



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY  
WASHINGTON, D.C. 20460

OFFICE OF  
PREVENTION, PESTICIDES AND  
TOXIC SUBSTANCES

Ms. Rebecca M. Horton  
Consultant/Agent for Excel Marketing  
Excel Marketing  
1340 Treat Boulevard, Suite 650  
Walnut Creek, CA 94597

AUG 24 2007

RE: Notification of Administrative Label Changes – Including revisions of Warranty Statement  
for Compliance with October 2006 EPA guidelines  
EPA Registration Number: 71376-3  
Date of Submission: July 23, 2007

Dear Ms. Horton:

The Agency is in receipt of your Application for Pesticide Notification under Pesticide Registration Notice (PRN) 98-10 dated July 23, 2007, for the product Excel Delta HPC. The Registration Division (RD) has conducted a review of this request for its applicability under PRN 98-10 and finds that the actions requested fall within the scope of PRN 98-10. The label submitted with the application has been stamped "Notification" and will be placed in our records.

If you have any questions, please me directly at 703-305-6249 or Joyce Edwards of my staff at 703-308-5479.

Sincerely,



Linda Arrington  
Notifications & Minor Formulations Team Leader  
Registration Division (7505P)  
Office of Pesticide Programs



United States  
Environmental Protection Agency  
Washington, DC 20460

☐ Registration  
☐ Amendment  
☒ Other

OPP Identifier Number

## Application for Pesticide - Section I

1. Company/Product Number 71376-3	2. EPA Product Manager Larocca	3. Proposed Classification <input checked="" type="checkbox"/> None <input type="checkbox"/> Restricted
4. Company/Product (Name) Excel Delta HPC	PM# 13	
5. Name and Address of Applicant (Include ZIP Code) Excel Marketing 1340 Treat Boulevard, Suite 650 Walnut Creek, CA 94597 <input type="checkbox"/> Check if this is a new address		6. Expedited Review. In accordance with FIFRA Section 3(c)(3)(b)(i), my product is similar or identical in composition and labeling to: EPA Reg. No. _____ Product Name _____

## Section - II

<input type="checkbox"/> Amendment - Explain below.	<input type="checkbox"/> Final printed labels in response to Agency letter dated _____	<b>NOTIFICATION</b>  AUG 24 2007
<input type="checkbox"/> Resubmission in response to Agency letter dated _____	<input type="checkbox"/> "Me Too" Application.	
<input checked="" type="checkbox"/> Notification - Explain below.	<input type="checkbox"/> Other - Explain below.	

Explanation: Use additional page(s) if necessary. (For section I and Section II.)

NOTIFICATION of administrative label changes including revision of Warranty Statement for compliance with Oct. 2006 EPA guidelines.

This notification is consistent with the provisions of PR Notice 98-10 and EPA regulations at 40 CFR 152.46, and no other changes have been made to the labeling or the Confidential Statement of Formula of this product. Excel Marketing understands that it is a violation of 18 U.S.C. Sec. 1001 to willfully make any false statement to EPA, and further understands that if this notification is not consistent with the terms of PR Notice 98-10 and 40 CFR 152.46, this product may be in violation of FIFRA and Excel Marketing may be subject to enforcement action and penalties under sections 12 and 14 of FIFRA.

## Section - III

1. Material This Product Will Be Packaged In:				2. Type of Container	
Child-Resistant Packaging <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Unit Packaging <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Water Soluble Packaging <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		<input type="checkbox"/> Metal	
* Certification must be submitted				<input type="checkbox"/> Plastic	
If "Yes" Unit Packaging wgt. _____ No. per container _____			If "Yes" Package wgt. _____ No. per container _____	<input type="checkbox"/> Glass	
				<input type="checkbox"/> Paper	
				<input type="checkbox"/> Other (Specify) _____	
3. Location of Net Contents Information <input type="checkbox"/> Label <input type="checkbox"/> Container		4. Size(s) Retail Container		5. Location of Label Directions	
6. Manner in Which Label is Affixed to Product <input type="checkbox"/> Lithograph <input type="checkbox"/> Paper glued <input type="checkbox"/> Stenciled			<input type="checkbox"/> Other _____		

## Section - IV

1. Contact Point (Complete items directly below for identification of individual to be contacted, if necessary, to process this application.)			
Name Rebecca M. Horton		Title Consultant/Agent for EXCEL MARKETING	
		Telephone No. (Include Area Code) 540-375-8826	
<b>Certification</b> I certify that the statements I have made on this form and all attachments thereto are true, accurate and complete. I acknowledge that any knowingly false or misleading statement may be punishable by fine or imprisonment or both under applicable law.			6. Date Application Received (Stamped)
2. Signature <i>Rebecca M. Horton</i>		3. Title Consultant/Agent for EXCEL MARKETING	
4. Typed Name Rebecca M. Horton		5. Date July 23, 2007	

[FRONT PANEL]

# EXCEL Delta HPC

[Additional brand name(s): Ready to Use Amdro® Ant Block Perimeter Spray]

## Optional Marketing Statements

- For Indoor And Outdoor Use
- Water-Based
- Kills Fast
- Keeps Killing [Kills] German Cockroaches For Up To 3 Months [12 Weeks]
- Keeps Killing [Kills] Houseflies For Up To 5 Months [20 Weeks]
- Keeps Killing [Kills] Ants [for] Up to 3 Months [12 Weeks]
- Non-Staining
- For Use In And Around Horse Stables
- Keeps Killing [Kills] Stable Flies For Up To 4 Months [18 Weeks]
- Kills Spiders, Centipedes And Scorpions
- Kills Roaches, Ants And Fleas On Contact
- Kills Aphids, Mealybugs, Lace Bugs, Thrips, Leafminers And Mites
- Plus Kills Ants, Fleas, Ticks, Crickets, Spiders, Flies & Other Listed Pests
- No Drips - No Runs
- Stays Where You Put It
- Does Not Stain Surfaces
- Does Not Stain Fabrics
- Contains Deltamethrin® - The Third Generation Pyrethroid
- Kills ants outside so they can't come inside [!]
- Kills carpenter ants and other listed species on contact [!]
- Ready-To-Use
- Kills On Contact
- Long-Lasting
- Kills Fleas
- Kills Mosquitoes
- Controls Ticks That May Transmit Lyme Disease
- Keeps Killing [Kills] Carpenter Ants For Up To 4 Weeks [30 Days, 1 Month] When Applied To Non-Porous Surfaces
- Odorless
- No Oily [Greasy] Residue
- For Use On Ornamental Plants
- For Use On House Plants
- Kills Fleas & Ticks
- Kills Spider Mites
- Kills Japanese Beetles
- Also Controls: Carpenter Ants & Carpenter Bees
- Easy-To-Use
- Kills Plant Pests
- Kills Pantry Pests
- Kills Home Invading Pests
- No Shaking Required
- No Shake Formula
- No Drip Formula
- Contains UltraTec®
- Comfort Grip™ Battery Operated Sprayer
- Batteries Included [when packaged accordingly]

## ACTIVE INGREDIENT:

Deltamethrin .....0.02%

OTHER INGREDIENTS: .....99.98%  
100.00%

## KEEP OUT OF REACH OF CHILDREN CAUTION

See back/side/other panel(s) for additional Precautionary Statements and First Aid [delete to correct type error - First Aid not required/featured on label]

## NET CONTENTS:

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[BACK/SIDE/OTHER PANEL(S)]

**Excel Delta HPC** keeps on killing **German Cockroaches** for up to 3 months after you spray; keeps on killing **Flies** for up to 4 (5) months [16 (20) weeks, 120 days] after you spray.

**Excel Delta HPC** kills on contact. Contact kill gives you immediate results when spraying insects directly.

**Excel Delta HPC** Insecticide is for use in and around residences and their immediate surroundings such as (but not limited to): **apartments, atriums, attics, automobiles, basements, bathrooms, boats, cabins, campers, carports, cat sleeping quarters, clothes storage, condominiums, decks, dens, driveways, garages, gazebos, homes, kitchens, lanais, living rooms, parlors, patios, pet sleeping areas, play rooms, porches, recreational vehicles, rooms, solariums, storage areas, sun rooms, utility rooms and verandas.** Do not use in commercial food handling establishments, restaurants or other places where food is commercially prepared or processed.

**Excel Delta HPC** is a convenient ready to use liquid spray that protects your home from invading insects – kills ants on contact and keeps killing for up to 3 months.

Plus this product is incredibly easy to apply thanks to its patented comfort grip battery operated sprayer. Simply point and spray – NO mixing, NO pumping and Best of All NO Hand fatigue. [when packaged accordingly]

**KILLS:** Ants, Roaches, Spiders and Other Home Invading Pests as listed.

**USE:** Indoors as a spot treatment and outdoors as a perimeter treatment to prevent future infestations

### DIRECTIONS FOR USE

It is a violation of Federal law to use this product in a manner inconsistent with its labeling.

Do not allow children or pets to contact treated surfaces until spray has dried.

#### BEFORE USE

- Remove all exposed food and cooking utensils
- Cover all food handling surfaces or wash thoroughly after treatment

[WHEN PACKAGED ACCORDINGLY:]

#### Prepare Comfort Grip Battery Powered Sprayer.

1. Remove Sprayer from Holster and remove battery tab.
2. Remove red plug and pull cord out all the way.
3. Remove tab from flip top of cap.
4. Open and insert red plug into spout [cap opening].
5. Turn sprayer nozzle to "on" [desired spray pattern] and follow directions for use [below].

[CONVENTIONAL PUMP TRIGGER SPRAYER:]

**General Information:** [Turn sprayer nozzle to "on" position [desired spray pattern].] Squeeze trigger to spray until surface is slightly moist but not to the point of runoff. Over application may cause damage. Test in an inconspicuous area before applying.

#### INDOORS:

Hold container upright. Do not spray up into air. **Apply to surfaces only as a spot and crack & crevice treatment.** Hold approximately 12 inches from surface to be sprayed.

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**Cockroaches (Including Adult And Immature Stages Of Both Non-Resistant And Organophosphate And Carbamate Resistant Strains), Ants, Boxelder Bugs, Centipedes, Crickets, Dermestids, Firebrats, Fleas, Palmetto Bugs, Silverfish, Sowbugs, Ticks and Waterbugs:** Controls **German Cockroaches** for up to 3 months. Apply to areas where these pests crawl and hide, especially in hidden areas around sinks and storage areas, behind baseboards, around doors and windows, behind and under refrigerators, cabinets, sinks and stoves, the underside of shelves, drawers, bookcases, and similar areas. For **Ticks**, spray surfaces until moist. Repeat as necessary but not more than once per week.

[**Roaches:** Spray in cracks and crevices, around baseboards and other hiding places.]

**Ants:** Spray ant trails and around doors and windows and other places where ants enter the house.

**Carpenter Ants:** For effective control, locate and treat nests and surrounding areas. Apply around doors and windows and other places where ants enter premises and where they crawl and hide. Spray into infested wood through existing openings.

**Ticks (Including Ticks That May Transmit Lyme Disease) and Fleas ON SURFACES:** Remove pet bedding and destroy or clean thoroughly. Spray pet resting quarters until moist. **Adult Fleas** and **Larvae** contacted by spray will be killed. Put fresh bedding down once spray has dried. Do not spray animals directly. For best results, pets should be treated with an appropriate flea and/or tick control product registered for use on pets before allowing them to return to the treated area. Spray rugs and carpets where infestations are bad. Delicate fabrics should be tested for staining in an inconspicuous area prior to use.

**Spiders:** Apply along and behind baseboards, to window and door frames, corners, pipes, storage localities, attics, crawl spaces and other areas over which these pests may crawl.

**Centipedes, Ground Beetles, Pillbugs, Sowbugs, Scorpions and Ticks:** Apply around doors and windows and other places where these pests may enter premises. For **Ticks**, spray surfaces until moist. Treat baseboards, storage areas and other locations where these pests are found.

[**Silverfish, Crickets, Spiders:** Apply to areas infested by these pests.]

**FLYING INSECTS: Houseflies, Gnats, Mosquitoes and Small Flying Moths:** Spray localized resting areas, such as under eaves, porches, inside surfaces of window and door frames, surfaces around light fixtures and cords, railings, etc. and anywhere these insects may rest. Insects coming to rest on treated surfaces will be killed.

[**FLYING INSECTS:** Spray resting areas. Insects coming to rest on treated surfaces will be killed.]

**HORSE STABLES:** To Control **Stable Flies, Horn Flies, Houseflies, Face Flies, Horse Flies, Deer Flies, Mosquitoes** and **Gnats**. Apply thoroughly to surfaces until wet. Insects coming to rest on treated surfaces will be killed or repelled. Repeat treatment as necessary, but not more than once per week. Do not spray animals or humans, or apply to animal feed or watering equipment. Controls **Stable Flies** for up to 4 months.

**PANTRY PESTS - Grain Beetles (Rusty, Merchant and Saw-Toothed), Flour Beetles (Red and Confused), Chocolate Moths, Cigarette Beetles, Clover Mites, Cluster Flies, Drugstore Beetles, Elmleaf Beetles, Rice Weevils, Lesser Grain Borers, Spider Beetles and Tobacco Moths:** Treat exposed stages. Remove all food-stuffs, utensils and shelf paper from area to be treated. Discard used shelf paper and any infested foodstuffs. Apply spray to shelves and in cracks and crevices behind and under cupboards and cabinets. Allow to dry prior to replacement of shelf paper, food and utensils. Wash any exposed food handling surfaces and utensils before use.

**Carpet Beetles (Black, Furniture and Varied):** Spray on and under edges of floor coverings, under rugs and furniture and in closets or other localities where these insects are found.

**Webbing Clothes Moths:** Use this product as a crack and crevice treatment in closets and other storage areas where these pests are found. This is an adjunct treatment and will not control moth larvae already on clothes. Do not apply to clothing.

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**Bedbugs:** Remove linens and wash before reuse. Lightly spray mattresses, especially tufts, folds and edges. Apply to the interior of the frame. Allow to dry before remaking bed.

#### OUTDOORS:

For outdoor use as an aid in controlling these [listed] insects only.

Point [the] sprayer away from face. Hold sprayer on a slight downward angle, approximately 12 inches from surface to be sprayed. Spray with wind if breeze is blowing.

Do not contaminate fish ponds or apply directly to water. Do not use on edible crops.

**PESTS ON OUTSIDE SURFACES OF BUILDINGS [BARRIER TREATMENT]:** For [perimeter] control of [to prevent] building infestation to **Ants, Clover Mites, Cockroaches, Centipedes, Crickets, Silverfish, and Sowbugs (Pillbugs)**. Spray foundation of building where insects are active and may find entrance up to a height of 2 to 3 feet. Apply to outside surfaces of buildings where insects tend to congregate. Spray areas include (but are not limited to) screens, window frames, eaves, porches, patios, garages and refuse dumps. Repeat treatment as necessary, but not more than once per week.

**CRAWLING INSECTS: Ants, Cockroaches (including Asian Cockroaches), Centipedes, Crickets, Mole Crickets, Water Bugs and Silverfish.** Hold sprayer 12 to 18 inches from surface to be treated and spray in infested surface of patio or picnic area, hitting as many insects as possible. Spray to slightly moisten the surface. Also spray legs of tables and chairs.

**Ants:** Spray freely around ant trails and hills. Spray around nests hidden under steps, brickwork, concrete, etc. Break apart accessible nests and spray freely on and around debris. Repeat as necessary but not more than once per week.

[**Ants:** Spray ant trails and hills. If nest can be located, spray surface of nest until wet.]

**Lone Star Ticks, Dog Ticks, Crickets and Fleas:** Apply thoroughly to infestation in bushes, grass or weeds.

**Wasps, Hornets, Yellow Jackets and Bees:** Spray nests and other surfaces where bees may rest. Aim spray at nest openings. Applications should be made late in the evening when insects are at rest.

**FLYING INSECTS: Houseflies, Gnats, Mosquitoes and Small Flying Moths:** Spray outside surfaces of window and door frames and other areas where these pests may enter the home. Also spray localized resting areas, such as under eaves, porches, surfaces around light fixtures and cords, railings, etc. where these insects may rest. Insects coming to rest on treated surfaces will be killed.

**Termites, Carpenter Ants and Carpenter Bees:** (for localized control only) Apply **Excel Delta HPC** to voids or channels in damaged wood of a structure, or to cracks, crevices and spaces in and between wooden portions of a structure or between wood and the foundation, in locations vulnerable to attack such as crawl spaces.

For **Termites**, the purpose of such applications is to kill workers or winged forms which may be present in the treated areas at the time of application. Not recommended as sole protection against termites. Such applications are not a substitute for mechanical alteration, soil treatment or foundation treatment but are merely a supplement. For active infestation, get a professional inspection.

**HOUSE PLANTS:** To control **Aphids, Japanese Beetles, Lace Bugs, Leafminers, Mealybugs, Mites, and Spider Mites** on house plants. Prior to spraying, remove plants from living and eating areas. Put in an area not likely to come in contact with pets, children or food. Plants can be returned to original location when leaves dry. If plants cannot be moved, cover or remove exposed food and food handling surfaces. Avoid spraying surrounding areas.

Apply spray to upper and lower surfaces of foliage. Avoid wetting blossoms if possible. Repeat applications as necessary, but not more than once per week.

**FOR CONTROL OF ORNAMENTAL GARDEN INSECTS:** For use on African violets, Asters, Azaleas, Begonias, Camellias, Carnations, Chrysanthemums, Dahlias, Delphiniums, Dogwood, English ivy, Euonymus, Fuschia, Geraniums, Crassula, Grape vine, Kentia palm, Laurel, Marigolds, Rhododendrons, Roses, Rubber plants, Snapdragons, Stocks, Wandering Jews, Zinnias and other flowers and ornamental plants to kill **Japanese Beetles** hit by spray, as well as **Whiteflies, Aphids, Armyworms, Lace Bugs, Mealybugs, Exposed Thrips, Pavement Ants, Spiders, Spider** and **Red Mites, Clover Mites** and **Leafminers**.

Not for use on plants grown for sale or other commercial use. May be used as a multi-purpose spray in small ornamental gardens and for spot treatments to prevent insects from spreading into large garden areas.

When spraying plants, do not operate closer than 18 inches. Use sweeping motion. Be cautious about wetting tender foliage, young plants and new growth. Do not spray plants when temperatures exceed 90°F. DO NOT apply to vegetable plants or other plants used for food. Spray insects directly whenever possible.

### STORAGE AND DISPOSAL

**Storage:** Store in a cool, dry area away from [inaccessible to] children. [Do not transport or store below 32°F (0°C).] [Protect from freezing.] [Store above 32°F.] If freezing occurs, allow product to thaw and shake well before using [use]. [Some product separation may occur on freezing which is reversible on shaking.] Freezing does not adversely affect [this product] [performance].

**Container Disposal:** *If empty:* Do not reuse this container. Place in trash or offer for recycling if available. *If partly filled:* Call your local solid waste agency for disposal instructions. Never place unused product down any indoor or outdoor drain.

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## PRECAUTIONARY STATEMENTS

### Hazards To Humans & Domestic Animals

**CAUTION:** Contact with product may result in transient tingling and reddening of the skin. Avoid contact with skin or clothing. Wash thoroughly with soap and water after handling and before eating, drinking, chewing gum, or using tobacco.

### Environmental Hazards

This product is extremely toxic to fish and aquatic invertebrates. Do not apply directly to water. Do not contaminate water when disposing of washwater or rinsate. This product is highly toxic to bees exposed to direct treatment or residues on blooming crops or weeds. Do not apply this product or allow it to drift to blooming crops or weeds if bees are visiting the treatment area.

### Physical or Chemical Hazards

Do not apply this product in or on electrical equipment due to possibility of shock hazard.

~~**WARRANTY:** Excel Marketing Inc. guarantees this product to the extent of the purchase price, only when used according to directions.~~

### DISCLAIMER

NOTICE: To the extent consistent with applicable law, seller makes no warranty, expressed or implied, concerning the use of this product other than indicated on the label. To the extent consistent with applicable law, buyer assumes all risk of use and/or handling of this material when such use and/or handling is contrary to label instructions.

? 1-888-648-9855

+ 1-800-494-9300

UltraTec® and Deltamethrin® are registered trademarks of Valent BioSciences Corporation.  
Amdro® is a registered trademark of Ambrands.

### Excel Marketing, Inc.

1340 Treat Boulevard, Suite 650  
Walnut Creek, CA 94597

QUESTIONS: [www.xxx.com](http://www.xxx.com) / ###-###-####



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# Registrations by Design, Inc.<sup>sm</sup>

118½ East Main Street  
Suite 1  
Salem, VA 24153-3805  
phone 540.375.8826  
fax 540.375.8827

CERTIFIED MAIL #7007 0710 0002 1183 3338  
July 23, 2007

Document Processing Desk (NOTIF)  
Office of Pesticide Programs / Registration Division (7505P)  
U.S. Environmental Protection Agency  
Ariel Rios Building  
1200 Pennsylvania Ave., NW  
Washington, DC 20460

Re: Excel Marketing – Notification of Administrative Label Changes  
EPA Reg. No. 71376-3, Excel Delta HPC

Attn: Linda Arrington  
Notifications & Minor Formulations Team Leader

On behalf of Excel Marketing of Walnut Creek, California, enclosed is notification of minor administrative label changes for the above pesticide registration. All proposed changes are highlighted on the enclosed label, and include:

- 1) correction of the front panel referral to "First Aid" – since this is not required nor featured on the EPA-approved label; and
- 2) revised Warranty Disclaimer for consistency with October 2006 EPA guidelines.

No change in labeled use sites or use rate is made with these revisions.

Best regards,



Rebecca M. Horton  
Consultant/Agent for  
EXCEL MARKETING

e-mail: hortonb@ntelos.net

/bmh

Enclosure

cc: MGarbett/EM

member  
CPDA