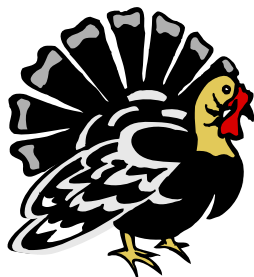


# "TERMITE" TERRY'S INSIDER INFORMATION

**TOP SECRET**

November 2014



Happy Thanksgiving!

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



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## Inside This Issue...

- Drywood Termite Treatments 1
- Rave Review! 2
- Landscaper Killed By Bees! 3
- Salmonella Trial Finds 3 Guilty 3
- Fun Facts About Turkeys! 3
- A Different Perspective On Ebola 4

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## What everybody ought to know . . . About Local Drywood Termite Treatments

**In this article, you'll learn some very important information about localized drywood termite treatments that you'll find invaluable the next time you need a termite treatment.**

Over the years, home and business owners have been bombarded with radio, newspaper and television ads from various termite companies that claim that their localized drywood termite treatments are equivalent to fumigation. However, **many of the products that these companies use have no published research or reliable efficacy data to back up their claims.**

To answer concerns of home and business owners and to help clear up confusion, the Structural Pest Control Board awarded contracts to the University Of California to conduct evaluations on six products that are regularly used for localized drywood termite treatments. Dr. Mike Rust of UC Riverside was assigned to conduct the lab studies and Dr. Vernard Lewis of UC Berkeley was to direct the field studies.

Now, let's take a look at some of the information found in their published reports.

### The Lab Study Results

The lab test results from Dr. Rust are particularly interesting. In his first study, small pieces of wood were

treated with six different drywood termite control products. Drywood termites were placed in a petri dish along with freshly treated wood samples and the lab staff regularly counted the number of dead termites.

In this study, you can see how some products work faster than others. Termidor, mixed at the ratio of .125%, and Optigard foam gave **100% control after only one day of exposure.** Other products gained full control after 7, 14 or 26 days. **Three of the products tested gave results of 83.3% to 88.9% after a month.**

In his next study, he treated wood samples with these same products, but let them sit and age for 30 days before exposing these samples to termites. Even after aging for 30 days, Termidor at .125% and Optigard foam gave **100% control in one day.** The most interesting bomb shell to come out of this test was that wood treated with **10% Timbor, XT-2000 orange oil and Premise foam performed no better than untreated wood!** Apparently, these products lose their effectiveness soon after application.

What do these test results mean to you? You now have **scientific proof** on how these products perform and you now know that **you need to insist** on having your termite treatment done using **Termidor at .125% or Optigard foam.** You have also learned **which products to avoid.**

(turn the page)

### 75 Years Ago . . .

The first jet plane, a Heinkel He 178, was demonstrated to the German Air Ministry on November 1, 1939. It was the world's first aircraft to fly under turbojet power and had a top speed of 380 miles per hour.

### Celebrating Will Rogers

*"I don't make jokes. I just watch the government and report the facts."*

Will Rogers, born November 4, 1879

## Rave Review!

I'm in the roofing business and we have had the pleasure of working with Termite Terry Pest Control on a number of homes, home owner associations and businesses.

Many of the owners I work with ask if I know of a good pest control & termite company and when they do, I recommend that they call Termite Terry. Everyone who has hired your company to do their work has had nothing but good to say about your services and they are all grateful that I put them in touch with you.

My clients especially enjoy working with your termite specialist, Erik Kennady. He is very honest, up-front and he doesn't pull any punches, He simply explains what he found and then he explains what the options are for treating it. Erik is very knowledgeable and I base that on my previous experience as a termite inspector.

I'm impressed with how your company contacts us before you start on jobs when you are concerned about possible damage to sensitive tile roofs. You always want to know how the roof will handle the fumigation and what must be done to protect it.

I'm also impressed with the way your fumigators go out of their way to protect tile roofs. They use tile boards (with foam rubber pads glued on the bottom) when they carry their tarps and equipment up onto the roofs. I also like that your crews wear foam-rubber shoes when they walk on tile roofs. This is not something that is common with other fumigation companies. You and your crews go above the call of duty by doing what you can to minimize the impact of their home. At the same time, you make sure that the termites are completely eradicated throughout the whole house.

In the past, I have not felt comfortable in recommending termite companies because I just didn't trust they had my friends and client's best interest at heart. I know longer feel that way, now that I have met you and your staff. I feel confident in referring your services to family, friends and business associates.

John McCarthy, President  
McCarthy Roofing  
(714) 538-3330

## The Field Test Results

In Dr. Lewis' field test, he drilled and injected these same six products into randomly selected pieces of wood. These pieces of wood were kept at ambient temperature for three months and then dissected to establish results.

**Termidor is the only one** of the six products tested that got **100% control**. Timbor came in at 99% control, Bora-Care at 98%, Optigard Foam and XT-2000 Orange Oil at 81% and Premise Foam at 41%.

One big point you need to note is that if the areas are properly drilled and treated, most products will do a decent job of controlling termites. However, if you are going to have a local treatment performed on your home or business, you should insist that your technician use products that have the best proven results.

## Field Test Results On Real Homes

In the next portion of his tests, Dr. Lewis wanted to demonstrate product performance in the field and his team selected 43 homes from 14 cities in the state. These homes were located as far north as Sonoma and as far south as Lo Jolla.

The homes chosen represented a wide assortment of real-world termite treatment scenarios. Drywood termite infestations were found in many different locations, including garages, attics, decks, areas behind drywall and crawl spaces.

A portable acoustic emission (AE) device that detects termite feeding was used to determine the presence of drywood termites. All infested wood members were then drilled and injected with six different termite treatment products. The products used in the tests were Bora-Care, Optigard foam, Premise foam, Termidor SC, Timbor and XT-2000 orange oil. In addition, two untreated checks were included: treatment with water only and no treatment.

Three months later, all treated areas were re-tested with the acoustic emission device. Dr Lewis wrote in his

final report, **“The efficacy of products among treatments when compared to untreated checks was unremarkable after the 3-month post-treatment inspection and the high variability masked treatment effects.** With the exception of Timbor and the untreated checks, most products demonstrated at least a 90% reduction in AE counts post-treatment. **However, the reduction in AE counts, as measured by the change or difference between Pre- and Post-treatment AE counts was not significantly different when compared to water injected boards and untreated checks.”**

## The Bottom Line

During a live presentation on his studies, 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 termite problem?

If you have termites and you're not sure of how to take care of them, **call us at (949) 631-7348** and we'll be happy to schedule an inspection at your convenience. With our inspection, you'll learn a lot of valuable information, discover your options and then you can decide which treatment plan best fits your needs.

## 800,000 Bees Kill Landscaper And Injure Others

Four landscapers were attacked by a swarm of bees from a hive, leaving one dead and one other critically injured.

The landscapers were mowing the lawn and weeding when the bees emerged from a three-by-eight-foot hive in an attic. One of the men died at a nearby hospital. The other man was stung more than 100 times and had to be taken to the hospital for treatment.

The two other workers refused treatment. A neighbor, who was also stung, drove himself to the hospital.

Firefighters in bee suits later surrounded the home and sprayed it with foam and pesticide. The area around the home had to be blocked off for several hours.

A local beekeeper was called in to exterminate the hive and portions of the roof had to be removed to gain access.

The beekeeper estimated the hive had been there for about ten years. Once removed from the attic, the hive filled up a 55-gallon drum.

## Salmonella Trial Finds 3 Guilty

Three people were found guilty by a federal jury in connection with an outbreak of salmonella poisoning five years ago that sickened 714 people and was linked to nine deaths.

The peanut company's owner was found guilty of conspiracy and other charges. His brother was also found guilty of conspiracy and the company's quality assurance manager was found guilty of obstruction.

Sentencing will take place at a later date and all three convicted can face up to 20 years in prison.

The defendants were charged in a 76-count indictment that accused the brothers of shipping tainted peanuts and peanut butter and covering up tests that showed positive results for salmonella. Their products were used as ingredients in crackers and other snacks.

After being identified as the point of origin for the salmonella outbreak, the company was shut down. When government inspectors examined the plant, they found evidence of roof leaks, insects, rodents and a peanut roaster that workers failed to ensure was heated to the required temperature to kill salmonella. Inspectors also uncovered a system used to fake microbiological test results required by customers so the company could conceal positive lab tests for salmonella.

The owner's brother was in charge of selling peanut paste to a large food manufacturer which needed 40,000 pounds of paste from the company twice a week. Prosecutors say that the brothers used fake lab results so that wait times for accurate lab tests wouldn't hold up their hectic shipping schedule.

One piece of blistering evidence was an email the owner wrote after being notified that one of his shipments faced delay while waiting on lab results. The email read, "Just ship it. I cannot afford to (lose) another customer."

The prosecutor in this case said he hopes the trial will send a strong message to the food industry that its officials are now on notice that they will be held accountable for foodborne illnesses.

## Fun Facts About Thanksgiving Turkeys

The Thanksgiving holiday is just around the corner, so let's have some fun with facts about turkeys!

- Native American Indians raised turkeys for food as far back as 1000 A.D.
- The turkey industry sells over \$1 billion each year.
- The heaviest turkey ever raised weighed 86 pounds.
- Turkey has more protein than chicken or beef.
- Only the male turkeys gobble. Hens make a clucking noise.
- Turkeys do have heart attacks. When the U.S. Air Force was doing test runs and breaking the sound barrier, turkeys near the area had heart attacks and dropped dead.
- About 75-80 pounds of feed is needed to raise a 30 pound turkey.
- Turkey is lower in cholesterol than beef. The white meat has the lowest levels of fat and cholesterol.
- The first Presidential pardon was ceremoniously given to a turkey in 1947.
- Commercially raised turkeys cannot fly.
- Benjamin Franklin argued that the turkey should be our national bird. He stated that a turkey was more respectable than an eagle.
- Turkeys originally existed in the eastern U.S. and Mexico.
- The average weight of a turkey purchased at Thanksgiving is 15 pounds.
- A 16-week-old turkey is called a fryer. A 5-7 month old turkey is called a young roaster.
- Turkeys have poor night vision.
- A 15 pound turkey normally has about 70 percent white meat and 30 percent dark meat.
- Americans consume over 675 million pounds of turkey on Thanksgiving Day.

**Happy Thanksgiving!**

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## A Different Perspective On Ebola

The World Health Organization has just reported that the number of Ebola cases in the current outbreak has topped 10,000 and that 4,922 have died of confirmed, suspected or probable cases of Ebola. This is horrible news and I can understand why so many are becoming worried about Ebola. We really do need to develop a vaccine for this disease.

The other day, I was speaking with a military doctor and since we all know that thousands of our troops have been sent to Africa to deal with the Ebola outbreak, I asked him what he thought about it. He caught me by surprise when he said that while Ebola was a problem, there are diseases that are even worse and we have no cure for them.

Here are five diseases that have an even greater need for vaccines than Ebola:

- Annually, 207 million people get of Malaria (caused by mosquitoes) and it claims 627,000 lives.
- 96 million people develop Dengue fever (also caused by mosquitoes) and 20,000 die each year.
- 8.6 million will get Tuberculosis this year and this disease will claim the lives of 1.3 million people.
- 4 million people will develop Influenza and it will claim 375,000 lives this year.
- This year, 2.3 million will become infected by HIV and 1.6 million will die.

Do the math and you'll see there are 317.9 million cases of these five diseases each year and that 3.9 million deaths will occur. There are no vaccines for these diseases.

When you compare those numbers with 10,000 cases of Ebola and 4,922 deaths, it makes you wonder why everyone is focused so much on Ebola. My guess is that you can't get high TV ratings, sell newspapers or get elected by talking about mosquitoes, Tuberculosis, the flu or HIV.



"Termite" Terry Singleton