

# "TERMITE" TERRY'S INSIDER INFORMATION

**TOP SECRET**

February 2010



*Happy Valentines Day!*

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



(949) 631-7348

## Inside This Issue...

- Subterranean Termite Swarmers 1
- Rave Reviews 2
- Killer Bees Under A Tree! 3
- Recession "Bailout" Program 3
- The History Of Valentine's Day 3
- Dead Rat Stinks Up Law Office 4

"Home of Your Ironclad, Money-Back Guarantee"

## Why Subterranean Termites Swarm And What You Can Do To Stop Them

During the months of February, March and April, it's common to see swarming subterranean termites in Orange County. You may be outside and see swarms of these termites flying around the exterior of your home. Or, maybe you'll come home from work one day and see hundreds of them flying around inside.

These swarms are part of the termite's mating ritual. On a sunny day in the spring, particularly after a rain, the young kings and queens will take off on the "honeymoon" flight.

The first thing you'll notice about these termites is that they look like *flying ants*. Their bodies are almost black and about 1/4 inch long. There are two easy ways that you tell the difference between termites and ants:

1. Termites only have two body parts – a head and an abdomen. Ant's have three body parts and a distinctive *constricted waste* between their thorax and abdomen.
2. Termites have two large pairs of wings that are almost twice the length of their body. Ants have two pairs of wings that are not equal in length and the wings are much shorter than their body length.

Another thing you'll notice about these kings and queens is that they are radically different than their whitish worker termites that almost look like *six legged maggots*. Worker termites are blind – All they do is eat wood 24/7.

When the conditions are right, the young kings and

queens burst out of their nest and begin their short flight. They are poor fliers and often follow the prevailing breeze. They break off their wings while still in flight and spiral down to the earth or, they may land and then remove their wings. Kings and queens are not attracted to one another until the wings have been clipped off. They have a very high mortality rate – only about 3% survive.

Once a king finds a queen to pair off with, he follows her around until she finds a place to call home. Perhaps they will do this by excavating a small cell in moist ground, under wood. About a week later, they will mate and the male will stay with her for the rest of his life. The queen may survive up to 25 years and lay as many as 60,000 eggs.

Many homeowners are completely unaware that they have a subterranean termite problem until they see these swarmers in their home. While most homeowners won't appreciate finding these swarmers, it's actually a very good thing in most cases. Otherwise, these subterranean termites could potentially destroy a structure and no one would ever know until it was too late.

### Don't Let This Happen To You!

I'll never forget one house we treated in our area. The owner decided one day to change the carpet in his home. Once he lifted the carpet, he noticed that the carpet tack

(turn the page)

### The 65<sup>th</sup> Anniversary Of The U.S. Landing On Iwo Jima

This battle produced some of the fiercest fighting in the Pacific during World War 2. The battle was immortalized by Joe Rosenthal's photo of five Marines and a Navy corpsman raising a flag on Mt. Suribachi, February 19<sup>th</sup>, 1945.

### Famous Quote From George Washington

*"Associate with men of good quality if you esteem your own reputation; for it is better to be alone than in bad company."*

George Washington, born February 22, 1732

# Rave Reviews!

*While I have used your services professionally with my real estate business for several years, I had never had any personal needs until recently.*

*When rodents invaded my attic and garage, you sent your "ace" eradicator "D.J." (David Salamin) out to handle the problem. I am so impressed by not only his effectiveness with treatment, but his professionalism, follow-up and great personality!*

*I feel so fortunate to have your company as a resource for not only my clients, but as someone who I can refer my friends and family to as well for a trusted "pest" remedy. Thanks Again!*

Susanne D'Arcy  
Seven Gables Real Estate, Anaheim

*We recently got three inspections for termite damage on our house. We choose Terry to do our work because of his thoroughness, our need for repair work, which they could also provide and a great posted yelp review at the time from a contractor who said that all the prep work of replaced woodwork was the best he ever encountered after termite treatments had occurred. Terry and all his employees were consummate professionals. He is honest, fair and goes the extra mile to assure customer satisfaction. The first day Jose and crew replaced the woodwork, I was astounded to see that the job site was the most clean I had ever seen after workmen had been at my house. They worked around our schedule, which was great. We weren't looking to fumigate originally, but our situation warranted it and this company did an exceptionally good job. Thanks to everyone at Termite Terry's!*

Mary Heidbrink  
Irvine

strip and baseboards were badly damaged. He didn't think it was any big deal and proceeded to replace them. But, once he started trying to nail on the new ones, he noticed that whole wall started wobbling. He removed a portion of the drywall and found that the wall studs and sill plate were destroyed. By the time we got there later that afternoon, he had hired a contractor. The entire living room wall and ceiling had been opened up and the whole backside of the house had to be supported with temporary post. Almost all of the wall and ceiling in these areas were destroyed. You can only imagine how expensive this kind of a repair job would be. Not to mention it's very messy and inconvenient, too.

## This Could Have Easily Been Prevented!

After talking with the owner, he admitted that he had seen subterranean termite swarms in this very room for several years in a row, prior to this day. Had he taken care of this problem when he first saw the swarms, he may have been able to avoid this big mess and huge expense.

What was our fee for treating the termites you ask? It was only \$450.00! If you ever see termite swarms in your home, don't ignore it. **Call us at (949)631-7348**, we'll perform a thorough inspection and customize a treatment program for your home.

## 10 Things You Can Do To Prevent Subterranean Termites

1. In new construction, use termite shields on foundations, piers and between wooden steps or porches and the main structure to prevent termite access from the soil. We strongly recommend that soil treatments be performed prior to pouring of the foundation to prevent subterranean termites. Treatment of new wood members with borate solutions can also be very effective in preventing both drywood and subterranean termite infestations.

2. Eliminate wood contact with the ground (e.g. by replacing wooden posts and piers with concrete ones and by supporting wooden steps on a concrete base at least 6 inches above the ground).
3. Regrade soil around the perimeter to ensure drainage away from the building and to maintain at least 6 inches clearance between wood siding or shingles and the ground.
4. Ensure there is at least 18 inches clearance in crawl spaces between all horizontal timbers and the ground.
5. Reduce humidity in crawl spaces by ensuring adequate cross-ventilation. Covering the ground with a plastic moisture barrier will reduce humidity under buildings by reducing evaporation from the soil.
6. Remove any wooden debris which might become a source of infestation beneath the building, including scrap wood, form boards, old tree roots, and even sawdust.
7. Fill any crevices or voids where they might help subterranean termites move from the ground to wood in buildings, including foundation cracks, hollow blocks, gaps between stucco and the wall and crevices around pipework.
8. Remove infested stumps and trees near buildings.
9. Eliminate sources of excess moisture such as plumbing and roof leaks. Make sure sprinklers are adjusted and stay away from the house.
10. Have your home inspected on an annual basis and if a problem is spotted, take care of it quickly.

Have a termite problem and need an inspection? **Call our office at (949)631-7348** and to schedule an appointment at your convenience.

## Killer Bees Hiding Out Under A Tree!

A homeowner called and told us that he had a problem with bees and asked if we could help. Over the years, he had already paid other companies to take care of these bees, but none of them had succeeded.

"D.J.", our pest control technician, got there and saw that the bees had built a hive under an old, big tree that had been planted back in the 1950's. After taking a closer look, he came to the conclusion that an animal, possibly an opossum or raccoon, had dug out a large cavity under this tree. Apparently, the bees really liked this large hole and they proceeded to build a very large hive inside of it. "D.J." estimates that this hive was at least 3 feet wide and 5 feet long! The honey combs were attached to the base of the tree's roots.

"D.J." knew that this was going to be a tough problem to deal with because these were killer bees and there was no way that he could gain access to treat the entire hive. If he started spraying down into the hole, his materials would just hit the ground below the nest. That would really upset the bees and the last thing that he wanted to see was a huge swarm of killer bees flying all around this customer's home. So, he decided to use his "secret" weapon. He grabbed a plastic trash bag out of his truck and carefully placed it over the hole so as to not disturb the bees. Dirt and a few old bricks laying near by, were placed around the edge of this bag to seal it off. A small hole was punctured through the plastic. He took a can of "pyrethrum" (made from chrysanthemum flowers) with a small straw attached. He inserted the straw through the hole in the plastic and pulled the trigger. The bees went crazy and you could really hear them roar. But, "D.J." kept his cool and

didn't back off. Only a minute or two went by and the roar diminished into complete silence.

The area was dug out and 30 to 40 pounds of honey comb were removed. Afterwards, he completely packed the hole with dirt to make sure that bees would never come back to this spot, ever again. The owner was really impressed with "D.J.'s" work. No bees escaped, no one was stung and he said that he had never seen any of the other companies' technicians come close to doing anything like this before.

Have a problem with bees? **Call (949) 631-7348** and we'll be glad to take care of it for you.

## Terry's Recession Bail Out Program

We've all heard politicians tell us how they're going to get us out of our current recession and for the most part, their promises have all come up short. However, Termite Terry has a plan and we'd like to tell you about three families that can prove his plan is working!

Leonard and Petra Pypaert of Long Beach, referred our services to Jerry and Judy Weigel, also of Long Beach. Termite Terry sent them a 50.00 Target gift card.

Kent Warner of Los Alamitos recommended our service to his son, David Warner of Long Beach and received a 50.00 gas card.

Robert and Tammy Yeo of Walnut referred our service to the Paolini family of San Dimas and they got a 50.00 Home Depot card.

To receive your "bailout", all you have to do is tell your friends and neighbors about our service and if they have us do work on their home, you'll get the financial assistance you need! This bailout program really does work!

## The History Of Valentine's Day

St. Valentine's Day is a day where we have long celebrated romance and when you study it's history, you will find that it traces back to both Christian and ancient Roman traditions.

Who is St. Valentine and how did he become associated with this holiday? Well, today, the Catholic Church recognizes three saints with the name of Valentine or Valentinus and all three of these men were martyred.

There's one legend where Valentine was a priest during the third century in Rome. During that time, the Emperor Claudius II, decided that single men made better soldiers and he outlawed marriage for young men. Valentine felt that this was unjust and continued to marry young couples in secret. Claudius had him executed.

Some stories suggest that Valentine may have been put to death for helping Christians escape from Roman prisons where they were beaten and tortured.

Another legend says that Valentine may have sent the very first "valentine" greeting while he was in prison, before his death. They believe that he fell in love with a young girl that may have been the jailer's daughter. She would come and visit while he was confined. They allege that he wrote her a letter and signed it, "From Your Valentine".

Many celebrate Valentine's day in the middle of February to commemorate the anniversary of Valentine's death, sometime around 270 A.D..

Others believe that the Christian church decided to celebrate Valentine's feast day in the middle of February to "Christianize" the ancient Roman festival of "Lupercalia". That is when everyone would start their "spring cleaning". It was also a fertility festival dedicated to "Faunus", the Roman god of agriculture and to Roman founders, Romulus and Remus.

Today, Valentine's Day is celebrated around the world and lovers will share many cards, candy, flowers and gifts in his honor.

"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)



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)



**Happy  
Valentine's  
Day**  
♥♥♥♥♥



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 FREEEEEEEE!!\*\***

## **Dead Rat Stinks Out Lawyer's Office!**

"D.J." got a call from a large law office, saying that there was a dead rat somewhere in the ceiling or walls and they needed this problem fixed right away. Candles and air freshener were not at all effective and none of their office staff or high dollar clients could take that awful smell anymore.

He got to this office after closing time, started his search and found the area where the odor was strongest. After checking further, he determined that the rat must be in one of the building's columns. The ceiling tiles above this column were removed and he could see down inside. There were signs of rat droppings and nesting materials, so he knew he was close. But, the column was made of stucco and the only way he could be sure was to knock a hole in it at the bottom. The law office gave him the go ahead. He didn't want to destroy the place, so he started off by drilling a small "test" hole through the column. As soon as the hole was made, a "literal cloud of that wicked smell" came out and he knew he had found the right spot. A larger hole, about the size of a baseball was made and he was able to reach inside and pull the dead rat out.

The lawyer was glad to have his problem solved and was also impressed that "D.J." chose to put this hole at the bottom, behind a baseboard. Once the hole was patched up and the baseboard replaced, no one would know that there was ever a problem!

Have a problem with rats? Call our office for a complimentary audit at **(949) 631-7348**.



"Termite" Terry Singleton