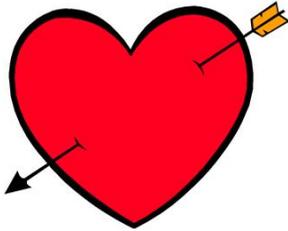


# "TERMITE" TERRY'S INSIDER INFORMATION

**TOP SECRET**

February 2012



Happy Valentines Day!

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



(949) 631-7348

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## Subterranean Termites Swarming In Orange County

In Orange County, it is common to see subterranean termites swarming during the months of February, March and April. During these months, many people will come home from work and find hundreds of termites flying around inside of their homes. Or, if they're outside, they may see a "cloud" of thousands of termites flying by.

Swarming is when the young king and queen termites take off on their "honeymoon" flight. It is part of the termite's mating ritual and often occurs on a sunny day, particularly after a rain.

Termite swarmers look similar to flying ants. Their bodies are almost black and are about ¼ inch long. Here are two easy ways you can tell the difference between flying ants and termites:

1. A termite only has two body parts – a head and an abdomen. Ants have three body parts and you'll notice a distinctive "constricted" waist between their thorax and abdomen.
2. Termites have two large pairs of wings which are almost twice as long as their body. Look at a flying ant and you'll see it has two pairs of wings which are not equal in length and are much shorter than their body.

King and queen termites look much different than worker termites. The workers are whitish and look similar to six legged maggots. These workers are blind, do not have wings and all they do is eat 24/7. Another important

thing to note is that the kings and queens depend on worker termites to bring them food because they do not eat wood.

Once conditions are right, the young kings and queens burst out of their nest and start their short mating flight. These termites are poor fliers and usually follow the prevailing breeze. While still in flight, they break off their wings and spiral down to the earth, or some may land and then remove their wings. Kings and queens are not attracted to one another until their wings have been clipped off. Fortunately, their mortality rate is very high and only 3% survive.

When a king finds a queen that he likes, he will follow her around until she finds a place to call home. Perhaps they will do this by excavating a small cell in moist soil, under wood. After about a week, they will mate and the male will stay with her for the rest of his life. A queen may live up to 25 years and lay as many as 60,000 eggs.

Unfortunately, many homeowners are completely unaware that they have a subterranean termite problem until they see swarming termites in their home. Most homeowners are not very happy when they find swarmers in their home. But, in many cases, it can actually be a blessing in disguise.

Years ago, "Termite" Terry remembers doing a termite inspection on a home which was being sold. When Terry did his inspection, it appeared that no one had crawled

(turn the page)

### The 110<sup>th</sup> Anniversary Of The Daytona 500!

The first race at Daytona Beach was held on April, 1902. The 2 winners were clocked at 57 mph and crossed the finish line in a virtual tie. Last year's pole sitter, Dale Earnhardt Jr. qualified at 186 mph and Trevor Bayne won the race, averaging 136 mph!

### Famous Quote From George Washington

*"Discipline is the soul of an army. It makes small numbers formidable; procures success to the weak and esteem to all."*

George Washington, born February 22, 1732

# Rave Reviews!

*"This is to recommend highly Skip Haffke who acted as evaluator and overseer for our home's termite and dry rot wood damage repair, and subsequent fumigation. He performed a very careful and thorough evaluation, then afterward walked us around to show us exactly what needed to be done, and did the cost analysis for both repairs and fumigation. This was all done in a professional manner, although he also presented a pleasant as well as thoughtful face through it all, including scheduling of the work to our convenience and satisfaction.*

*Subsequently he returned to oversee performance of the repairs and the hand-off to the separate fumigation crew. He was promptly in returning calls to answer questions when they arose and always had competent answers and explanations.*

*Finally, he was attentive and prompt in a follow-up visit for one item that had been left undone at the end of repairs.*

*I highly recommend him."*

David J. Erikson Jr.  
Laguna Niguel

*"I want to share with you the high level of "service quality" DJ Salamin is providing at our home. DJ performed the initial inspection and we were fortunate to have him back on Friday to perform the first pest treatment.*

*DJ knows his business well and is very responsive to all our questions and concerns. Most important is his sincere efforts in maintaining the calm environment required for Mr. Taylor's medical condition.*

*You are fortunate to have someone like DJ representing your company and services."*

Yvonne Taylor  
Huntington Beach

*under this home for many years and the amount of damage done by subterranean termites was staggering! The homeowner had no idea that she had a problem with subterranean termites because the interior of her home looked perfect.*

*To properly repair this home, it needed to be jacked up off the ground and almost all of the flooring replaced. Since the repair costs were so high, she decided to hire another company that offered her a much lower price and tried to "patch" things up.*

*Terry still remembers getting a call from the people who bought this home. When they moved into this home, their refrigerator fell through the kitchen floor! Guess the other company's patch didn't hold, huh?*

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

If you see subterranean termites swarming in your home, call for an inspection immediately! And, even if you don't see these swarmers, make sure you have your home inspected inside and out, top to bottom, every year.

## **Ten Things You Can Do To Prevent An Infestation Of Subterranean Termites**

1. Use termite shields when building a new home. Place them on foundations, piers and between wooden steps or porches and the main structure to prevent termite access from the soil. The soil should be treated prior to the pouring of the foundation to prevent subterranean termites. New wood can also be treated with borate solutions to help prevent both drywood and subterranean termites.
2. Eliminate any wood contacts with the ground (e.g. by replacing wooden posts and piers with those made of concrete and by supporting wooden steps on concrete bases which are at least 6 inches above the ground).
3. Re-grade soil around the perimeter of your home to ensure drainage away from the structure. You also

- need to maintain at least 6 inches clearance between wood siding and the ground.
4. Make sure you have at least 18 inches clearance in crawl spaces between all horizontal timbers and the ground.
5. Control humidity in crawl spaces by ensuring adequate cross-ventilation. You may also want to cover the ground with a plastic moisture barrier. In some cases, an electric fan system may be needed to promote good ventilation.
6. Remove all wood debris from the crawl space, such as scrap wood, form boards, old tree roots and saw dust.
7. Look for foundation cracks, hollow blocks, gaps between stucco and the wall and crevices around pipes. These problem areas may help subterranean termites move from the ground and into the structure. Fill or repair these items as needed.
8. Remove infested stumps and trees near the structure.
9. Correct sources of excess moisture, such as plumbing leaks and roof leaks. Check your lawn sprinklers and make sure they are adjusted properly.
10. Always have your home inspected annually and take care of any problems quickly.

**NOTE:** Subterranean termites love moisture and if you'll keep things around your home dry, you can significantly reduce your termite problems and possibly save yourself a fortune.

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



## Why Do Flies Buzz Around Beer?

Have you ever wondered why flies are always buzzing around your beer while you're sitting outside on your patio or at a picnic? Well, we finally know the answer! It is because flies can sense glycerol, which is a sweet tasting compound used in yeast fermentation.

Ms. Anupama Dahanukar, a researcher at U.C. Riverside says, "Insects use their taste system to glean important information about the quality and nutritive value of food sources."

"Sugars signal high nutritive value to flies, but little is known about which chemical cues flies use for food sources that are low in sugar content – such as beer," the journal Nature Neuroscience reported.

During the study, Dahanukar's lab examined the feeding preferences of common fruit flies for beer and other products of yeast fermentation. They found there is a receptor (protein that serves as a gatekeeper) tied with neurons (brain and nerve cells) which is located in the fly's mouth parts and is instrumental in signaling a good taste for beer.

The protein receptor detects glycerol and transmits the information to the fly's neurons which influences the response of the fly. Flies use other receptors in their sensory organs to find food from a distance.

She said, "Taste becomes important only after the fly makes physical contact with food. A fly first locates food sources using its odor receptors, crucial for its long range attraction to food. Then, after landing on food, the fly uses its taste system to sample food for suitability in terms of nutrition and toxicity."

Now that you know exactly why flies are always getting into your beer,

I want for you to carefully explain exactly what you have learned in this article to everyone at your next patio party or picnic. They will all be thoroughly impressed, right? 😊

## President's Economic Stimulus Delivers Results!

More and more are taking advantage of the President's Economic Stimulus plan:

- Nikki Yocham of Costa Mesa referred Bob Ulrich of Costa Mesa.
- Marc Grossman of Silverado referred Ryan Gale, also from Silverado.
- Steve Craig got Doug Ford involved. Both are from Fountain Valley.
- Vanessa Mattson of Costa Mesa referred us to Eric Mattson of Costa Mesa.
- Susie Mix of Fountain Valley referred us to Liz Akoubian of Costa Mesa.
- Jovita Brown of Huntington Beach referred us to her neighbor, Jerry Bramlett.
- Shane Murray referred us to David Seutman of Lakewood.
- Kristy Brown of Newport Beach referred us to Ed and Becky Conti of Newport Beach.

For doing their part to grow our economy and spread the word about Termite Terry's services, all of these fine citizens will receive a **\$50.00 gas card**. To participate, all you have to do is find someone who needs termite treatment, repairs or monthly pest control service. And, if they join up, you'll get your **\$50.00 gas card**, too!

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## Valentine's Day Trivia!

- Q. Why does the symbol "X" represent a kiss?
- A. Back in the middle ages, illiterate people made an "X" mark and had to kiss it in front of two witnesses to show they were sincere.
- Q. Asking for a woman's hand in marriage came from . . . ?
- A. The Romans started that by having the father literally take his daughter's hand and pass it over to her husband.
- Q. What percentage of Valentine's cards are romantic versus humorous?
- A. 75%
- Q. The most popular way to celebrate Valentine's Day is to send a card. The second best way is?
- A. 50% call to say I love you, 48% buy a gift, 37% go out for dinner and 19% give flowers.
- Q. Do wives and girl friends get the most Valentine's cards?
- A. No, teachers actually get the most!
- Q. Who buys more cards on Valentine's Day; men or women?
- A. Valentine's Day is the only holiday where men buy more cards than women!
- Q. What percentage of women send themselves flowers on Valentine's Day?
- A. Only 15%
- Q. What is the oldest known Valentine's?
- A. In 1415, the Duke of Orleans sent a Valentine's to his wife while she was imprisoned in the Tower of London.
- Q. Why did the Romans change Valentine's day to February 14<sup>th</sup>?
- A. Because they believed that is the day when birds start mating.
- Q. Te Amo is "I love you" in what three languages?
- A. Latin, Italian and Spanish.
- (Guys, it's time to start shopping!) 😊**

A FREE Monthly Newsletter for Friends and Clients of:

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**\*\*At Termite Terry, We'll Get Rid Of All Your Termites Or  
Your Treatment Is FREEEEEE!!\*\***

## Don't Even Think Of Buying A Home Unless You Have Termite Terry Pest Control Inspect It First!

How would you like to purchase an expensive home in a gated community, only to find that you purchased a **lemon**? I know of a person who is in that unfortunate position. **The home he bought is in such bad shape that it will probably have to be taken down with a bulldozer!** No one knows how this case will turn out, but as of now, it is looking like a **seven figure case**. The attorney's fees have piled up over the last two years and the home buyer's health is suffering from all the stress he's had to endure. Worse yet, they're not even sure they'll win the case. Will the poor home buyer have to file bankruptcy? It is going to be up to a jury to decide and we all know how **crazy** some trials turn out.

All you have to do is ask the attorney for this poor homeowner and he will tell you himself; **A thorough termite inspection could have prevented this entire mess.**

That's right! A thorough inspection would have pointed out those big problems and called for further inspection which would surely have led to the discovery of even more damage. Instead, all the homeowner saw was a **useless report that wasn't worth the paper it was printed on.** Inaccurate termite inspection reports are a huge problem that many home buyers face and this problem is far worse than you can possibly imagine.

Ladies and gentlemen, if you're going to invest in a home or business, you need to get a thorough termite inspection from someone you know and trust. You may not always like what we say, but you will know exactly where you stand. Whether you're a first time buyer or an investor who is buying a hundred homes, call Termite Terry Pest Control and order a thorough termite inspection – Before You Buy! This may be the best investment you ever make and **you may even wind up saving yourself a fortune!**



"Termite" Terry Singleton