**Note each company received a tailored letter.**

September 6, 2016

CEO Name  
Company Name  
Address

Dear CEO,

On behalf of Friends of the Earth and the undersigned organizations, which represent millions of American potential and current customers, we would like to follow-up on our June 2016 letter and survey request. We are collecting information on food retailer policies regarding sourcing organic food, pollinator protection and/or the use of pollinator-toxic pesticides in company supply chains. We will be publicizing this information to consumers.

We understand that completing our survey may prove challenging for your company. However, we would like to ensure that we have the most up to date and accurate information regarding your company’s policies to best inform our membership and the general public. **We request that your company notify us if the attached information accurately reflects your company’s policies by September 22, 2016.** We want to publicly recognize supermarkets that are striving to advance sustainable food and pollinator protection.

From our research, we recognize that many supermarkets and food retailers are working hard to advance sustainability and environmental stewardship in their supply chains while balancing the many barriers and opportunities to meet consumer demand for organic and sustainable food.

**As a top company dedicated to meeting growing consumer demand for organic food and advancing sustainability, we invite your company to help protect bees and other pollinators essential to our food supply and to its industry by committing to phase out the use of pollinator-toxic pesticides in its supply chain and to increase its offerings of organic food, particularly from U.S. growers.**

Since the 1990’s, organic food sales in the United States have shown double-digit growth and have generally exceeded 10 percent since the downturn in the American economy in 2008.¹ In recent years, retail sales of organic food products have increased faster than any other category. This past year, sales reached $37 billion.² This rapid increase is a result of consumer demand as well as increased federal support for organics, which rose from $20 million in the 2002 U.S. farm bill to $167.5 million by 2014. The number of organic farms, ranches and processing facilities nearly tripled over this time period³ and increased 12 percent from 2014-2015 — the highest rate of increase since 2008.⁴

In recent years, supermarkets and food companies have announced new purchasing policies and commitments regarding organic food, pollinator protection and bee-toxic pesticides. Aldi, a German supermarket chain, became the first major retailer to ask its German and Dutch fruit and vegetable suppliers to stop using eight pesticides hazardous to bees.⁵ Aldi announced in January 2016 that it is expanding its selection of organic meat and produce in its U.S. stores.⁶

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⁵ [Source](https://www.aldiusa.com/newsroom/press_releases/2015/01/aldi-announces-plan-to-divest-from-pollinator-toxic-pesticides)  
In 2014, Whole Foods issued its Responsibly Grown product rating system, which grades fresh fruit, vegetables and flowers as “good, better or best” based upon established criteria, including pollinator protection. It prohibits four of the common neonicotinoid pesticides, which are a leading driver of global bee declines, in order for products to receive a “best” rating. Aside from supermarkets, more than 100 businesses, cities, universities, states and countries around the world have restricted use of these insecticides. Greenhouse Grower’s 2016 State Of The Industry survey found 74 percent of growers who supply mass merchants and home improvement chains said they will not use neonicotinoid insecticides in 2016.

Leading supermarkets have started addressing pollinator protection in their sourcing policies because pollinators are essential to our food system. About three-fourths of the world’s food crops depend on pollination by insects and other animals. Bees alone are essential to the production of one out of every three bites of food we eat. In fact, 71 of the 100 crops that provide 90 percent of the world’s food — from almonds to tomatoes to strawberries — are pollinated by bees. Honeybees, in particular, contribute an estimated $20 billion to the U.S. economy and $217 billion to the global economy. Globally, between $235 billion and $577 billion worth of annual global food production relies on direct contributions by pollinators.

Evidence is mounting that the health and productivity of these critical pollinators, along with many wild pollinators, is declining rapidly. A recent report by the United Nations reviewed nearly 3,000 scientific papers and found that 40 percent of invertebrate pollinator species, including bees and butterflies, are facing extinction. Sixteen percent of vertebrate pollinators, such as bats and birds, are also threatened with extinction.

A growing body of science has implicated the world’s most widely-used insecticides, neonicotinoids (neonics)— which are used on 140 crops— as a key factor in recent bee die-offs and a cause of harm to many other beneficial organisms essential for natural pest control and sustainable food production, including birds, bats, butterflies, dragonflies, lacewings, ladybugs, earthworms, small mammals, amphibians, aquatic insects and soil microbes — putting food production and the environment in jeopardy.

A global body of twenty-nine independent scientists (the Task Force on Systemic Pesticides) drew similar conclusions based on a review of more than 1,100 peer-reviewed studies and called for immediate regulatory action to restrict neonicotinoids. Glyphosate, the most widely used herbicide in the world, has been identified as a major source of monarch decline. In addition to pollinator decline, environmental damage resulting from industrial agriculture is pegged at $3 trillion annually by the United Nations FAO. The need to foster more sustainable food production is urgent.

The link between pollinator protection and organic farming is clear. Organic farming supports 50 percent more pollinator species than conventional, chemical-intensive agriculture, according to an Oxford University meta-study. Organic agriculture offers additional significant environmental, health and economic benefits. According to one analysis, organically-farmed soils could sequester 32 percent of all current human-made global greenhouse gas emissions, which would help mitigate climate change. Organic soils have the capacity to withstand soil disturbances associated with intense rainfall events and have a 30 to 40 percent higher capacity to conduct water, which renders them less prone to erosion and flooding. Organic farming protects the health of consumers, farmers, farmworkers and rural communities by eliminating the use of highly toxic pesticides. Agricultural workers, among the highest percentage of U.S. workers affected by chemical exposures, are less at risk for occupational exposures to harmful pesticides when working in organic food production. Organic farming systems are also more
profitable for farmers and boost local economies. One study found that in U.S. counties with high levels of organic production, median household incomes are higher and poverty levels are reduced.

Given this range of benefits for consumers, farmers, pollinators and the environment, there is an important opportunity and need to foster more domestic organic production in the United States. Organic sales currently make up nearly five percent of total U.S. food sales, but acreage devoted to organic agriculture is less than one percent of total U.S. cropland. We recognize that there are difficulties in sourcing sufficient domestically organic ingredients and raw products to meet burgeoning demand. However, we urge your company to seek creative partnerships in order to boost U.S. production of organic foods. A leading example is the U.S. Organic Grain Collaboration.

It is clear we must advance a sustainable food system that protects the wellbeing of pollinators, people and the planet. We invite your company to signal its dedication to pollinator health and sustainability by phasing out the use of pollinator-toxic pesticides in its supply chain and by increasing the percentage of organic food offerings in its stores, with a focus on sourcing from domestic producers.

Friends of the Earth U.S. and allies request that retailers commit to adopt the following policies by the end of 2017:

- Establish a pollinator protection policy that includes the phase out of pollinator-toxic pesticides, including neonicotinoids and glyphosate, in your company’s supply chain and encourage suppliers to employ alternative pest management strategies that focus on pest prevention through cultural, biological, structural, and mechanical means, and the use least toxic pesticides, approved for organic production or exempt from federal registration, as a last resort. See attachment for our list pesticides of special concern.
- Increase USDA certified organic food and beverages to 15 percent of overall offerings by 2025, prioritizing domestic, regional and local producers.
- Support government and market initiatives to help farmers transition to organic production.
- Publicly disclose company policies and progress related to these actions.

We believe these actions would demonstrate your company’s commitment to sustainability and to protecting our essential pollinators. We also believe your company’s customers would react positively, given growing concern about the plight of bees and growing demand for sustainable and organic food. We will be educating the public and hope we can publicize positive information regarding your company’s policies on these important issues.

We have also surveyed other companies in the food retail sector. All companies we contact will be highlighted on our website, in social media and in the press so consumers can see for themselves where each company stands on protecting pollinators and advancing a sustainable food system.

Please contact Tiffany Finck-Haynes, Food and Technology Program at Friends of the Earth (beeaction@foe.org or 202-222-0715) by September 22, 2016 so that we may discuss your company’s current policies and how your company can demonstrate its leadership in corporate sustainability and pollinator protection. We would also be happy to answer any questions you might have or provide further information on this topic.

Thank you for your attention to this important matter. We look forward to working with your company to protect the small but important creatures upon which so much of our food and planet depends, and we hope to be able to highlight your company as an industry leader.
Sincerely,

Tiffany Finck-Haynes  
Food and Technology Program  
Friends of the Earth

Cynthia Palmer  
Director, Pesticides Science and Regulation  
American Bird Conservancy

Sarah B. Stewart  
President  
Animals Are Sentient Beings, Inc.

David Wheeler and Molly Greacen  
Co-Founders  
Bee Safe Boulder and Bee Safe Earth

Jay Feldman  
Executive Director  
Beyond Pesticides

Charles Scribner  
Executive Director  
Black Warrior Riverkeeper

Lori Ann Burd  
Environmental Health Director  
Center for Biological Diversity

Caroline Cox  
Research Director  
Center for Environmental Health

Bonnie Raindrop,  
Chair, Legislative Committee  
Central Maryland Beekeepers Association

Frank O’Donnell  
President  
Clean Air Watch

Betty Ball  
Coordinator  
Citizens for Pesticide Reform

Cleo Braver  
Owner  
Cottingham Farm LLC

John Meyer  
Executive Director  
Cottonwood Environmental Law Center

Forest Jahnke  
Project Coordinator  
Crawford Stewardship

Chris Weiss  
Executive Director  
DC Environmental Network

Matt Del Pizzo  
President  
Delaware Audubon Society

Cleo Braver  
President  
Eastern Shore Food Hub

Melissa Cooper Sargent  
Green Living Resources Director  
Ecology Center

Dan Silver  
Executive Director  
Endangered Habitats League

Lia Cheek  
Campaign Director  
Endangered Species Coalition

Margie Alt  
Executive Director  
Environment America

Nate Kleinman and Dusty Hinz  
Co-Directors  
Experimental Farm Network
Kerstin Lindgren
Campaign Director
Fairworld Project

Jeannie Economos
Pesticide Safety and Environmental Health Project Coordinator
Farmworker Association of Florida

Virginia Ruiz
Director of Occupational and Environmental Health
Farmworker Justice

Chris Maykut
President
Friends of Bumping Lake

Dave Murphy
Founder, Executive Director
Food Democracy Now!

Sam Sohmer
Office & Marketing Manager
Food Empowerment Project

Betsy Garrold
Executive Director
Food for Maine’s Future

Natalie and Russell Reid
Owners
Gap Mountain Goats

Douglas Gerleman
President
Go Green Northbrook

Lee Finney
President
Gold Hill Bee City USA
100 Pollinator FriendLee Gardens

Todd Larsen

Executive Co-Director for Consumer & Corporate Engagement
Green America

Rachel Linden
Director
Green Lifestyles Network, Inc.

David Gould
Program Facilitator and North American Representative
International Foundation for Organic Agriculture Movements

Joan Levin
Legislative Director
Illinois Right to Know GMO

Ben Lilliston
Director of Corporate Strategies and Climate Change
Institute for Agriculture and Trade Policy

Heather Spalding
Deputy Director
Maine Organic Farmers and Gardeners Association

Alfredo Quarto
Co-director
Mangrove Action Project

Paulette Hammond
President
Maryland Conservation Council

Kurt Schwarz
Conservation Chair
Maryland Ornithological Society

Ruth Berlin, LCSW-C
Executive Director
Maryland Pesticide Education Network

Dr. Mercola
Founder
Mercola.com
Bonnie Shapiro  
President  
Northern New Jersey Chapter  
National Organization for Women

Maddie Monty  
Office Manager & Policy Advisor  
NOFA-VT

Heather Taylor-Miesle  
Executive Director  
Ohio Environmental Council

Ronnie Cummins  
International Director  
Organic Consumers Association

Paul Towers  
Organizing and Media Director  
Pesticide Action Network

Laurie Schneider & Marcie Forsberg  
Co-Directors  
Pollinator Friendly Alliance of Minnesota

Kristina Lefever  
Board Member  
Pollinator Project Rogue Valley

David Swanson  
Campaign Coordinator  
RootsAction.org

Kerry Kriger, Ph.D.  
Executive Director  
Save the Frogs!

Lori Anderson  
President  
Save Our Sky Blue Waters

Angus Wong  
Lead Digital Strategist  
SumOfUs

Sylvia Broude  
Executive Director  
Toxics Action Center

Preston Peck  
Policy Advocate  
Toxic Free NC

Karen Fogas  
Executive Director  
Tucson Audubon Society

Germaine Smith  
Pollinator Policy Action Team Chair and Faith Based Council Seat  
Washtenaw County Food Policy Council

Jan Stephan  
Steering Committee  
100 Grannies for a Liveable Future

---


of Organic Agriculture to Climate Change Mitigation. 2009.


**Note each company received a tailored letter outlining publicly available information on the following categories.

**Company policies regarding organic food, pollinator protection and pesticide use**

We are collating information on supermarket policies regarding organic food, pollinator protection and/or use of neonicotinoid pesticides in supermarket supply chains. We will be publicizing this information to consumers. **We request that your company notify us if the following information accurately reflects your company policies by September 22, 2016.** We want to ensure we publish information that accurately reflects your company policies.

**Company store policies on organic food:**

**Company store policies on pollinator protection:**

**Company store policies on pesticide reduction:**

Please contact Tiffany Finck-Haynes, Food and Technology Program at Friends of the Earth (beeaction@foe.org or 202-222-0715) to verify, update or notify us with any different information regarding your company’s current policies regarding the above topics. We would also be happy to answer any questions you might have or provide further information on this topic.
## Pesticides of Special Concern: Pesticides to Reduce in Food Retailer Supply Chains

### Top Ten Registered Pesticides for Acute Toxicity to Honey Bees

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Chemical Class</th>
<th>Hazard to Bees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imidacloprid</td>
<td>Neonicotinoid</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Clothianidin</td>
<td>Neonicotinoid</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Fipronil</td>
<td>Pyrazole</td>
<td>Acute &amp; chronic toxicity</td>
</tr>
<tr>
<td>Thiamethoxam</td>
<td>Neonicotinoid</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Abamectin</td>
<td>Macrolide</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Dinotefuran</td>
<td>Neonicotinoid</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Lambda-Cyhalothrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Fenithrothion</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Resmethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Chlorpyrifos</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
</tbody>
</table>

### Additional EPA Designated Insecticides Toxic to Bees, Butterflies and Other Pollinators

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Chemical Class</th>
<th>Hazard to Bees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acephate</td>
<td>Organophosphate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Acetamiprid</td>
<td>Neonicotinoid</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Aldicarb</td>
<td>N-Methyl Carbamate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Alpha-cypermethrin</td>
<td>Synthetic Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Amitraz</td>
<td>Acaricide/Insecticide</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Arsenic acid</td>
<td>Heavy Metal, Inorganic-Arsenic</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Azadirachtin</td>
<td>Botanical</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Bensulide</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Beta-cyfluthrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Bifenazate</td>
<td>Carbamate</td>
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</tr>
<tr>
<td>Bifenthrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Carbaryl</td>
<td>Carbamate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Carbofuran</td>
<td>N-Methyl Carbamate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Chlorothoxyfos</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Chlorfenapyr</td>
<td>Pyrazole</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Chlorpyrifos methyl</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Cyantraniliprole</td>
<td>Cyantraniliprole</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Chemical Name</td>
<td>Chemical Class</td>
<td>Toxicity</td>
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<tr>
<td>Cyfluthrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
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<td>Cypermethrin</td>
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<td>Cyphenothrin</td>
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<td>Deltamethrin</td>
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<td>Diazinon</td>
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</tr>
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<td>Dichlorvos</td>
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<td>Dicrotophos</td>
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<td>Dimethoate</td>
<td>Organophosphorus</td>
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</tr>
<tr>
<td>Diuron</td>
<td>Substituted phenylurea</td>
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<tr>
<td>D-trans-allethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Emamectin benzoate</td>
<td>Macrocyclic Lactone</td>
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</tr>
<tr>
<td>Endosulfan</td>
<td>Chlorinated Hydrocarbon</td>
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</tr>
<tr>
<td>Esfenvalerate</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
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<td>Ethoprop</td>
<td>Organophosphorus</td>
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</tr>
<tr>
<td>Etofenprox</td>
<td>Pyrethroid Ether</td>
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</tr>
<tr>
<td>Fenazaquin</td>
<td>Quinazoline</td>
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<tr>
<td>Fenpropathrin</td>
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<td>Fluvalinate</td>
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<td>Fosthiazate</td>
<td>Organophosphorus</td>
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<td>Gamma-cyhalothrin</td>
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<td>Imiprothrin</td>
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<td>Indoxacarb</td>
<td>Oxadiazine</td>
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<td>Malathion</td>
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<td>Metaflumizone</td>
<td>Semicarbazone</td>
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<tr>
<td>Methiocarb</td>
<td>N-Methyl Carbamate</td>
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<tr>
<td>Methomyl</td>
<td>N-Methyl Carbamate</td>
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<tr>
<td>Momfluorothrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
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<tr>
<td>Naled</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Oxamyl</td>
<td>Carbamate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Permethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
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<tr>
<td>Phenothrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Phorate</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
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<tr>
<td>Phosmet</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Pirimiphos-methyl</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
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<tr>
<td>Prallethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Profenofos</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Propoxur</td>
<td>N-Methyl Carbamate</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Pyrethrins</td>
<td>Botanical</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Pyridaben</td>
<td>Acaricide/Insecticide</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Rotenone</td>
<td>Isoflavones</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Sethoxydim</td>
<td>Cyclohexanone</td>
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</tr>
<tr>
<td>Spinetoram</td>
<td>Spinosyn</td>
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<tr>
<td>Spinosad</td>
<td>Spinosyn</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Sulfoxaflor</td>
<td>Sulfoximines</td>
<td>Acute &amp; chronic toxicity, contaminates forage</td>
</tr>
<tr>
<td>Tefluthrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Active Ingredient</td>
<td>Chemical Class</td>
<td>Hazard to Bees</td>
</tr>
<tr>
<td>------------------------</td>
<td>----------------------</td>
<td>----------------------------------------------------</td>
</tr>
<tr>
<td>Tetrachlorvinphos</td>
<td>Organophosphorus</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Tetramethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Tolfenpyrad</td>
<td>Pyrazole</td>
<td>Acute toxicity</td>
</tr>
<tr>
<td>Zeta-cypermethrin</td>
<td>Pyrethroid</td>
<td>Acute toxicity</td>
</tr>
</tbody>
</table>

Registered Herbicides Harmful to Bees, Butterflies and Other Pollinators

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Chemical Class</th>
<th>Hazard to Bees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glyphosate</td>
<td>Phosphonoglycine</td>
<td>Eliminates forage &amp; habitat</td>
</tr>
<tr>
<td>Atrazine</td>
<td>Triazine</td>
<td>Eliminates forage &amp; habitat</td>
</tr>
<tr>
<td>Simazine</td>
<td>Triazine</td>
<td>Eliminates forage &amp; habitat</td>
</tr>
<tr>
<td>Sulfallate</td>
<td>Dithiocarbamate</td>
<td>Eliminates forage &amp; habitat</td>
</tr>
<tr>
<td>2,4-D</td>
<td>Chlorophenoxy acid or ester</td>
<td>Eliminates forage &amp; habitat, chronic toxicity</td>
</tr>
<tr>
<td>Dicamba</td>
<td>Chlorophenoxy acid or ester</td>
<td>Eliminates forage &amp; habitat</td>
</tr>
</tbody>
</table>

Registered Fungicides Harmful to Bees, Butterflies and Other Pollinators

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Chemical Class</th>
<th>Hazard to Bees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trifloxystrobin</td>
<td>Strobin</td>
<td>Acutely toxic</td>
</tr>
<tr>
<td>Iprodione</td>
<td>Dicarboximide</td>
<td></td>
</tr>
<tr>
<td>Vinclozolin</td>
<td>Dicarboximide</td>
<td></td>
</tr>
<tr>
<td>Procymidone</td>
<td>Heterocyclic organochlorine</td>
<td></td>
</tr>
<tr>
<td>Captafol</td>
<td>Thiophthalimide</td>
<td></td>
</tr>
<tr>
<td>Clonitalid</td>
<td>Molluscicide</td>
<td></td>
</tr>
<tr>
<td>Pyraclostrobin</td>
<td>Strobin</td>
<td></td>
</tr>
</tbody>
</table>