

# "TERMITE" TERRY'S INSIDER INFORMATION

**TOP SECRET**

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[www.termiteterry.com](http://www.termiteterry.com)



(949) 631-7348

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## New Research Results!

Over the years, we have been bombarded with radio, newspaper and television adds from various termite companies that claim that their local(spot) drywood termite treatments are equivalent to fumigation. Many of the products that these companies use have no published research or reliable efficacy data to back up their claims.

In 2006 and 2007, the Structural Pest Control Board decided to award contracts to the University Of California to conduct evaluations on six products that are regularly used for localized drywood termite treatments. Dr. Mike Rust of UC Riverside was assigned to conduct the lab studies and Dr. Vernard Lewis of UC Berkeley was to direct the field studies. These studies are still in process and should be completed by June 2009.

The preliminary lab test results from Dr. Rust are particularly interesting. In his first study, small pieces of wood were treated with six different drywood termite control products. Drywood termites were placed in a petri dish along with freshly treated wood samples and the lab staff regularly counted the number of dead termites.

In this study, you can see how some products work faster than others. At Termite Terry Pest Control, we always use Termidor for local drywood treatments, mixed at the ratio of .125% and we were pleased to see that this product gave 100% control after only one day of exposure. Another product called Optigard Foam also got 100%

control after 1 day. Other products gained full control after 7, 14 or 26 days. Three of the products tested gave results of 83.3% to 88.9% after a month.

In his next study, he treated wood samples with these same products, but let them sit and age for 30 days before testing. Again, we were pleased to see the product we use, .125% Termidor, even after aging for 30 days, still gave 100% control within one day. Optigard foam also rendered 100% control in one day. However, the most interesting bomb shell to come out of this test was when we learned that wood treated with 10% Timbor, XT-2000 Orange Oil and Premise Foam performed no better than untreated wood! Apparently, these products lose their effectiveness soon after application.

In Dr. Lewis field test, he drilled injected these same six products into randomly selected pieces of wood. These pieces of wood were kept at ambient temperature for three months and then dissected to establish results.

Of the six products, only Termidor got 100% control. Timbor came in at 99%, at Bora-Care at 98%, Optigard Foam and XT-2000 Orange Oil at 81% and Premise Foam at 41%. One big point that Dr. Lewis mentioned was that the high levels of mortality from his study were probably due to intensive drilling and treating than the product's active ingredients.

The studies will continue. I'm not sure of what Dr.

(continued...)

### Kentucky Derby Trivia

Secretariat won the fastest Derby in 1973 with a blazing 1:59 on the mile and a quarter. Noteworthy is that each quarter mile split was faster than the one preceding it. No other horse has broken the two minute barrier in the Derby.

"A good plan, violently executed now, is better than a perfect plan next week."

General George S. Patton

# Rave Reviews ...

Thank you for all you and your staff did to take care of our home. Your service was outstanding and we couldn't be happier! We are certainly customers for life. Wishing you all the best!

Janet Evans  
Four Time Olympic Champion

I'm writing to let you know that during the past year, the Reliability Report that we publish on Termite Terry has had 196 inquiries and reflects 0 complaints. In most cases, these report viewings are done by potential customers who are checking on your company's rating. Companies like yours are what the Better Business Bureau stands for. We congratulate you on having no complaints to date.

William G. Mitchell  
President/CEO  
Better Business Bureau

I was shocked to find out when I called a company from Orange County that they would beat the prices of Inland Empire companies. Your inspector did the most thorough and complete inspection. I found out that you have the best guarantee in the business - A 100% money back guarantee. I was dreading the fumigation. Guess what? With the help of your salesman, Josh Mentzer and his crew - It was painless! I liked the fact that they checked inside my house and found my wife's pro-biotics and put them in a safe bag for us. That was great. I must tell the truth, when you can make your wife happy while having your home treated for termites, you know the company must have done a great job. Thanks Termite Terry and just so you know, I am referring you to anyone that needs your services.

Kory Lee, contractor  
LGC Builders, Yorba Linda  
(714) 318-4850

Rust will have in store for us later this year, but last time I heard him speak, he had a lot of exciting stuff in the works. I do know that Dr. Lewis is now going to move his field studies out to "real world" conditions where he will be performing test on various structures. I predict that the "real world" test will be less successful in controlling drywood termites than the lab's.

If there's one thing you get out of this study, it's that you can't just take someone's word for it. When some of these termite guys start making wild claims about how their products will solve all your problems and that you no longer have to tent your home, you've got to stop, take a breath and then ask for proof.

At Termite Terry Pest Control, we don't need to make wild claims. We always try and go by the book. If you hear us say something and you're not sure if it's true, call one these schools and check with them. You'll probably find that what they tell you is almost exactly what we said. Have a termite problem and need an inspection? **Call (949) 631-7348** and we'll schedule an inspection at your convenience.

## 10 Tips For Keeping Your Home Pest Free

It's going to be a long, hot summer and along with the great weather, you'll be seeing a lot more of bugs. Most of these pest are just a nuisance, however, some of them can cause significant damage to your home or threaten your family's health. Here are some things that you can do to help you keep your home pest free:

1. Always keep the interior of your home cleaned up and your food put away. These pest are so amazing. because you can have the cleanest home but leave a cookie or some candy out and they will find it.
2. During the summer, it's very common to see ants in bath and

kitchen areas because they're looking for water. That's why it's always a good idea to put dishes away and keep these areas as dry as possible.

3. Take a look at your home's exterior doors and check for gaps at the bottom or on the sides. These are common ways for pest to enter a home. Door sweeps or thresholds are great for sealing off the bottom and weather stripping works well on the sides.

4. Don't over water your gardens and lawns. With our automatic sprinklers these days, it's easy to forget about this item. Check around your home and if needed, cut back on those watering times. Not only does this make controlling insects easier, it will also save you money.

5. Clean up animal droppings. Flies really love this warm weather and can really ruin a great afternoon on your patio. Another great tip is to make sure that you put the droppings in a sealed container so the flies won't get in there, too.

6. Check your window screens. They're easy to fix or replace and that will go a long way in keeping flying insects out of your home.

7. Keep your plants and trees cut back away from your home. It's very common to see ants, spiders and rodents walk right up these plants and trees and go right into your home. This simple step can really solve a lot of pest problems.

8. Don't store wood next to your home or on the ground. With all of the termite problems we have in Orange County, the last thing you need is to have a "termite farm" growing next to your house. It's best to store wood away from the house and keep it off the ground.

9. Don't leave pet food open on the outside of your home. This attracts a lot of different insects, rats and animals such as opossums or coyotes.

10. Bed bugs are becoming a big problem for travelers. If you bring your luggage home and it has a few bed bugs in it, these bed bugs will multiply super fast and totally make your life miserable. It's really a good idea that when you get home from your trip, open your suitcases in the garage and then put all your clothes in the washer.

We're sure that you'll find these tips useful and you'll see that they will make a difference. But, if you've got one of those pest problems that just won't go away and you need help, **call us at (949) 631-7348** and we'll take care of it!

## Mysterious Bat Illness Worries Farmers

Bats are one of the most beneficial animals in the U.S. and the recent discovery of a fatal disease called "White-Nose Syndrome" has scientist and politicians scrambling to find a solution.

No one knows the cause of this disease that has killed hundreds of thousands of bats in the northeast over the past few years.

A bat can eat more than 3000 insects in a single night and bats consume hundreds of millions of crop destroying pest every year. Bats reduce the amounts of pesticides needed and save farmers billions of dollars every year.

1.37 million has been committed to research, but unless a breakthrough is found, species will be lost and millions of bats will die.

## President's Economic Stimulus Plan

The first to take advantage of our plan is a legend in the music business and one of the world's finest jazz trombonist, Bob McChesney. Bob

referred us to Lisa Vroman, who is a famous opera singer. Just last month, she was the star performer in Phantom of the Opera at the Orange County Performing Arts Center. We sent Bob a 50.00 Home Depot gift card to help stimulate his economy.

Cindy Hovsepian of Laguna Hills referred us to her neighbor, Lew Echlin. Lew is being relocated out of State and needed his home fumigated and repaired. Cindy will enjoy a 50.00 Home Depot gift card to boost her economy.

Woody Lewis, a CPA in Newport Beach recommended our services to Thomas Mathews, also of Newport Beach. We did the termite treatment and repairs on Mr. Mathews home and now, Woody can enjoy his TAX FREE 50.00 Home Depot card.

Linda Green of Costa Mesa recommended our services to their neighbor, Lillian Long. We did both termite treatment and repairs on Lillian's home. Linda Green takes real good care of her home and I'm sure that our "stimulating" 50.00 Home Depot card will be put to good use.

Malea Kim of Irvine referred us to Yong Kim, also of Irvine. We fumigated Yong's home and Malea will receive her 50.00 Home Depot stimulus card!

So there you are. You can see for yourself that the President's plan is working. To join in and enjoy the plan's benefits, all you have to do is to keep your ears and eyes open. Next time you hear or see someone that needs pest control, termite treatments or repairs, recommend Termite Terry's services and we'll make sure that you get your economic stimulus!

## The Story Of Memorial Day

After the Civil War, many communities decided to set a day aside to mark the end of the war and to act as a memorial to those who had died.

David Blight, of Yale's History Department, tells us that the first Memorial Day was observed by liberated slaves at the historic race track in Charleston, South Carolina in 1865. This was the former site of a Confederate prison camp and a mass grave for Union soldiers that had died in captivity. Those slaves took the dead soldiers from the mass grave and put them in individual graves. They fenced in the graveyard, built a big arch entry and declared it a Union graveyard. On May 30, 1868, thousands of freed slaves returned to the graveyard with flowers to decorate the individual graves. They joined Union soldiers from the area and marched in a parade. That was followed up with singing and a picnic.

The official birthplace of Memorial Day is Waterloo, New York. They credit this village as the place of origin because it observed the day on May 5<sup>th</sup> of 1866 and every year thereafter. General John Murray, who was a distinguished citizen of Waterloo, and General John A. Logan both worked to bring national attention to the event and are credited as a factor in the holiday's growth.

The name, Memorial Day, was not commonly used until after world war II. Up until 1882, this holiday was called Decoration Day. In 1967, Federal law declared Memorial Day as the official name. On June 28, 1968, Congress passed the Uniform Holiday Bill that moved Washington's Birthday, Veteran's Day and Memorial Day from their traditional dates to a specified Monday so that everyone could enjoy their long weekends.

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Full Line of Pest Control Service || Termite Fumigations and Treatments || Dryrot and Termite Damage Repairs  
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## FINAL THOUGHTS...

You've all heard the old cliché, "One size does not fit all" and in the world of pest control, that is exactly correct. Every home and building is different and many of these have their own unique pest control problems. That is why we have our different service plans and why we custom tailor each of these plans to fit your needs.

Most of our clients prefer our "Cutting Edge" service plans where we use longer lasting and non repellent products. These service plans give unbelievable results and are great for folks that are watching their budget.

With the ever growing concerns of our environment, more and more of our clients are choosing to go with our "Green Pest Control" service plans. With these plans, we use botanical products and some of these are actually made of food grade materials. From time to time, we may also incorporate some residual/low impact products to gain control over tough problems.

Other clients select our "Organic Pest Control" service plans. In these plans, only the safest, most natural products are used. Many are made of food grade materials. We also use products that are made from natural sources, such as Chrysanthemum flowers and minerals. If you hate bugs but really don't want traditional pest control products used on your home, this program was designed just for you.

Thinking about starting up with a pest control service but you're not sure which program to use? **Call us at (949) 631-7348** and we'll schedule a complimentary "Pest Audit" of your home or business. That way, you'll have all the facts and be able to make the best decision to fit your needs.



"Termite" Terry Singleton

