

# "TERMITE" TERRY'S INSIDER INFORMATION

**TOP SECRET**

March 2010



Happy Saint Patrick's Day!

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

(949) 631-7348

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## Dryrot – The Silent Wood Killer

With the wet winter we've just gone through, a lot of homeowners are going to be surprised when they learn of how much dryrot damage has occurred to their homes over the past few months.

Dryrot is caused by wood-destroying (decay) fungi. Decay fungi are plants that live on dead trees and lumber products. These are rather sophisticated plants that can grow very rapidly in the right conditions. On wood that has been infected by decay fungi, it's common to see small white/light grey fruiting bodies growing out of the wood that look something like a "fan shaped sheet" or a "toad stool". These fruiting bodies produce many microscopic spores that are similar in function to seeds from higher plants. These spores are readily dispersed by wind or air currents. When one of these tiny spores lands on a piece of wood in favorable conditions, it will germinate and grow rapidly. In order to flourish, decay fungi needs air, moisture and wood. Moisture is the most critical factor.

Cellulose and lignin, which makes up the cell walls of wood serves as the food source. Once the decay fungi attacks a piece of wood and starts digesting it, the wood shrivels up fast and becomes spongy.

### How Do You Repair Dryrot Damage?

The first thing you should always do is to try and control the moisture source. For example, if you've got a leaking roof, leaking plumbing or have lawn sprinklers that are constantly keeping the wood wet – solve the moisture

problem, FIRST! Many homeowners make the mistake of hiring someone to remove and replace their dryrot damaged wood, but, they don't solve the moisture problem. So, in no time at all, they find that decay fungi will spread (like a cancer) to the new wood they just replaced and it will be destroyed very quickly.

Once the moisture problems have been solved, it is now time to cut out the infected wood members and replace them with new material as needed. It is very important to **remove all of the infected wood**, otherwise, the fungi will continue to grow and destroy your repairs. Treatments with a fungicide are especially critical to help stop the spread of this wood cancer.

### 7 Things You Can Do To Help Prevent Dryrot

1. Control Moisture. If you find a plumbing leak, roof leak, sprinklers spraying against the house or any other situation where the wood is getting wet – Fix it A.S.A.P.
2. Don't let wood members touch the ground. Regrade the soil or install concrete pads to keep the wood up and off the ground.
3. Don't mount wood directly onto concrete unless you are using treated lumber. This is especially important for items like patio or porch post. If you mount a wood post directly on top of a concrete patio, everytime it rains or you turn on the sprinklers, your patio will get wet and

(Turn the page)

### Trivia For Barbie Doll Day, March 20<sup>th</sup>

- 2 Barbie dolls are sold somewhere in the world every second
- Placed head to toe, Barbie dolls and family members sold since 1959 would circle the earth more than seven times
- Barbie doll has had over one billion pairs of shoes
- Original price was \$3.00. Today, that doll is worth \$10,000!

*"Gravitation cannot be held responsible for people falling in love. How on earth can you explain in terms of chemistry and physics so important a biological phenomenon as first love? Put your hand on a stove for a minute and it seems like an hour. Sit with that special girl for an hour and it seems like a minute. That's relativity."*

Albert Einstein, born March 14, 1879

## Rave Review!

*I am writing this long-overdue letter to let you know that we think Termite Terry did an incredible job fumigating our home for termites last month. Joe Johnston, our sales rep, was very knowledgeable about the entire process. He went to great efforts to ensure that all of our questions were answered and to verify we were happy with every aspect of the job.*

*While there are other "local" fumigators who regularly service our area, we chose Termite Terry because of the numerous recommendations, outstanding guarantee and fantastic interface with Joe. Some of the other fumigators even offered a slightly lower price, but based upon how long they inspected/measured our house, I am not confident the others correctly measured the volume of our structure (which determines how much Vikane gas would be required and thus determines the cost). I was very impressed by the attention to detail during the tenting process. I was even more impressed when they returned EVERYTHING back to the original position when they were done (bedding gravel, garden dirt, plants . . .).*

*Since this was our first fumigation (and we are skeptical engineers) I checked with the Better Business Bureau and found out that Termite Terry was A+ rated. Termite Terry is also licensed, bonded, insured and in business since 1992 which provided assurance that continued business is important to them.*

*While it is always an uncomfortable situation handing over a door key and letting other people in your home unsupervised, we had a high degree of confidence that we would not have any surprises. Tile breakage was considerably less than I expected and Joe provided contact information for a roofer who would fix all of the tiles for a low rate which he negotiated.*

*Overall we are happy that we contracted with Termite Terry and would highly recommend their fumigation service to others.*

Bruce Benedict, engineer  
Rancho Palos Verdes

the wood will "wick up" the moisture. When that happens on a regular basis, dryrot will occur quickly. Installing a metal or plastic spacer between the bottom of the post and the concrete slab will solve this problem.

**4.** Pay extra attention to the grading of the soil around your home. Make sure the water drains away from your home's foundation when it rains.

**5.** Use decay resistant wood. Treated lumber, redwood or cedar are more resistant to fungi and last much longer.

**6.** Repair or replace termite damaged wood. All of those cavities and holes caused by termites are easy places for moisture to get in and start dryrot.

**7.** Seal exterior wood with caulk and paint to help keep out moisture.

If there's only one thing you get out of this article, please remember that **if wood stays dry, it is impossible for dryrot to occur.**

Have a problem with dryrot damage wood on your home and need help fixing it? Call (949) 631-7348 and we'll schedule an appointment at your convenience.

## Pesticide Usage Declines In California

For the third year in a row, pesticide usage has declined in California, according to the Department of Pesticide Regulation Director Mary-Ann Warmerdam.

Approximately 162 million pounds of reported pesticides were applied statewide. That represents a decrease of nearly 10 million pounds or 6 percent from 2007.

In production agriculture, pesticide usage dropped by 9.6 million pounds. Structural pest control, landscape maintenance and other categories also used less.

"California experienced another dry winter and spring in 2008, which helps explain why fungicides showed the greatest decrease in use by both pounds and acres treated," says Ms. Warmerdam. "Herbicide use also fell by pounds and acres treated, indicating fewer weeds."

Fewer pounds of insecticides were used, however, the number of acres treated increased slightly. DPR scientist says that more growers are shifting from broad based insecticides to newer products that target specific pest and are less toxic to people and the environment.

Ms. Warmerdam reminded us that pesticide usage varies from year to year because of factors, such as weather, pest problems, economics and the types of crops planted.

The most used pesticide in 2008 was sulfur. Sulfur is a natural fungicide favored by both conventional and organic farmers. It is used primarily to control powdery mildew on grapes and tomatoes.

Termite Terry would like to remind everyone that he is always looking for new ways to reduce the amount of pesticides used at his customer's homes and businesses. As technology improves and new products are developed, his technicians are able to deliver better results and do not have to apply nearly as much material.

For instance, back in the 1990's, it was common for a pest control technician to perform a routine service and apply maybe 20 or 30 gallons of a product mixed with water that would contain perhaps one pound of active ingredient.

Today, we are able to perform a similar service and only need to apply two-tenths of an ounce of active ingredient. These new treatments are now much more effective, last longer and they are far less toxic! And, the impact on our environment is significantly decreased.

Thinking of starting up a regular pest control service at your home or business? Termite Terry highly recommends that you call and ask for a **complimentary** 57 Point Pest Audit. By having a Pest Audit performed first, his technicians are often able to find more ways to

find even more ways to reduce the amount of insecticides needed. A lot of pest problems can be eliminated or reduced **naturally**. And, that is the kind of “change” that you really want, isn’t it? To schedule a complimentary 57 Point Pest Audit, call us at **(949) 631-7348**.

## **Blue Painted Eaves Equal Fewer Stings?**

Every year, numerous incidents of wasp stings are reported to healthcare professionals, making them a medically important group of insects. Although the stings are usually nothing more than a painful experience, for a few individuals the consequences can be serious, resulting in a severe reaction or even death.

Wasp often nest near occupied structures and it is common to see their nest in eave areas. They prefer areas near sites of food such as outdoor cooking areas or trash cans. Their colonies peak in size during the late summer and autumn. To reduce the population and control these pest, we currently rely on a combination of nest removal and treating the areas with an insecticide. However, a new “non chemical” technique of painting eaves with light blue paint is being tested and the early results are positive.

Kimberly Schofield of Texas A & M’s AgriLife Research and Extension Center began testing this new technique in 2008 at the Girl Scout Camp in Palestine Texas. The camp had been doing annual treatments on all structures during the early spring to help control their problem with wasp. However, the Girl Scout Board wanted to try a non chemical method. So, the eaves of three shelters were painted light blue in May 2008. The theory was that if the eaves were painted light blue, it would mimic the

sky and confuse the wasp into thinking the eaves are sky and they wouldn’t nest there. The eaves were then inspected in June, July and September and there were no new wasp nest on the painted eaves.

Testing continued in March of 2009 on eight selected cabins.

Four of these were painted light blue and the other four were left unpainted. One month later, painted cabins showed significantly fewer wasp nest than the unpainted ones. Months two and three also showed fewer wasp nest on the blue painted surfaces.

Unfortunately, during the month of June, numerous wasp stings were reported and the camp staff was forced to have all of the units treated with insecticides. Due to the treatments, the wasp population was very low in months 4,5,6 and 7, so no significant differences were noted between painted and unpainted eaves. Had the insecticide treatments not be performed, perhaps we could have had a more conclusive evaluation of the test. Another test is scheduled for this year. This year, they will evaluate latex versus oil based paints to see if the oil in paint is a wasp repellent. Data from all three years of testing will then be compiled. Their ultimate goal is to provide a new environmentally friendly technique to reduce wasp populations.

Have a problem with wasp at your home or business? Did you know that wasp nest removal and treatments are included at **NO EXTRA CHARGE** with “Termite” Terry’s routine pest control services? If you need help with wasp or any other pest, call our office at **(949) 631-7348**.

## **Celebrating March As “National American Red Cross Month”**

The American Red Cross was founded in Washington D.C. on May 21, 1881 by Clara Barton and a circle of her acquaintances. Barton was in Europe following the Civil War and first heard of the Swiss-inspired Red Cross Movement. She returned to the U.S. and started campaigning for an American Red Cross society and for ratification of the Geneva Convention that protects the war-injured. The U.S. ratified the Geneva Convention in 1882.

During her 23 years as head, the Red Cross conducted its first domestic and overseas disaster relief, gave aid to the military during the Spanish-American War and campaigned successfully for the inclusion of peace time relief work.

The Red Cross received its first congressional charter in 1900 and a second in 1905. That charter is still in effect today and sets forth purposes of the organization.

When World War 1 broke out, the Red Cross experienced phenomenal growth. Membership grew from 17,000 to more than 20 million adult and 11 million Junior Red Cross members. They staffed hospitals and ambulance companies and recruited 20,000 nurses to serve the military.

The Red Cross provided extensive services during World War 2. More than 104,000 nurses were called to provide service to the military and 27 million packages were prepared for American and Allied prisoners of war. More than 300,000 tons of supplies were shipped overseas. The Red Cross also initiated a national blood program and collected 13.3 million pints of blood for use by the armed forces.

After the war, they introduced a civilian blood program and they now supply nearly 50% of blood in the U.S.

The Red Cross is an independent – volunteer - led organization and is financially supported by public donations and cost-reimbursements.

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Your Treatment Is FREEEEEEEEEE!!\*\***

## Going For The Jugular

**Chasing Subterranean Termites Is Not Acceptable. . . They Must Be Eliminated!**

For years I've been talking to home owners about my "Going For The Jugular" strategy for eliminating subterranean termites.

Actually, I learned this strategy the hard way. We did a subterranean termite treatment on a home in the city of Orange back in the early 1990's and everything was done by the book. There was one spot where a subterranean termite mud tunnel was growing right up the exterior wall (Termites use these tunnels to get in and out of a home). We drilled a hole in the concrete walkway, right next to this mud tunnel. I inserted the injection rod and I let those termites have it - I gave them a big blast of our best stuff!

But, just a week or two later, the homeowner called and said, "They're back in exactly the same spot!" Her words really upset me. I went back to look at her house and the termites were marching along in the same spot as if nothing had ever been done.

When treating subterranean termites, you're mostly working blind because you can't see what's happening under a concrete slab, patio or walkway. There must have been a rock or a something under the walkway that blocked my stuff from reaching the termites. I drilled another hole and gave them one more dose. But, that's when I came up with a "brilliant idea". . . I opened up that mud tunnel where they were coming out of the ground, used a syringe and **put my stuff right down their throat**. This strategy, coupled with the use of Termidor, has been extremely successful and that's why **we're the only company in Orange County that offers a MONEY BACK GUARANTEE!**

You should always follow instructions and do everything you're supposed to. But, **If You "Always Go For The Jugular", You Know You'll Never Miss!**



"Termite" Terry Singleton