



# Termite Terry's Newsletter

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

## Good Economic News!

According to the Labor Department, U.S. employers beat the forecasters by creating 243,000 new jobs during the month of February. That's the largest gain in three months.

Payrolls went up again and may I mention that they have went up every month for the past 2 ½ years. Looks like employers see a need to hire new workers but they are also willing to pay more to existing employees. A lot of employers are also luring new workers with higher wages. In the past twelve months, average hourly earnings have increased by 3 ½ percent.

Construction employment is continuing to expand and I like to see that because that means that new homes are selling well.

Of course the Fed starts worrying about inflation rates when they see good news like this. But so far, inflation seems to be holding steady. I wish the Fed Chairman would leave interest rates alone, but he seems determined to keep hiking them, despite what anyone else has to say.

So, here we are in April. The weather has been mild, business is good it looks like 2006 is going to be a real good year.

Got some *great* news to share this month, so let's get to work!

## Termite Terry Opens New Pest Control Division!

For the past five years or so, we have focused solely on termite control. But an awful lot of people have been asking for our help with other pest control problems, such as ants, roaches, spiders, rodents, etc. That is why we decided it was time to expand and start offering pest control services.

Actually, we would have liked to have offered pest control services sooner, but we wanted to wait until we had the right man for the job. I believe we've found that man and his name is Gus Juarez.

Gus received his training at the Advanced Institute Of Pest Control Technology (Over the years, I've taken a number of classes at that school and I strongly recommend it to anyone that is serious about learning this business. That school ain't cheap to attend, but it's worth every dime!).

After he finished his training, Gus went to work for the owner of the school and was eventually promoted to a management position. He worked there until the owner retired. Through a special arrangement with the owner of that school, Gus is still

maintaining some of those accounts today.

Everyone's needs are different and that's why we will be offering a full line of service plans that are "custom tailored" to meet your needs.

Have problems with **ants, crickets, fleas, roaches or spiders**? No problem!

Have a problem with **bees**? A lot of pest control companies won't go anywhere near bee problems. We love doing bee jobs! We can also remove bee hives and repair wall damage in your home or building.

**Mice and rats** cause a lot of damage and can create a filthy mess. We offer a full line of rodent control services including "rodent proofing". For years I've always told home and building owners, "**There's no way you'll ever be able to catch every mouse and rat in Orange County!**" But what we can do is to keep them out of your home or building!" And, the way you do that is by sealing off their entry points. Please note that this system will help to save you money because you're not paying someone to come out and set traps or throw rat bait in your attic every month.

**Animal removal** is another service we offer. Just last week, a homeowner had an opossum under her bathtub that "**STUNK**" so bad

that she couldn't even go in there. She called a bunch of companies out of the phone book and most said they didn't offer this service. The two that did this kind of work came out to look at her home and they told her that there was no way to get that opossum out without removing the bathtub or busting a hole in the wall.

She saw my truck parked down the street from her home and she walked over to see if I could help. It wasn't an easy job, but I got it out. My price was lower than the other bids and I didn't do any damage to her home, either! Let me tell you, she was a very "happy camper"!

To schedule an appointment for a pest control inspection or service, please call us at (949) 631-7348.

### **When I Have My Home Treated, Do The Termites Just Go Next Door?**

That's a question that we hear all the time in this business and I'd like to spend a few minutes discussing this subject with you.

When someone ask this question, the first thing you need to ask them is, "What kind of termites do you have – Drywood or subterranean?"

When people are having their home fumigated for drywood termites, I often get asked if their termites will go next door. That's an easy question to answer. When a home is covered with a tent and fumigated properly, **there's no way a termite could get out of there alive. They're gone!**

What will drywood termites do if I have a local drywood termite treatment done on my home? The answer to that question depends on whether or not the job was done effectively. Obviously, if the

termites are treated and they all die, there's no way they'll go next door. But, if the treatment wasn't totally effective, or if they used a repellant type of product, it is possible that termite swarmer(Kings and Queens) could fly away and look for another home.

Other members of the termite colony(workers, soldiers, etc.) do not fly and might just move to wood members that are adjacent to treated areas. **This is a key point to consider! And, that is exactly why we advocate using a non repellant product when doing local treatments.**

We use a product called **Termidor** when we do local treatments for drywood termites. Termites can't smell it, they can't taste it and they don't even know it's there! We want for them to continue eating and take it back to the nest so they will transfer it to other members of the colony. This transfer effect is how we can eliminate the entire nest! And, if the nest is gone, there's no way that they can go next door.

#### **Satisfied Customers of the Month:**

*Termite Terry is respectful, thorough and honest. I don't hesitate to recommend him frequently to people.*

Mr. and Mrs. Svensson  
San Clemente

*Termite Terry Pest Control was Excellent! Great job! Well done! Very "customer friendly" and did what they said they would do! For a fair price!*

Mr. and Mrs. Reeves  
Costa Mesa

Subterranean termites are different because they live

underground. Their nest may be 20 feet underground and perhaps as far as 100 feet away. If you use a repellant type of product, knowing that their nest could be far away from where you see them, what do you think will happen? That's right – They will simply go somewhere else!

Believe me, they aren't going to go in there after you treat and just start sucking that stuff up!

**Repellant type products stink, taste bad and they are not going to go anywhere near it.**

But, if we use a product like Termidor, they won't even know it's there. They will keep eating, they will expose themselves to this product and transfer it to other members of the colony when they get back to the nest. That's how we can eliminate colonies that may be far away from your home.

I've even joked with some owners that the subterranean termites they see in their home may be coming from a nest that's under their neighbor's house. And, maybe they can ask their neighbors to split the bill for treatment! ☺

When is the last time you had your home inspected? If it has been longer than one or two years, call us for a complimentary inspection. To schedule your inspection, call (949)631-7348. You'll get a detailed report and you'll know exactly what you'll need to solve your problems!

Talk to you soon and have a great month!

"Termite" Terry Singleton