely the "hard" sphere, but also on its "soft" sphere i.e. a man powered support system which is checked by qualified staff once every four weeks.

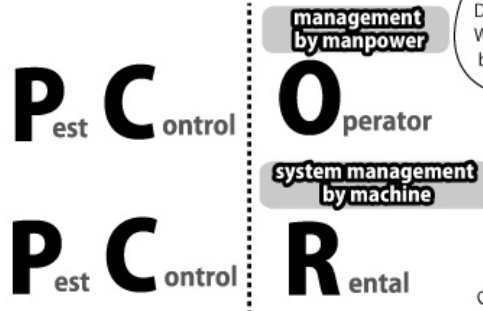


### What is the Mentor System?



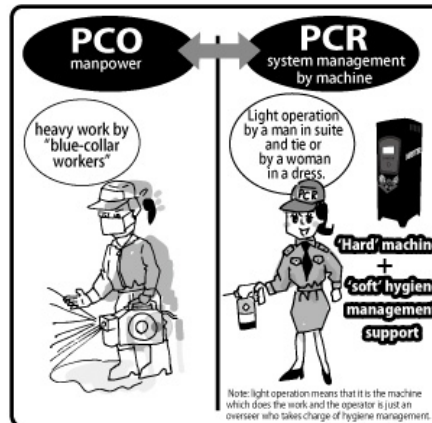
## What is the world its first brilliant PCR (pest control rental)?

### The difference between PCO (pest control operator) and PCR (pest control rental)



Dr. Owl,  
What is the difference  
between PCO and PCR?

Oh, that is a  
good question.



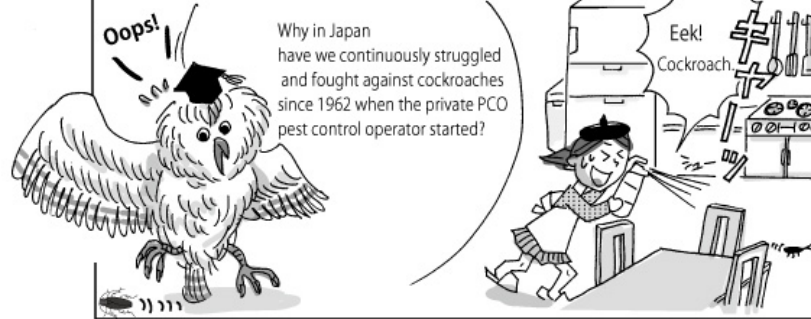
PCO is dependent on manpower, so the quality of operation also depends and is affected by the competence and level of each operator. Therefore the quality of service also varies. Frequency of a check-up service in those cases generally has limitations. But under PCR those problems are all solved thanks to the system management that utilizes machines which promise stable quality and regular checkups.

It is the world's first rental service which provides pest control as a total system for guaranteeing the best hygiene.

80% of our new entries are from rental business companies which have no stereotyped image in the pest extermination business. PCO companies using the old type of merely "spraying" some "residual chemicals" for pest extermination rarely join our PCR business. "Eradication of stereotyped image," is the start of PCR

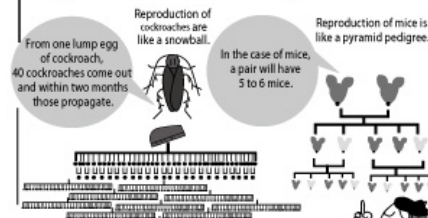


## Why do we human beings repeatedly have to battle against cockroaches?



## The habits and traits of the German cockroach which cohabits with human beings

### 1 The Reproduction rate of the cockroach surpass that of mice

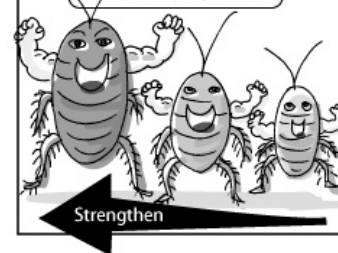


### 2 Cockroaches migrate and settle anywhere

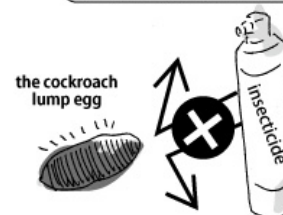
Cockroaches migrate and cross over national borders, own boundaries, and facilities and migrate freely on commercial distribution and materials-flow in modern society.

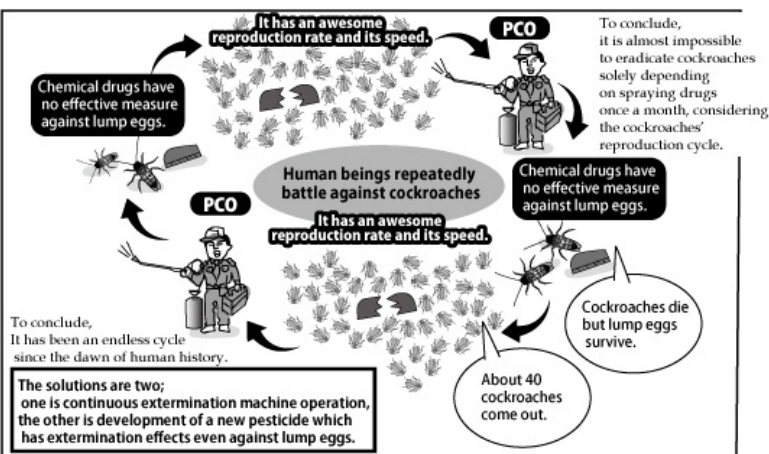


### 3 Cockroaches migrate and settle anywhere



### 4 No chemical drugs have suppressing hatching power against the cockroach lump egg.





## The future trend of 21st century pest control



The ideal style of 21st century pest control is to provide a "Zero Pest" environment from the outset of the new openings of restaurants and facilities and to guarantee to continue such as environment by installing our Black Mentor System.

There would be no need to exterminate pests, since no pests could exist in those restaurants or in those facilities to begin with.

It is an obsolete method to start pest control activities after an breakout of pests.

The day of eradication and true extermination of cockroach from Japan is close at hand, isn't it? Thanks to the completion of the Mentor System, the battle between human beings and cockroaches will finally come to an end.

I am afraid that the situation is not that simple. No matter how innovative machines and superb systems have been created by us the specialists, unless our customers would obtain a true sense of hygiene and the notion of cost performance, the whole system would not make maximum effect.

To sustain certain level of environmental quality is indispensable for Hygiene. Therefore by taking some attitudes like, "We cancel the contract, because there are no more cockroaches in my place." "We cancel the contract with your company, because other companies propose lower price setting than yours", the extermination day for cockroaches would not come.

Nationwide hygiene in developed countries consists both on the superb technology provided by us, the specialists and the understandings what the real hygiene is by our customers.



## SUMMARY!!

The ideal safe way for use insecticide  
in the 21st century

**The safety of insecticide is inversely proportional to the effectiveness of that insecticide.**

As the idea "to overcome a poison with using another poison", we find that many kinds of medicines, even just over the counter cold remedies contain some poison. There exists no safe medicine. In the field of insecticides of which the purpose is to exterminate insects, effectiveness and safe use is inversely proportional. Effectiveness cannot be expected by using safe insecticides. The Consumer Affairs Agency pointed out that some of the catchy TV commercial on drugs against harmful insect are misleading and provided administrative guidance.

**Due to the regulation of effective insecticides there was an outbreak of harmful insects again which had once thought to be exterminated.**

With the modernization of the 20th century, the notion, "environmentally friendly" became popular. Thus, highly effective organophosphorus-based insecticides have been replaced by synthetic-pyrethroids insecticides which ensure high safety. As a result, we face an outbreak of bedbugs, flies and mosquitos again which had once thought to be exterminated. Bedbugs were once "completely exterminated" by the effect of organophosphorus agents, but become once again a social problem. We are sure that our dry type extermination method using organophosphorus agents is the sole solution for bedbugs.

**To ensure the safety of insecticides by the improvement of technology not, by restricting chemical agents**

DDVP (Low-toxicity organophosphorus compound) and propoxur (carbamate) are very effective source materials which would work as an answer to this problem in future.

Harmful insects and viruses from tropical zones are certain to appear in the near future.

It is impossible to cope with them by the obsolete stereotyped judgement of chemical agents based only on their names. One example is the contrast of the percentage of active ingredients in insecticides of overseas DDVP and those of Japan. Overseas products contain 50% which is very dangerous while Japan's products have less than 5 % together with precisely determined handling procedure. This is the results of outstanding credibility and the highest standard set by Japan's Ministry of Health, Labor and Welfare.

The ideal style of pest control in the 21st century will be the dry-type extermination system using plates as the transpiration method, and not the direct spraying of chemical liquids or a residual spraying method. The dry-type extermination system is as dozens of times safer than liquid spraying types. By applying precision instruments the dry-type method guarantee safety, thus all the present problems will be solved.

The distribution network of those insecticides would be exclusive for professional dealers. Those insecticides would never be handled at common drug stores, which would decrease some risks and protect the hygiene of the next generation.

## CONCLUSION

**The ideal style of 21st century pest control should be based on the organophosphorus agent handled by qualified professionals who have had training using it.  
This would then enhance safety and reliability supported by our established technology.**