

"TERMITE" TERRY'S INSIDER INFORMATION

TOP SECRET

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How To Avoid 3 Mistakes When Buying A Home

Owning a home is truly an "American dream" and it will probably be the largest investment you'll ever make. However, there are **three costly mistakes that home buyers frequently make** and if you're not careful, your new home can become your biggest "nightmare".

Costly Mistake #1: Not reading all termite reports before making the decision to buy a home!

Ask almost any home buyer and they'll tell you that they never took the time to read all of the termite inspection reports before they bought their home. Why would anyone skip this? If there was a major problem with a home that you wanted to buy, wouldn't you want to know about it before you paid for it??

Here are just a few potential *landmines* that can knock new home buyers flat on their back if they don't read their inspection reports:

1. Defective construction

- a) Look for room additions not built to code. Problems like these can be very expensive to repair.
- b) Check for concrete walkways and patios that are improperly installed at or above the level of the home's foundation. Conditions like these can lead to severe moisture problems.
- c) Look for wood patio covers and decks that are not built to code. You may find some are set in direct contact with the soil which could lead to severe termite

and dry rot problems.

2. Drywood termite infestations that extend into inaccessible areas

This is a condition that the average home buyer will never know about unless he or she reads their termite inspection reports. Termite inspectors are required to recommend a "whole-house treatment" when drywood termites extend into inaccessible areas. Please note that not all termite inspectors will agree on the proper methods of termite treatment.

If one inspection report calls for a local drywood termite treatment and another calls for a fumigation – that can be a huge "red flag". In cases like this, you have to start asking serious questions and you may need to get another opinion.

3. Undisclosed previous termite inspection reports

When purchasing a home, insist on getting copies of all termite inspection reports from the past three years. If you need to, check with the State because all termite inspection reports are to be kept on file for three years. This is a very important step because you may be surprised when you learn of the home's history.

4. Neglecting to compare all inspection reports

If you have two or more reports and you see major differences, you need to contact the inspectors and start asking how this can be – especially if they were done near the same time period.

(turn the page)

75 Years Ago . . .

On July 20, 1940, Billboard magazine published the first "Music Popularity Chart" and it listed the top 10 singles sold in the U.S. that week. The first number one hit was "I'll never smile again" by Tommy Dorsey.

Celebrating Sylvester Stallone

"Life is more than sunglasses and hit movies. Reality – that's the main event."

Sylvester Stallone, born July 6, 1946

Rave Reviews!

“For the past 5 years we have had the privilege of having your technician David Salamin treat our home for pest control.

He has always been on time, had a positive attitude and a willingness to answer any questions we may have.

We are extremely impressed by his knowledge of the bug and insect world along with what he is treating, what bugs are present and how best to handle a situation. His knowledge extends into other areas of pests as well.

The dedication David gives to his profession is a definite credit to this fine young man. We are looking forward to his visits to our home.”

Ed and Judy Walcott
Fountain Valley

“Three years ago we had a termite problem, got three estimates and choose Termite Terry Pest Control. They treated the problem aggressively, without tenting, and no damage to the property. They did a great job!

I began to suspect termites again so I just called them back, and Terry came out today . . . good news – no termites! Actually this problem was not related to any live insects at all, but Terry did help us troubleshoot it and suggested a few things that might help.

These guys are great, along with being very honest they are definitely the kind of people you want to have working on your home.”

Virginia Spray
Westminster

Costly Mistake #2: Not finding out if the home really needs a fumigation!

Drywood termites are a huge problem in Orange County – especially along our coastal areas. Let’s face it, some sellers try to get off cheap and some others just don’t want to deal with it. You need to pay extra attention to this matter so you don’t get stuck with the problem, later.

The California Structural Pest Control Board tells us in their literature that not all homes need to be fumigated. If an infestation is contained in a small area, the drywood termites may be eliminated by local applications.

If treatments other than fumigation are recommended, you should be aware that localized treatments **will not provide eradication of other hidden infestations in the building.** Localized treatments are NOT designed for whole-house eradication.

The Structural Pest Control Board tells us that there are currently two methods for total or whole-house eradication of drywood termites – fumigation and heat. Fumigations are where the structure is enclosed in a tent and a lethal gas is injected. When doing heat treatments, the home is covered with a tent and the home is heated until the inside temperature reaches 140 to 150 degrees Fahrenheit.

BOTTOM LINE: The Structural Pest Control board recommends a “whole-house” treatment if you’re buying a home that is more than ten years old, it has more than just a few spots of drywood termites and there are no records of the home being fumigated recently. If another type of treatment is recommended, you need to start asking questions.

Costly Mistake #3: Not taking the time to find out how the repair work is going to be done on your new home!

A lot of home buyers assume that all of the repair work will be done correctly when they buy a home. This can be a very costly assumption! Here

are two very important points you need to consider when reading a termite inspection report:

Is the damaged wood going to be wood-filled or is it going to be replaced?

In many inspection reports, you’ll see where they describe wood damage on a portion of the home, and then they simply tell you it needs to be repaired. What does a statement like this tell you? Are they going to use a wood-filler and repair the damage or are they going to replace the damaged part? You need to know the answers to these questions!

Let’s say you had a wood member with only minor surface damage caused by drywood or subterranean termites. In a case like this, using a quality wood filler to repair the damage may be your best option. However, if the wood member is structurally weakened by the damage, replacement is usually a must.

Dry rot damaged wood is an entirely different matter. When wood is infected with fungus and dry rot has occurred, the infected areas need to be cut out and replaced in most cases. Otherwise, the fungus will probably “*spread like cancer*” and continue its destruction of your home. There are some who will grab a can of spackle and start covering up all of the dryrot damage as if “*they were spreading frosting on a cake*”. But, repairs like this are only temporary and you’ll likely have to replace the damaged wood at a later date.

If wood replacement is needed, how much wood is going to be replaced and what type of wood is going to be used?

It’s pretty simple to get answers to these questions – all you have to do is to ask for a list of materials.

Are you comparing repair bids? A close look at the materials lists can be quite revealing and don’t be surprised when you see a shorter list of materials on the “low bids”.

Repair bids with a longer list of materials will almost always be higher. Ask the following questions:

- Why is your list of materials shorter or longer than the other?
- Are you replacing everything that is needed? If not, why not?
- Are you replacing the entire damage part or are you going to just install a small piece?
- Is this repair work going to be temporary or is it a permanent fix?

When looking at your lists of materials, pay special attention to what types of wood are going to be used. Some homes require special materials and they can be more expensive. Are they replacing like-for-like? There are many types of wood used to build homes and if you want to maintain the appearance of your home, it is important to try and use a material that matches as closely as possible. Yes, you can put a cheap Hyundai bumper on a Mercedes, but it won't look the same after you're done.

Buying a home is a big deal for most and you don't want your dream to become a nightmare. Please, do yourself a favor and take the time to implement what you have learned from this article. If you aren't sure of what to do and need help, **call us at (949) 631-7348** and we'll be happy to assist.



Using Dry Milk And Rice Husks To Build Homes

Students from UC Riverside recently won two awards at an international design competition for a building material composed of rice husks. The material they created is a less costly, more environmentally friendly and termite resistant alternative to particle board.

Traditional particle board is made by mixing small wood chips with some type of synthetic resin. These ingredients are then pressed together and extruded into the desired size and shape.

The student's design uses rice husks, which contain termite-resistant silica, instead of wood chips. Initially, they used epoxy (a not-so-environmentally-friendly material) to bind the ingredients together. Now, the students are focused on using tannin, a compound naturally found in plants, and casein, a protein found in nonfat dry milk.

Initial results show that the boards made with tannin to be strong enough but not water resistant. The casein boards have proven to be water resistant but lack in strength. They are now experimenting with adding coatings or other materials to the mixture.

The main focus on this project is to create a building material for relief structures in the Philippines. They currently use coconut wood, bamboo and plywood, which are susceptible to termite damage. The Philippines is one of the world's largest rice producers and if the students can perfect a way to use the waste products of rice, this will be a win-win situation for all!

150th Anniversary Of The Salvation Army

William and Catherine Booth were ahead of their time and took a different approach by demonstrating their faith by offering support to people in need out on the streets of London.

The Booths set aside the traditional form of a church and a pulpit. Instead, they took their message directly to the people as they traveled throughout England, holding evangelistic meetings. Their focus was on the poor, the homeless, the hungry and the destitute.

William Booth was invited to hold evangelistic meetings in the East End of London. His first service was held in a tent set up in a Quaker graveyard on July 2, 1865. The services became an instant success and this is seen as the official start of the Salvation Army.

The success of the Salvation Army has surely exceeded anything the Booth's could ever have imagined. Here are just some of the services the Salvation Army provides each year:

- They provide over 100,000 job referrals.
- They serve over 58 million meals.
- Provide over 10 million lodgings.
- Provide disaster assistance to over 300,000 people.
- Assist over 700,000 senior citizens.
- They give welfare orders/cash grants to over 8 million people.
- Distribute over 20 million in clothing, furniture and gifts.
- Provide transportation to almost one million people.

Folks, this is just the tip of the iceberg. We haven't mentioned all the work they do with substance abuse, day care, help with missing persons, medical care and so much more.

During the middle of the 19th century, the Salvation Army tells us that William Booth was told by his son about all the homeless people sleeping on the banks of the Thames River. His response was simple: "Go and do something." Today, 150 years later, their philosophy is exactly the same.

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**"You're Going To Love Living In A Pest Free Home.
I Guarantee It."**

Start Taxing Organic Products To Conserve Water?

California is now in the fourth year of extreme drought and our Governor is telling us that we need to reduce our water consumption by 25%. He is proposing a long list of directives, however, water-policy analyst agree that California's thirst for water won't be seriously reduced until consumers are hit with higher prices for water.

Terry L. Anderson and Henry I. Miller, both fellows at Stanford University, believe they have a better idea - they want to start taxing water-wasting organic products to reduce their demand.

They refer to a 30-year side-by-side trial performed by the Rodale Institute where yields of organic and conventional farms were compared. The study showed that conventional farming beat organic handily in "total system yields" (by 30%), nitrogen efficiency (by 60%), and labor (by 35%).

Another survey they refer to was performed by the U.S. Department of Agriculture. That survey consisted of 14,450 organic farms, covering 4.1 million acres. When compared to conventional farms, they found that organic corn yields are 30% lower, organic rice yields are 41% lower, organic spring wheat yields are 53% lower, organic tangerine yields are 48% lower, and organic lettuce yields are 70% lower.

Molecular genetic-modification techniques are banned in organic agriculture. The authors went on to say that not only do genetically engineered crops offer higher yields with less use of insecticides, they can also be crafted to use water much more efficiently. Their goal is for us to get "more crop for the drop".

Does this mean our school teachers are going to tell students that in order to save our state we need to stop buying water-wasting organic products? Will they be taught to only eat genetically modified foods? Wow, I never thought I'd ever hear anything like this!



"Termite" Terry Singleton