

# “TERMITE” TERRY’S INSIDER INFORMATION

**TOP SECRET**

May 2010



Happy Memorial Day!



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

(949) 631-7348

## Inside This Issue...

- Termite Detection Devices Fail! 1
- Rave Reviews! 2
- Rotted Balcony Railing Collapses! 2
- Termite Myths Busted! 3
- The History Of Mother's Day 3
- Puzzling Money Back Guarantee? 4

“Home of Your Ironclad, Money-Back Guarantee”

## Study Shows That Drywood Termite Detection Devices Fail Miserably!

The Structural Pest Control Board of California commissioned a study of devices used to locate drywood termite infestations in inaccessible areas and the Final Report was recently submitted to the Board. Dr. Vernard Lewis, of U.C. Berkeley, was the Principal Investigator.

Drywood termites and the damage they cause have a significant economic impact in California. **Cost for treatments and repairs are estimated to exceed \$300 million annually.** Most treatments for control of drywood termites are done by localized applications, not whole house fumigations.

Visual inspections are what everyone has to rely on and we can only report what we can see. The greatest challenge we face are those termite infestations located in inaccessible areas where we can't see or inspect. And, without removing wall coverings, there's no way to ever know if there is a problem in those areas. Dr. Lewis says that in his personal experience while doing inspections in Southern California apartments, he found that when he opened up walls to do inspections, roughly **one out of every ten boards was infested with drywood termites.** That is a scary thought!

In his study, Dr. Lewis evaluated various devices that could be used to locate drywood termites behind walls and in inaccessible areas. They included optical borescopes, dogs, electronic odor detectors, acoustic emission devices, microwaves, infrared and X-ray.

Termite Terry attended a presentation put on by Dr. Lewis where he demonstrated the results from his study. Dr. Lewis showed that acoustic emission devices, microwaves, infrared and X-ray worked fairly well when those devices were used to test infested wood members that were sitting on a work bench. The X-ray device worked the best. But, once those members were mounted on a wall and then covered with drywall, paneling or stucco, **all of the devices failed miserably** to detect much of anything.

Today, you'll hear and see various termite companies touting the use of “borescopes” in their advertisements. These ads will tell you that their technicians can use one of these tools and find drywood termites inside of your walls. Dr. Lewis evaluated these devices and they were found to have serious shortcomings. The first serious concern about using a borescope in a home is that **a hole the size of a quarter** will have to be drilled through the wall in everyplace that needs to be inspected. Can you imagine coming home from work and finding thousands of “quarter sized” holes drilled in all of your walls and ceilings? His test showed that when using this device, it is difficult to tell what you're looking at. Imagine trying to look through a “fish-eye” lens at a pile of dirt, sawdust and other debris and trying to find tiny termite droppings. That's really hard to do! Most homes built today are insulated and have fire blocks installed between wall studs.

### Indianapolis 500 Trivia

Only 4 time winner – A.J. Foyt (1961,1964,1967,1977)  
Fastest average speed – 186mph Arie Luyendik, 1990  
Slowest average speed – 75mph Ray Harroun, 1911  
First Woman To Qualify – Janet Guthrie, 1977

*“The Chinese use two brush strokes to write the word ‘crisis’. One brush stroke stands for danger, the other for opportunity. In a crisis, be aware of the danger – but recognize the opportunity.*

**President John F. Kennedy, born May 29, 1917**

KEEP READING →

## Rave Reviews

*I am writing to recommend the services of Termite Terry Pest Control.*

*Discovering evidence of drywood termite infestations in our house was disturbing. The perils of interviewing and weeding through the list of available pest control companies in Orange County was shocking.*

*Having interviewed several local companies, I was pleasantly surprised and pleased over the attention to detail provided by the owner, Terry Singleton. Not only did he spend additional time explaining the different options, but he was the only one of three companies to find more than one area of infestation. The other companies pointed out the obvious pellet pile in our formal living room and were recommending orange oil treatment – something we already knew we did **not** want. Also, according to these other companies – our detached garage supposedly had no termite activity, yet Terry and his staff were the only ones able to point out the active damage. That's what sold us – his attention to detail.*

*My wife and I can confidently recommend his company and I would happily re-employ Termite Terry if ever needed for additional pest control services. He and his team achieved the results he promised and delivered on all expectations.*

Bruce Stevenson, real estate investor  
Anaheim

*Termite Terry is very professional. He has provided us with semi-monthly service for one year now. His staff is personable and they call the night before scheduled service. They are very thorough in their inspections and make helpful recommendations regarding over-grown plants or bushes so their products can be more effective. They are very trustworthy and with their service, we have no problems with pest in our house.*

Val Schepens, Mikes Auto Service  
Huntington Beach (714)375-3145

These items greatly restrict vision and make the use of borescopes even more impractical.

Dr. Lewis summed it up by saying, "At this time we cannot recommend a single detection device that can reliably, with a high degree of certainty, demonstrate that termites are active in walls, especially for high locations (vaulted ceilings) and when wall coverings are in place. No, there is not a single "silver bullet". The best option for drywood termite, or any other wood destroying insect inspection is a trained operator with 20 years of field experience and permission to open walls for further inspection." He went on to say that fumigations are by far and away the most effective way to eliminate drywood termites because they are all encompassing.

Have a problem with drywood termites and need an inspection? Call our office at (949) 631-7348 and we'll schedule an inspection at your convenience.

## Balcony Railing Collapse Caused By Dryrot!

Building inspectors found evidence of dryrot at an apartment complex where three people fell from a second story balcony after the railing gave way. The Fire Protection District Battalion Chief said the victims were two women and a young girl, about 8 or 9 years old.

The three fell about 15 feet to the ground. One woman appeared to have suffered head, neck and back injuries and was air lifted to a medical center. The other woman and the girl were taken to hospitals by ambulance.

The city code enforcement officer instructed the owner to have a contractor perform a thorough inspection of the building. The city has since determined that two stairwells in the apartment complex are unsafe and the owner was instructed to relocate the residents.

The apartment building is about 30

years old and is generally in good condition.

"Termite" Terry would like to remind all property owners to take stories like this seriously because the potential liability can be staggering. Can you imagine how much money these three victims will collect from lawsuit settlements? Will the property owners have to file bankruptcy or will they wind up losing everything they've ever worked for? Who knows? That's up to the courts to decide.

Do you have commercial or rental properties? When is the last time you ordered a termite inspection? If it has been more than two years, you should **call** our office **now** at (949) 631-7348 and schedule an appointment.

## Termite Myths Busted!

We've all heard that old cliché, "The more you learn, the more you find out how little you actually know." Dr. Brian Forschler is a world renowned researcher from the University of Georgia and during a recent presentation, he revealed some very surprising study results that really busted some myths about subterranean termites. It appears that certain educators and members of the scientific community are not at all pleased to hear what he has to say.

**"They thought they knew it all and now they will now have to admit that they were wrong!"**

Here are just a few of the very interesting discoveries that Dr. Forschler has revealed:

- **Killing the subterranean termite queen will not kill the entire termite colony.** We now know that there are many "secondary reproductive" termites that can easily take over the queen's job and keep the colony growing.

- **There is no one nest.** And, we have now learned that members of the termite colony move around. In other words, you'll see members of the family in one spot today and in six months, they'll be on the other side of the house working with another termite colony!
- **There are multiple termite colonies in the same lot.** In his study, he discovered 15 colonies of subterranean termites in the same ¾ acre lot! That is really important to know and even more reason that **you should do complete perimeter treatments** instead of treating only one spot. Eliminating one termite colony may make you feel good for a minute. But, when you consider that there may be another dozen or more colonies chomping away at other areas of your home, you realize you have still got a lot of work left to do.
- **Termites spend 18% of their time grooming themselves.** 80% of their time is spend doing nothing. Grooming is very important to know about because products, like the Termidor we use, can easily be transferred from one termite to another in this manner.
- **When these termites dig their tunnels, they put the dirt in their mouth** and we now know that this is how they receive their lethal dose of termiticide.
- **Termites spend 50% of their time tunneling with food in their mouth.** This is proof that termiticides are transferred from one termite to another in this manner.
- **When you perform a termite treatment, it does not necessarily mean that you will**

**kill the colony.** In his test using poison baits, he found that the termites simply moved to another location. And, when he removed the poison bait, they came right back to the same spot. It's as if termites can send signals to one another that a location is bad or that it's o.k. to return!

Yes, the new information learned from this research may have caused some egos to have become bruised. But, if this new knowledge is applied and used in the correct manner, the potential for improvements in termite control and treatments is "mind boggling".

Dr. Forschler also discussed his studies on "Integrated Pest Management" and the control of subterranean termites. In these studies, his goal is to develop procedures and techniques to control these pest using the least amount of termiticides and have the lowest impact on the environment. Currently, he and his staff are treating and monitoring buildings on the University of Georgia campus. Results of his studies, thus far, are very encouraging.

Do you have subterranean termites a problems? Or, maybe you know someone that has had problems with these pest for years and can never find anyone that can solve their problem? Call us at **(949) 631-7348** and we'll schedule an inspection at your convenience.



Subterranean Termite Swarmer

"Termite" Terry's Insider Information is Published by:  
 "Termite" Terry Pest Control, Inc.  
 785 W. 17<sup>th</sup> St. #G, Costa Mesa, CA 92627  
 (949)631-7348 [www.termiteterry.com](http://www.termiteterry.com)

## The History Of Mother's Day

In the United States, we celebrate Mother's Day on the second Sunday In May. There were several attempts to establish a Mother's Day during the 1880s and 1890s but those efforts were not successful beyond the local level. Anna Jarvis, of Grafton, West Virginia, created the holiday in 1908 as a day to honor your own mother. Along with the help of John Wanamaker, a wealthy Philadelphia merchant, she kept promoting the idea until President Woodrow Wilson made it an official holiday in 1914.

About nine years later, the holiday had become very commercialized and many, including Ms. Jarvis, were upset about that. Ms. Jarvis became a major opponent of what the holiday had become and wound up spending her entire inheritance and the rest of her life opposing the holiday she helped create.

She was derided for this, considered to be a lunatic and was committed to an asylum in 1944. The Floral Exchange, a flower industry group that enjoyed the sales results from her holiday, wound up paying her bills. She died in 1948.

Today, Mother's Day continues to be a very successful commercial occasion:

- The National Restaurant Association says that Mother's Day is now the most popular day of the year to dine out.
- Americans will spend \$2.6 billion on flowers.
- \$1.53 billion will be spent for pampering gifts, such as spa treatments.
- \$68 million dollars worth of greeting cards will be sold.
- 7.8% of the U.S. jewelry industry's annual revenue will come from Mother's Day gifts.

While we know that Ms. Jarvis wouldn't appreciate seeing all of this commercial success, we all know a lot of mothers that still love to receive our signs of appreciation on Mother's Day.

**Happy Mother's Day!!**

A FREE Monthly Newsletter for Friends and Clients of:

**"Termite" Terry Pest Control, Inc.**

785 W. 17<sup>th</sup> St. #G

Costa Mesa, CA 92627

Office: (949)631-7348 Fax: (949)722-6190

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



Full Line of Pest Control Service || Termite Fumigations and Treatments || Dryrot and Termite Damage Repairs

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

## **I'm Puzzled! Why Isn't Everyone Excited About Our Money Back Guarantee?**

We're going on four years now since we started offering a Money Back Guarantee on our termite treatments. Our basic guarantee is as follows; If we do a full subterranean termite treatment or a fumigation for drywood termites on your home and we make a mistake and don't get rid of all of your termites, we'll retreat your home at no charge and **we'll refund all your money!**

If you'll think about it, that is **an unbelievable guarantee!** Imagine if you bought a new computer and it broke down. Yes, the manufacturer will fix it while it's under warranty, but do you think they'll give all your money back, too? NO WAY! People ask me all the time, "Terry, how can you afford to offer a guarantee like that? Aren't you afraid of going broke?" And, my answer is NO! **Since we started offering this guarantee, we've never had anyone even come close to asking for a refund.**

For subterranean termites, we only use Termidor. This product has a phenomenal success rate and failures are extremely rare. But, you do have to follow their instructions.

We only use Vikane for drywood termite fumigations. This product has been proven for decades. If you measure a house correctly, use good tarps, seal it up tight and put in the right amount of gas – No termites are going to be left alive!

I challenge you to ask any other termite company for a money back guarantee and they will all tell you that they can't do that. Why not? Don't they believe in what they sell? Or, are they using cheaper products, taking short cuts and doing sloppy work?

With our Money Back Guarantee, we take all the risk and you've got nothing to lose. The worst thing that could happen to you is that you get a FREE termite treatment! That's why I'm puzzled, "Why anyone take a chance by calling someone else? To me, **it's a no brainer!**"



"Termite" Terry Singleton