

# “TERMITE” TERRY’S INSIDER INFORMATION

**TOP SECRET**

March 2011



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## Pesticide Usage Declines In California For The Fourth Consecutive Year!

Pesticide usage dropped in California for the fourth consecutive year in 2009, says Mary-Ann Warmerdam of the Department of Pesticide Regulation. Approximately 156 million pounds of pesticides were reported to have been applied statewide. That is a decrease of 5% (close to 8 million pounds) from 2008.

Agriculture production saw a 5.1 million pound reduction of pesticide usage. Other categories, such as post-harvest treatments, structural pest control and landscape maintenance also saw reduced usage. It is important to note that pesticide usage reports are mandatory for agriculture and pest control business applications. Most homeowners, industries and institutions do not report their use of pesticides.

“The winter and spring of 2009 were relatively dry, which probably resulted in less weed and disease pressure,” Warmerdam said. “Fumigants showed the greatest drop in pounds and acres treated, which also may be due to increased environmental and regulatory concerns.” Fumigant usage dropped by 5.4 million pounds or 14%.

Fumigants are primarily used on strawberry, carrot and tomato fields to control weeds, soil-borne pests and diseases. They are also used for structural pest control applications, such as drywood termite fumigations of

homes.

The DPR increased restrictions of agricultural fumigant applications during 2008. These restrictions were focused in areas of the state that don’t meet Federal air quality standards.

Insecticide usage saw the second largest decrease, in both the number of pounds and acres treated. Broad-based insecticides are being replaced with newer products that focus on a specific pest. The newer products are often less toxic to humans and the environment.

Sulfur remains the most used pesticide, in both pounds and acres treated. Sulfur accounts for 27% of all reported pesticide usage and it saw an increase of 1.6 million pounds or 4%. You should note that sulfur is a natural fungicide that is used by both conventional and organic farmers.

Fresno, Kern, Tulare, San Joaquin and Monterey are the top five counties where most pesticides are applied and all of these counties are major producers of agricultural products.

“Termite” Terry wants to remind everyone that he will continue to look for ways to reduce the amount of pesticides applied during pest control services. He says the new products are working so well that it isn’t necessary to use as much pesticide as we did in years past. The big

(Please turn the page)

### Irish American Heritage Month

In 1991, as a tribute to all Irish-Americans, our US Congress designated March as Irish-American Heritage Month and each year, our President issues a proclamation. Today, we have over 44 million Americans of Irish ancestry living in the U.S..

### Celebrating Alexander Graham Bell

*“A man, as a general rule, owes very little to what he is born with – a man is what he makes of himself.”*

Alexander Graham Bell, born March 3, 1847

## Rave Reviews!

*Thank you for the excellent termite inspection in Woodbridge, Irvine, CA on 1/19/11. Your timely arrival and attention paid to wearing booties when entering my home to inspect the attic was greatly appreciated. I was impressed with the thoroughness of the termite inspection, knowledge of your termite specialist and his willingness and concern to answer and explain all my questions.*

*I was apprehensive before calling a pest control service, searched the internet for a company before contacting Termite Terry Pest Control. It was the initial phone conversation I had with Mr. Johnston that convinced me I would like this company and particularly Mr. Johnston to come and do the inspection. I feel this was an excellent inspection and would and already have recommended this company because of Joseph Johnston's knowledge and expertise in the termite business.*

Barbara Schafer,  
Irvine

*Thank you so much for the gas card I received for referring my neighbor, Steve Merickel. I have and will give your name as a referral for anyone I know who needs your type of service.*

Cathy Johnson,  
Fountain Valley

*I'm a second-time customer and just wanted to say thank you for the excellent service you've provided both times. When your pest control specialist, DJ (David Salamin), came to our house to spray for fleas, he was very professional and helpful. I'd be happy to recommend DJ, and your company, to anyone with pest problems.*

Emily Battaglia,  
Huntington Beach

difference is that these new products are "surgically" applied in key locations and in small amounts. It does take more time and effort to work with these new products because it means that technicians have to get down on their hands and knees to do a lot of this work. But, best of all, it means that "Termite" Terry's clients can really enjoy **living pest free** and have the **peace of mind** knowing that we're practicing techniques that will have the **least impact on our environment**.

Do you have pest problems and want to know more about "Termite" Terry's pest control services? Please **call** our office at **(949) 631-7348** and we'll schedule a **FREE Pest Audit** at your convenience.

## Entomologist Help Police To Solve A Cold Case

The police, in San Antonio Texas, arrested a murder suspect in a case that dates back to early 2005. The suspect was charged with killing an elderly man and his son in February 2005.

The suspect was initially charged with the killings in April 2005, however, charges were dropped due to lack of evidence.

Police investigators said that the suspect had been doing odd jobs for the victims.

The 86 year old victim was found stabbed to death in his home. The 54 year old son was found three days later, stuffed in the trunk of his car.

Investigators said both men were killed in the home. The suspect left a note on the door and moved the son's body to delay the investigation so he would have more time to steal money from the victim's bank account.

The police chief, William McManus, credited the Texas A&M University Entomology Department and the Bexar County crime lab with finding evidence to help close the case. Key evidence came from insects that were collected from one of the victim's bodies, which provided a timeline for the crimes. They were

also able to use cat hairs found to link the defendant to the crime scene.

## What To Do If You See Subterranean Termites Swarming In Your Home

This month, many homeowners will leave for work in the morning with everything in order, only to come home from work at the end of the day and find hundreds or thousands of subterranean termites flying and crawling all over their home. It can be a "horrificing" experience.

Spring is when we typically see large numbers of winged subterranean termites emerging inside homes. These termites swarm in order to disperse and start new colonies. Once a colony reaches a critical size (This usually takes 5-8 years), winged reproductives (kings and queens) are produced.

Swarming is usually triggered by warmer temperatures and rain. You'll see the winged termites emerge from the colony and start flying through the air. These termites are lousy fliers and they will quickly drop to the ground, shed their wings, pair off with a mate and attempt to begin a new colony.

Termite swarmers have a high mortality rate and only 3 percent survive. Those emerging from inside a structure almost never survive.

The presence of termite swarmers inside a home almost always indicates you have an infestation warranting treatment. You need to remember that just because you see them around windows, doors and lights; it doesn't necessarily mean termites are infesting that particular area. They are attracted to light and it is very important you keep in mind that their origin may be in other

areas of the home.

Termite swarms emerging from tree stumps, wood piles, fences and other outdoor locations does not always mean that your home is infested. However, it does indicate there are infestations near by and that you should have your home checked.

Another way you can spot a termite problem is when you see pencil-wide mud foraging tubes. A common place to spot these is in garages where they grow up out of cracks or joints in the slab and start climbing up the wall. You may also see them on the inside of your home around doors, windows, on walls or even hanging down from ceilings. Subterranean termites build these mud tunnels to provide access so they can travel back and forth from the ground and the structure.

Unfortunately, many homeowners will never know they have a subterranean termite problem until it's too late. That's because these termites will often work inside of walls and ceilings where they can't be seen.

Again, if you see swarming termites inside your home, it is a strong indication that you have an infestation. A thorough inspection of your home will need to be done to determine the origin of the infestation and then, you can determine the proper treatment needed to eradicate them.

Treatment of subterranean termites is done by injecting soil areas beneath the structure. Since subterranean termites live underground, it only makes sense to treat areas where they live. Many homeowners ask what happens to termites that are still in the home's frame work and how will they be affected if we only treat the soil located under the home's foundations. The answer to that is simple because, sooner or later, all of those termites will have to return back into the soil

where they live. And, if treatment was done correctly, they will be exposed to treatment products that were put into the soil and will soon die off.

If your home needs treatment for subterranean termites, here are 3 key points to consider before doing any treatment on your home:

1. Will a localized treatment suffice or does your home need a full perimeter treatment? If you have only one or two areas that are easily accessible, a local treatment may be all that is needed. If your home is showing more areas of infestation, a full treatment may be warranted. Also, if your home has exterior stucco that extends below grade, you should strongly consider a full perimeter treatment because infestations may be hidden and impossible to see.
2. Follow manufacturer's instructions to the letter. Most products are only effective if applied properly.
3. We strongly recommend using non-repellant products for treatment. The only product we use and recommend is Termidor. Its non-repellant formulation coupled with it's amazing "transfer effect" has produced perfect results for us over the past six years and we have never had to re-do a single job.

At "Termite" Terry Pest Control, **"We'll Get Rid Of All Your Termites, Or Your Treatment Is Free!** Have subterranean termite problems? **Call our office at (949) 631-7348** and we'll schedule an appointment at your convenience.

## The 50<sup>th</sup> Anniversary Of The Peace Corps

The Peace Corps is a volunteer program sponsored by the United States Government. Their mission includes three main goals: providing technical assistance, helping others to understand American culture and helping Americans to understand the cultures of other countries. Volunteers are American citizens, typically have a college degree and after three months of training, will work abroad for 24 months. They work with governments, schools, non-profit organizations, hunger, business, information technology, agriculture and with environmental issues.

Senator Hubert H. Humphrey, Jr., introduced the first bill to create the Peace Corps in 1957 and his idea was not met with much enthusiasm. Traditional diplomats didn't like the idea of having thousands of young Americans scattered around the world. Many politicians considered it to be a silly idea.

During the 1960 presidential campaign, John F. Kennedy proposed his plans for the Peace Corps. Critics, including his opponent, Richard Nixon, claimed this program would be nothing more than a safe haven for draft dodgers. Some were concerned that recent graduates would lack the necessary skills and maturity.

On March 1<sup>st</sup>, 1961, President Kennedy signed the Executive Order to establish the Peace Corps. It was later authorized by Congress on September 22, 1961. Sargent Shriver, who died in January of this year, was appointed by Kennedy as the program's first director. They began recruiting in July of 1962.

Over 200,000 Americans have joined the Peace Corps and served in 139 countries since its' founding.



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## An Absurd Termite Inspection

We were recently asked to do a termite inspection on a rental property. The owner had seen some termite evidence and now that the property was vacant, thought it would be a great time to take care of it before he rented it out again. It is important to note that the owner had purchased this property 18 months earlier and that another termite company had done all the treatment and repairs needed and claimed that it was in perfect shape.

During our inspection, we found **"tons of termites"** in the attic, garage, patio and on the exterior of this home. **We found extensive dryrot damage** throughout the patio cover. **The French doors were rotted to death**. And, there were areas on the exterior of this home with **significant termite damage**. The owner was not happy to hear about this and couldn't understand. So, he called the company that previously did the treatment, repairs and asked for them to explain how all of these termite and damage problems could have occurred in only 1½ years.

The owner of this other termite company came out personally (unshaven and groggy) to meet with the landlord. The first thing out of this guy's mouth was that **his work only came with a two week guarantee!** He then started delivering one excuse after another for not mentioning many of these problems in his previous report. Bottom line: He'd be happy to fix all this stuff, but he'd have to charge him for it (again). The landlord told him to take a hike and hired us to fix it right.

Ladies and gentlemen, **don't even dream about buying a house until you have us inspect it first**. Even if our price is initially higher, you'll still save a ton of money in the long run. Remember, **"We'll Get Rid Of All Your Termites Or Your Treatment Is FREE!"** And, our **Money Back Guarantee is good for TWO FULL YEARS!**



"Termite" Terry Singleton