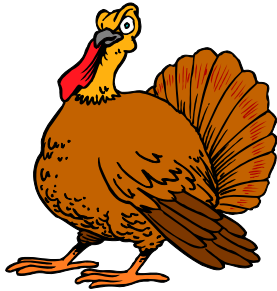


"TERMITE" TERRY'S INSIDER INFORMATION

TOP SECRET

November 2009



Happy Thanksgiving!

www.termiteterry.com



(949) 631-7348

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Happy Thanksgiving!

Thanksgiving is a very special time when we really should take time to really appreciate all the things that we have. Oh, I know that we're going through tough economic times in our country. But, if you'll put things in perspective, our problems are nothing compared to what others have had to face in their lifetimes.

I'll never forget when my wife and I were in Europe, back in 1997 and we visited a war museum in Stuttgart, Germany. My wife is Dutch, so while we were there, we took special interest in looking at photos of Holland's cities after the Germans had bombed them during World War Two. In those photos, you could see that there was almost nothing left standing! Every building was blown to pieces! We were especially moved when we saw pictures of women with children walking through all of that rubble!

Now, I want for you to imagine how those women and children felt at that time. They've got no place to live, no water, no electricity, no phones and little if any food to eat. Worse yet, they are surrounded by the German Army and they don't know if they will even be allowed to live. Now folks, **THAT IS THE TRUE DEFINITION OF STRESS!**

I don't know of any of you that are going through anything kind of suffering like that at this time. So, when you sit down at your Thanksgiving meal, you eat too much and then start complaining about all the weight you're gaining, I'm asking for you to pause and remember those that aren't nearly as fortunate as you. Then, why don't you start "pretending" that you're thankful!

The Final Lab Report Is Issued

The Structural Pest Control Board commissioned the University of Riverside to conduct a lab study on the "Effectiveness of localized drywood termite treatments in a lab setting" and that final report was delivered to the board this past month.

If you'll remember, the article in our May 2009 newsletter discussed Dr. Rust's preliminary results of treatments he did on wood samples that were exposed to drywood termites. His final, 31 page report is full of charts and graphs from the many tests that he performed. In addition to wood samples, he also conducted tests on termite infested boards that were collected from homes in California. Here is a brief summary of his studies:

- Deposits of borate dust, Termidor liquid and Optigard foam were **lethal to drywood termites on both continuous and brief exposures.**
- Deposits of borate dust, Termidor liquid and Optigard foam were non-repellant and **lethal doses were readily transferred from one termite to another.**
- Fresh deposits of orange oil were extremely toxic to drywood termites but they **lost their effectiveness in 24-48 hours.**
- Vapors of orange oil and Termidor were extremely toxic to drywood termites. **Orange oil lost its vapor toxicity within 24 hours.**

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November 9th Is The 20th Anniversary Of
The Opening Of The Berlin Wall

"Mr. Gorbachev, tear down this wall!"

President Ronald Reagan

**A Famous Prediction In Honor Of November As
National Aviation History Month;**

*"Someday, getting on an airplane and flying across the
country will be as common as getting on a bus."*

Howard Hughes

Rave Review!

We want to let you know how appreciative we are for resolving all the "bugging" we were having to deal with in & around our home here in Costa Mesa. Within this past year you've helped us to overcome invasions from termites, ants, spiders and silver fish critters. We can sleep with piece of mind knowing that these pesky invaders will stay away being that we're taking part in your Green Pest Control Service Plan.

Initially the first signs of trouble were some small holes in our hardwood floors which triggered my first phone call for your advertised no cost termite inspection. After a pleasantly thorough & straightforward examination, performed by Joe Johnston, my detailed report indicated that fumigation would be our best option. Gratefully the corresponding written estimate was very fair and treatment services were preformed and termite problem rectified without any inconvenience. Joe definitely helped to create a very comfortable feeling between customer and pest control service provider.

Shortly thereafter the ants tried to move-in with us but "D.J." Salamin came to our rescue and put a stop to it. Prior to D.J.'s arrival we couldn't determine where the ants were entering from and I began to think our house was built on an anthill. D.J. wasted no time in tracing the problem to specific areas in & around our home where they had entry thru small cracks around cabinets and windows. Since then D.J. has been our "go to guy" for bi-monthly exterior treatments and not only are the ants staying away, we've also been spider and silver fish free!

Our confidence level in the quality services you provide have inspired us to recommend Termite Terry Pest Control to any of our friends and neighbors that might need some help with bug issues as well. Thankfully for them, my neighbor 2 doors down mentioned that they were in dire need of a termite solution. After I suggested "call Terry" less than a week later I noticed a fumigation tent surrounding their home with a Termite Terry Pest Control banner hanging from it. I'll continue to happily spread the word.

Customers for life!

Eric Garcia & family
Costa Mesa

- Borate liquids **require prolonged exposure** to provide a kill. Non-lethal deposits did deter feeding.
- Borate liquids and orange oil primarily kill on contact. They are **not** readily available to workers and are **not** easily transferred.
- Non-lethal deposits of orange oil deterred feeding.
- **Borate dust, Termidor liquid and Optigard foam consistently provided best results** in lab test.

At Termite Terry Pest Control, we almost always use **Termidor** for our drywood termite local treatments. One of the things that we love most about this product is its transfer effect. Just like Dr. Rust proved, if one termite is exposed to this product and it goes back to the nest, other termites will become infected and die, also. Dr. Rust also stated that Termidor injected into wood members may **remain effective for up to two years!**

We also like to use **borate dust** in attics and subareas as a preventative measure. Dr. Rust's study proves that this product is easily picked up by drywood termites and that it can be very effective.

During a live presentation on October 8th, Dr. Rust stated that there is no substitute for whole house fumigations. He said that if fumigations are performed correctly, they are the most effective way to completely eradicate drywood termites. But, localized drywood termites still have their place in certain situations, such as apartments or condos where fumigation is not practical or possible to do. The other points that he really emphasized are that if you are going to have a localized treatment performed, careful inspection and detection of termite infestations are very critical. Also, any localized treatment must be followed up with regular inspections and treatments as needed.

Have a problem with drywood termites? **Call our office at (949) 631-7348** and we'll schedule an inspection of your home or business. And, don't forget that our termite inspections are always **FREE** for qualified owners.

Rat Sets Off The Alarm And Stinks Up His BMW!

An owner of a late model BMW, in Huntington Beach, called our office and complained about a foul odor coming from under his car's hood. Termite Terry's pest control technician, David Salamin, went out to the owner's home and looked at the car. He popped open the hood and noticed that there were a lot of flies around the engine compartment. David knows that flies are always a good indicator to look for when you're trying to find a dead rodent. After doing a search with his flashlight, he found the rodent laying under the engine, but he couldn't reach it. So, he borrowed the car's jack so he could raise up the car and crawl under it. The rat was under the engine and sitting on the car's skid plate. David unbolted the skid plate and was able to reach in and remove the dead rat. Apparently, the rat had chewed it's way through some of the car's alarm wires. The owner now understood why the car's alarm kept going off during the previous night. Unfortunately for the rat, the alarm wires were "live" and the rat was probably shocked to death when it bit through them.

Termite Terry always likes to remind homeowners that rat problems should never be ignored. Besides being carriers of numerous diseases and all of the damage that they do to homes, they are also known to be a major cause of house fires because they chew through electrical wiring. That causes the home's wiring to short out and then starts house fires. If you have a problem with mice or rats, you need to act now and call Termite Terry Pest Control at **(949) 631-7348**.

“Zombie” Ants Wander Around Texas Until Their Heads Fall Off!

The State of Texas has been battling a big problem with imported red fire ants and spends over 1.2 billion dollars a year trying to control them. These are medium sized ants and they build mounds out of soft dirt. The mounds are usually 18 inches in diameter or less. Most other species of ants run and hide when they are disturbed. What makes imported red fire ants such a big problem is that when they are disturbed, they come out in droves and they sting aggressively. Their sting on a person’s skin looks like a large pimple with a white spot in the middle.

Getting rid of all of these imported red fire ants is next to impossible with our current products and techniques. That’s why the Texas AgriLife Extension, in Overton Texas, went to work on developing a new solution. On April 29, Dr. Scott Ludwig released fire ants that are infected with a new type of “phorid fly”. That is a minuscule parasite that only preys on red imported fire ants.

“The infected ants will soon exhibit some very bizarre behavior. First, they become zombies, their movements under the control of the parasite. Then, their heads fall off and the parasite emerges,” said Dr. Ludwig. “Zombified” ants will wander about 55 yards away from the mound before they die. “The parasite does this so it can complete development without being detected and attacked by the fire ant colony,” says Dr. Ludwig.

These phorid flies only attack red imported fire ants. They inject their eggs into the ants. Dr. Ludwig says, “Earlier data suggest they (phorid

flies) can spread 25 miles a year through wind-assisted dispersion.” Researchers are hoping that the new parasite will reduce the foraging of fire ants. That will also allow their native ants to regain some footing.

Columbo Shows Audience How To Do Their Own Inspections



Termite Terry as “Lt. Columbo”

Termite Terry hates boring presentations. So, when he was invited to do a presentation for the group at “Le Tip of West Orange County”, he decided to go as the character, “Lieutenant Columbo”, from the old television series. During the presentation, he showed the members samples of wood that had been damaged by termites, dryrot and explained what they should look for when they inspect their own homes.

Le Tip is a group of networking professionals that share business leads with one another to promote their business. Termite Terry highly recommends this group to anyone that would like to grow their own business. For more info go to www.letipwoc.com.

The Story Of Thanksgiving

On August 1, 1620, the Mayflower set sail. 102 passengers were on board, including 40 pilgrims led by William Bradford. The journey to the new world was long and arduous. When they landed in November, they found a cold and barren wilderness. There was no one there to greet them, no shelter of any kind and the sacrifices they made for freedom were just beginning. During that first winter, half the Pilgrims died, including Bradford’s own wife. They died of either starvation, sickness or exposure.

When spring arrived, the Indians taught the settlers how to plant corn, fish for cod and skin beavers for coats. Their lives improved but they didn’t enjoy prosperity.

In the original contract that the Pilgrims had entered into, it called for everything that they produced should go into a common store and each one in the community would own one share. All the land that was cleared and all the homes they built were part of the community, also. They were “collectivist”. Bradford, who was now the Governor, realized that this form of “collectivism” was both costly and destructive to the Pilgrims. No one had any incentive to work any harder than anyone else.

Bradford took bold action and then assigned a plot of land to each family to work and manage so that they could sell and market their own crops and products.

Bradford’s plan worked. He wrote, “This had very good success, for it made all hands industrious, so as much more corn was planted than otherwise would have been.” The Pilgrims found that they had more food than they could eat, set up trading post and started exchanging goods with the Indians. With the Pilgrims enjoying their large harvest, success and prosperity, they held their first true Thanksgiving celebration in the year of 1623.

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****At Termite Terry, We'll Get Rid Of All Your Termites Or Your Treatment Is FREE!!****

Ladies At Beauty Salon Are Attacked By A Swarm Of Bees!

It was just another typical, beautiful, sunny day in Fountain Valley when these ladies decided to go to their local beauty salon to have their hair and nails done. Little did they know that they were about to be attacked by a swarm of bees.

Can you imagine how these ladies must have felt when they were sitting in the chairs, all relaxed, only to have bees start swarming around their heads and landing on their bodies? Can you imagine the screams these ladies must have let out as they were being stung? Oh my! Fortunately, the owner of the salon called Termite Terry Pest Control for help. David Salamin, Termite Terry's pest control technician, went to the salon and discovered that there was a huge bee hive, located above the ceiling tiles, over the restroom. The hive measured about 2 feet tall, 18 inches wide and about 11 inches thick.

David got to the salon at 7am, that morning, because he knew that the bees would all still be asleep, especially because the lights in the salon were off and that it would be fairly dark in there.

One of the biggest concerns was to try and contain the bees. If the bees all took off and started flying around the salon, it might take days to get rid of them all. That's why David decided to wrap the beehive with a plastic sheet before he started treating. That worked out great. David was able to remove all of the bees and none of them escaped. Best of all, the beauty salon was able to open at their regularly scheduled time of 9am!

If you have a problem with bees, it's really important that you call someone who has experience and knows how to handle your problem, the right way. Need help with bees or other pest problems? Call our office at (949) 631-7348 and we'll be glad to take care of it for you!



"Termite" Terry Singleton