

"TERMITE" TERRY'S INSIDER INFORMATION

TOP SECRET

June 2010



Happy Summer!

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(949) 631-7348

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The Case Of The Mysterious Plaster Bagworm!

Many homeowners have been inundated with a strange pest that they see hanging all over their walls. They are grey, flat, shaped like a watermelon seed and are about half an inch long. And, sometimes, you'll see a small worm stick its' head out and then the whole thing starts moving! What are these things?



Plaster Bagworm
(*Phereoeca dubitatrix*)

These are called "plaster bagworms" and they are closely related to clothes moths. They require high humidity to survive, so Orange County's coastline is the perfect environment for them to live in.

Plaster bagworms can be easily spotted on light colored walls. On the inside of your home, you may find them attached to the bottom side of furniture. You'll often find them along the edges of rugs, near baseboards. It's very common to find a lot of them in garages and under houses.

The larvae of these pest mainly feed on spider webs. They will also eat fabrics made of natural fibers.

Females lay their eggs in crevices and along the bottom of walls. A single female may lay up to two hundred eggs

within a week. After that, she dies. These eggs are soft, pale blue and almost microscopic in size (0.4mm).

After hatching from the egg, the larvae builds a grey, seed-like case. It's made of silken fiber, sand particles, lint, rust, paint fragments and other debris. It lives in this protective home that has slit-like openings at each end. This allows it to move around inside so it can feed at either end. Once the case is constructed, the larvae will start to move around and pull the case behind.

Once fully developed, the larvae will enter its pupal resting stage, which occurs inside the case. There, it will mature into an adult moth. The adult female moths are gray and have a wingspan of about one- half inch long. Males are slightly smaller. Note that adult moths do not eat and are short lived.

Sanitation is key in controlling these pest. Vacuuming of cases and removing spider webs will make a big difference. Increased use of air conditioning and using fewer woolen clothes also helps.

Routine pest control treatments will also help control these pest. You know that if there are spiders in your home, a lot of other bugs are present, as well. If there weren't any bugs, there wouldn't be as many spiders and of course, without spiders, plaster bagworms would go hungry (They're all related - one problem leads to another.). Need help with pest control service? **Call our office at (949) 631-7348** and we'll be glad to assist!

June 15th Is National Electricity Day

In observation of Benjamin Franklin's discovery of electricity while flying a kite on June 15th, 1752.



I could never imagine that firing 67 people on national television would actually make me more popular, especially with the younger generation.

Donald Trump, born June 6th, 1946

KEEP READING →

Rave Reviews!

Joe Johnston performed the initial inspection. He was very thorough and answered all of our questions in a clear and concise way that a lay person could understand. He and his boss, Terry, are very knowledgeable about termite issues (we've worked with Terry previously). Today, Jose and Saul – employees of Termite Terry Pest Control arrived at the agreed time. They walked through the job with us to make sure that we understood what they were going to do. Joe Johnston arrived 30 minutes later just to ensure everything was satisfactory. Jose and Saul were courteous, made minimal mess and cleaned up everything before they left. The job took 3 hours (Joe had estimated 3-4 hours). The drilling required for subterranean type termites was a bit noisy but we had been briefed on this in advance and we were anxious to have the treatment done. Very pleased with Termite Terry Pest Control both this time and on an earlier time in 2007.
Ray & Pat Valencia
Fountain Valley

I wanted to thank you for the recent tenting of our home on the peninsula in Newport Beach. The initial visit, follow-up and the review of things prior to tenting were all done in a timely and professional manner. You did exactly what you said you would and left our house in the same manner that we gave it to you. Your team is courteous and dependable and Joe was very informative on this whole process. Although the termite tenting process is not easy for homeowners as they have to leave their homes for a few days, your team gave us the confidence and support needed to minimize the stress related to this process. We are happy to now have a termite free home and appreciate the excellent job you did for us. We will not hesitate to recommend you to our family, friends and neighbors.
Paul Lopez,
Newport Beach

"Terminac" Comes To Orange County!



Termite Terry as
"Terminac"

Termite Terry was invited to do a presentation for the group at "Le Tip of West Orange County". And, in keeping with his style of always wanting to surprise his audience, he went as the character, "Terminac". This is a take-off from Johnny Carson's "Carnac The Magnificent" character where "Carnac" would hold up an envelope and then divine the answer to the question inside.

Most people who do presentations for this group are pretty serious and business like. So, you can imagine how the audience couldn't believe their eyes when Terry came out wearing his "Terminac" costume of a black cape and gold turban. Terry's pest control technician, David Salaman, helped out with the presentation (Just like Ed McMahon used to do!) by handing over each of the twelve envelopes. And, just like the old Johnny Carson skits, "Terminac" would hold the envelopes up to his forehead and divine the answers. His questions and answers



were a mix of local humor, combined with jokes about bugs and termites. The audience laughed a lot and their response was terrific.

"Termite" Terry says that pest control is a serious business, but there's no reason why you can't have some fun with it, too!

If you are looking to grow and promote your business, Termite Terry highly recommends that you contact the group at Le Tip of West Orange County. For more info go to www.letipwoc.com

Confessions Of A Termite Man . . .

Written by "Termite" Terry

You know something folks, it's really frustrating to have to compete against these bogus and phony fumigation bids that so many other termite companies are presenting to homeowners. (Those of you that have had us fumigate your homes and have dealt with other termite companies, can really appreciate this.)

We just fumigated a home in Irvine, but getting this job was not easy because the other two bids were so ridiculously low. We carefully measured the home, did our calculations and determined it's volume at **103,000 cubic feet**.

(Please remember that this number is extremely critical because it will determine how much Vikane gas will be administered during the fumigation.)

We explained to the homeowner how we came up with our numbers and gave her our bid to do the job. But then, she told us that our price was way too high. I asked her about the other two bids and she showed us that both of them were about \$700.00 less than ours. I couldn't believe my own eyes when I saw this!! (I'd lose money if I did a house of this size for that price!)

Fortunately, this homeowner was pretty bright and she understood how important it was to

find out what the other two companies had measured her house at. What she learned was shocking;

Both of the other companies gave her quotes based on a measurement of about 70,000 cubic feet!!!

At this point, this homeowner was really confused and didn't know who to believe. She expressed her concern to me, so I suggested that we go back and re-measure her home. I handed her a clipboard with a graph of her home and we re-measured the whole thing.

Now, I must admit that we usually round our numbers up a bit. We do that because we always want to err on the side of safety and we want to make sure that we have more than enough gas to **completely eliminate all of the drywood termites**. This means our price may be a few bucks higher, but on the average home, that number is not significant. Most homeowners are glad to infest a little bit more in gas to insure success. (Do we make more profit by using more gas? NO, we just have to pay more to our gas supplier.)

She did dispute a few measurements of the second story eave areas on her house because of all the odd shapes. But, after we added it all up again, we stood with our original measurement at **103,000 cubic feet**. That's when I asked her,

“How Could Anyone Measure This Home And Come Up With A Number Of 70,000 cubic feet?”

None of us knew the answer to that question. No matter how you play with the numbers, there's no way that anyone could come up with a number of 70,000 cubic feet. (I've been out of school for a while – Is there some kind of “new math” that they're

teaching out there?)

I then asked her, “Knowing what you know now, how could you even imagine letting one of those other companies fumigate your home? You know **their fumigations would fail** and you know that **they were both perfectly willing to rip you off**, right?” She agreed and hired us to do the job.

Ladies and gentlemen, this goes on every single day – I am not exaggerating this problem! Most bids that I see are **10 to 40 percent under measured!!** You've got to nail these guys down when they give you a bid and find out how much gas you're getting or you may wind up losing all your money. First and foremost;

You've got to figure out if these guys are “playing charades” with your home and money or are they really serious about getting rid of your termites?

Don't get me wrong, there are some real honest termite guys out there. But, I'm usually surprised when I see an honest bid. The other real important fact to consider is that during my interviews of termite inspectors with many years of experience, I've found very few that can even do the basic math required to measure a house!!

If you or any of your friends or family need a fumigation done on their home or business, **call us at (949) 631-7348** for a quote. And please, join us when we measure your home. Once you've seen this, first hand, we're quite confident that you won't even want any of those other guys anywhere near your home or business!

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Remembering D-Day!

June 1944 was a major turning point in Europe during World War 2. By this time, the greatest number of men and the greatest amount of material ever, had been assembled in the British Isles. They were ready to launch the largest amphibious invasion of all time.

Despite unfavorable weather reports, General Eisenhower made the decision to go ahead with the attack. The assault was conducted in two phases.

The first phase was the air assault. Shortly after midnight on June 6th, 24,000 American, British, Canadian and Free French airborne troops were dropped some distance behind the beaches. Their goal was to seize key objectives, such as bridges, road crossings and terrain features. They were also to help ease the egress of the amphibious forces off the beach.

At 6:30am, the amphibious assault was launched with over 175,000 troops. Another 195,700 Allied naval and merchant navy personnel were involved in the operation, also. The invasion fleet consisted of 6,939 vessels, drawn from eight different navies. The landings took place in five locations along a 50 mile stretch of the Normandy coast.

The Allies were able to overcome light opposition when they landed at Gold, Juno, Sword and Utah beach. However, the U.S. 1st division confronted the best of the German coast division at Omaha beach and suffered more than 2,000 casualties before they were able to get their troops inland.

By early September, France was all but liberated, along with Belgium and the Netherlands. The cost of liberation was high. More than 200,000 Allies were dead, wounded or missing. The Germans lost 300,000 plus and French civilian losses were more than 12,000.

Ladies and gentlemen, that was a tough war and let's never forget the unbelievable sacrifices they made to give us the freedom that we enjoy today!

A FREE Monthly Newsletter for Friends and Clients of:

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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!!****

The Giant Oil Spill And Your Pest Control Service

We've all watched in horror since the oil rig exploded off Louisiana's coast. This disastrous oil spill is a big blow to our nation's economy and is going to have a severe impact on the environment. Of all the problems we face today, this couldn't have come at a worse time. Over the next months, our officials will investigate the cause of this disaster and we all hope that new solutions and safe guards will come out of it.

"What does this giant oil spill have to do with pest control service?" you ask. I'm glad you asked, because I believe that it has everything to do with it. Responsibility for our environment does not belong just to the oil companies. Every one of us has to be responsible and do our part to protect the great lands that we've been blessed with. And, **your** pest control service is a great place to start.

Many home and business owners call us when they have problems with bugs and most of them tell us, "Spray everything down and just make them all go away." Many of these owners are shocked when we tell them to correct other conditions first, **before** we apply any pest control products. (Most of them expect us to spray it, take the money and run.)

Pesticides are not the only answer to keeping a home or business pest free. True pest management starts by asking yourself, "Why are the pest here?" Next, you ask, "What can we do to make these areas less attractive to them?" After you've answered those questions, you only apply a pest control product if it is necessary.

That is why we strongly recommend you have us do our **"57 Point Pest Audit"** on your home or business. These audits are comprehensive and you'll learn many ways how you can keep your home or business pest free - Using the least amount of pesticides possible. And, best of all, **audits are complimentary**. This is a great way to do **your** part to protect the environment. To schedule an audit, **call us at (949) 631-7348**.



"Termite" Terry Singleton