

"TERMITE" TERRY'S INSIDER INFORMATION

TOP SECRET

December 2010



Merry Christmas!

www.termiteterry.com



(949) 631-7348

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What Are Lawn Shrimp?

Terrestrial amphipods or "lawn shrimp" are a pest that most people have seen, but very few know them by name. In Orange County, it is common to see dozens of them on sidewalks, patios and migrating into homes after a heavy rain.

These small pests are usually about ½ inch long, are pinkish/brown in color and have a "shrimp-like" form. Look close and you'll see they have two pairs of antennae, two eyes and they have leg-like appendages. Lawn shrimp are sometimes misidentified as springtails. The way you can tell the difference is that springtails have six legs and only one pair of antennae.



Lawn shrimp are scavengers and can usually be found living under stones or decaying vegetation. A very important point to consider is that they don't have a waxy layer of protection over their body as do insects. That

means that they lose or gain moisture from their environment. If they lose too much water, that will result in desiccation and if they gain too much water, that is also lethal. So, when you see them migrating out of rain soaked areas, you'll know they are trying to keep from dying by gaining too much moisture. The ones that do escape from the excess moisture, die quickly in the drier environment found within structures or on drying surfaces. Dead lawn shrimp can be safely swept or vacuumed up and discarded.

There are no insecticides labeled for use on lawn shrimp, however, an application of a residual insecticide will accelerate their mortality in homes.

If you have a continuous problem on sidewalks, patios or in structures after rains, you'll need to find a way to help dry out the mulch or ground cover near these areas. Excessive moisture conditions can often be corrected by improving drainage and by reducing irrigation. You may want to consider installing weather stripping on the bottom of doors to help keep these pests out.

During rainy weather, you may also find large numbers of these pests in swimming pools and they may even cause your pool filters to clog. So, it is important that you service your filters on a regular basis. Please note that you should never apply any insecticides near a swimming pool.

Again, the key to solving lawn shrimp problems is to control moisture. By reducing moisture, you will

(turn the page)

Celebrating Invention Of The Safety Razor!

On December 2, 1901, a traveling salesman by the name of King C. Gillette invented the modern safety razor after 6 years of trying. In his words, *"If I had been technically trained, I would have quit."*

Celebrating Frank Sinatra's Birthday

"May you live to be 100 and may the last voice you hear be mine."

Born December 12, 1915

Rave Reviews!

I wanted to take a moment and thank you for all the help you have provided my clients over the years.

A couple come to mind where I believe you and your staff went above and beyond the call of duty. Do you remember the apartment filled with cigarette smoke covered walls that were also full of cockroaches? Your crew came in and was able to solve the cockroach problem. The residents of the rest of the building were much appreciative as it also solved their cockroach problem..

What about the house that was filled with spiders? I lost count as to how many we saw before your crew came out. I can't imagine how many of them got thrown out before you all arrived. The client is thrilled that you offer monthly service and is quite happy seeing your team once a month.

We can't forget the mice problem property. My crew screamed like little girls, but your crew came to the rescue.

When I was in need of a termite report on a property, I requested you do a home inspection, after another company came in and presented their report. Your team found a lot more damage and your cost of repair was less than the previous company.

Terry, I know when I recommend you and your company that you will take care of my clients. You are quick to educate them and explain all the options they have. In a world of making a quick buck, sometimes customer service is last on the list, but I know how important it is to you. I appreciate that and so do my clients!

Please feel free to list me as a reference to any of your potential clients.

Penny Lambright
President, CEO
Clutter Cleaners, Inc.
(877)662-4267
www.cluttercleaners.com

significantly reduce their population and you'll have much less of a problem during the rainy season. Do you need help with these or other pests? **Call our office at (949) 631-7348** and we'll be happy to schedule an appointment at your convenience.

Ants Attack Hospital Patient!

A 76 year old man was recovering from heart surgery in his hospital room when he was attacked by ants. His hospital bed was found to be infested with "pavement ants". According to his son, this man was bitten hundreds of times on his thighs and genitals before a nurse finally pulled back the sheets and spotted the problem.

His family said the hospital staff didn't respond when the 76 year old man initially complained. Once they saw the problem, he was moved to another room, however, ants were found to be infesting that room, also.

Ants can be very invasive, especially in dry weather because they are in search of food and water. Hospital observers are concerned that ants were able to invade the intensive care unit and about infrequent examinations by the hospital staff.

The hospital's pest control company is now checking for ant activity every 3 days. They will now be doing weekly services instead of their current schedule of only once every 3 months.

"Termite" Terry understands that in today's economy, many businesses are trying to cut expenses. But, he wants to remind everyone to consider what this hospital is going to wind up paying to settle this lawsuit. Also, consider the public relations nightmare this hospital is going to have to deal and all of the expensive PR campaigns they will have to fund. An **effective pest control program** could have saved them a fortune. Like "Termite" Terry always says,

**"Don't be pennywise
and million dollar foolish."**
Does your home or business have

pest problems? **Call our office at (949) 631-7348** and ask our staff to schedule a **complimentary 57 Point Pest Audit** – It may wind up saving you a fortune, too!

Latest News On The President's Economic Stimulus Plan

Just one month after the November elections and you can really see the American spirit thriving!

John Dimartile of Garden Grove gets a \$50.00 gas card because he recommended our services to Ernest Spencer of Long Beach. John and Ernest are both members of the "Driveway Breakers" RV Club and I hear they've already recommended our services to someone else, too. What a great way to help keep those RVs filled up with gas!

Sheila Dennis of Newport Beach will receive a \$50.00 gas card. We really appreciate Sheila doing her part to stimulate our economy by referring our service to her next door neighbor, Dick Crawford.

It's Christmas time, so let's talk about some "brotherly love". And, it's all happening in the city of Fountain Valley where David Craig recommended our service to his brother Steve Craig. I'm sure that David will *love* putting that \$50.00 worth of gas in his car!

Sweet Pea, also of Fountain Valley, will get her \$50.00 tank of gas because she recommended our services to Tom Tran of Westminster.

I know, the elections are over and finally, we don't have to sit through all those political ads for a while. But, now is the time to get our country going again and as you can clearly see, President "Termite" Terry's economic stimulus plan is working. To participate in the President's plan, all you have to do is to keep your

ears and eyes open. When you hear or see that someone is having a termite or pest control problem, have them call **"Termite" Terry Pest Control at (949) 631-7348**. And, if they hire "Termite" Terry to take care of their termite problems or become a member of one of his annual service plans, you too will receive a **FREE \$50.00 Tank of Gas**. It's that simple!

Forensic Entomology Is The Scariest Job of 2010!

Forensic entomologists collect the flies, maggots and beetles that live off the dead. Because this is such a macabre profession, a job-search site, Carrecast.com, recently named this as the scariest profession of 2010. Forensic entomology edged out jobs such as, communication tower technician, bomb squad technician, crime scene decontamination technician and medical test subject.

John Wallace, of Millersville University, is one of 15 forensic entomologist in the world that is certified by the American Board of Forensic Entomology and he disagrees with their opinion. "To me, there are many scarier jobs," said Wallace. "Bomb squad? Climbing a communications tower? I can't see doing that. You can tempt fate only so often. What's my risk? The person is already deceased."

Everyone has seen the popular TV shows that focus on crime-scene investigation and how the show's stars determine how long a person has been dead by using this science. But, forensic entomology has a lot of other uses, too.

A good example of another use of this science is when Wallace once helped a veterinarian. A client had made a claim that his dog contracted maggots while at the doctor's clinic.

By determining the age of the maggots, Wallace was able to prove that the claim was false.

This science is also useful in cases of elder abuse and food contamination.

One of Wallace's students is working on wildlife entomology where she helps in cases of poaching or other conservation crimes. In fact, his student even developed a technique to isolate DNA in maggot tissue.

One case that got Wallace a lot of attention, in 2007, involved Kennedy Brewer. Brewer was accused of murdering a 3 year old girl. He had been sentenced to death and the primary evidence were 19 sets of bite marks on the child's body.

Mr. Brewer's defense claimed that the bite marks were made by crayfish in the creek where the body was found after three days.

Wallace went to the crime scene and collected three dozen crayfish. He then put those in a tank, along with a dead pig. He found that the bite marks on the pig exactly matched the marks on the body. This evidence not only exonerated Brewer, but another man named Levon Brooks who had been sentenced to life in another homicide case. Fortunately, the police were able to later arrest Justin Albert Johnson, who confessed to both killings.

"I have seen some of the worst of humanity, and those images stay with you", he said. "So, some might say that's pretty scary. But, I just collect insects."

Looking for an exciting career? There is a serious shortage of entomology students in our universities and if you're not too "scared", it could be a great job opportunity for you!

Remembering The Children Of Fallen Soldiers

Christmas is my favorite holiday and I just love the giving and receiving of gifts that comes with the season. Some of my fondest memories are when I received special Christmas gifts. Over the years, I've learned that the giving of gifts to friends and family can even be more fun. Oh, I can't tell you how much I love surprising someone with a special gift who never expected it.

Unfortunately, not everyone is going to be able to enjoy Christmas this year, the way that you and I do. And, I'm especially thinking about the children of our military men and women who were killed while serving our country.

If you'll do your research, you'll find major gaps in the services that are provided to these children and their families. That is why the "Quietly Working Foundation" was formed and they have one clear mission objective: **Serve the Children of Fallen Soldiers.**

Their programs and services are designed to directly benefit the children. They also offer assistance to the surviving parent through their "Relocation & Integration Assistance Program" because they understand the value of a strong and healthy home life. Their desire is to serve every child of a fallen U.S. soldier, whether in the states or abroad.

One thing that really caught my eye was their mentorship & vocational assistance program. This program will help to open doors and present opportunities to these children that will match their goals. They also have great scholarship programs.

Ladies and gentlemen, I'm asking for you to join me in support of this great cause. We have included a form and if you do nothing else, please take a minute and write an encouraging note to these kids. And, if you find it in your heart, any financial contribution could go a long way in giving these kids their ultimate Christmas gift!

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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 FREEEEEE!!****

Another Pest Control Scam

The local CBS station in Los Angeles recently did another one of their "Special Investigations" of pest control companies scamming the public on bedbug treatments. They started off by having a local pest control expert inspect a vacant apartment to check for bedbugs. The expert took his specially trained canine all around the apartment and couldn't find any signs of these pests. Next, they set up a number of hidden cameras and called a number of different companies to come out and do inspections.

In their story, the first three pest control companies came out, inspected and could find no signs of any bedbugs. Personally, I was very glad to see that these guys were honest.

Unfortunately, the next guy they brought in was not at all honest. After a walk around the apartment, he said that he could "feel" there was something in the carpets. After spending more time looking around, he found something, smashed it on the wall and said it was a bedbug. Whatever it was, he through it off the balcony and gave her a \$350 quote for treatment. The reporter, David Goldstein, identified himself and told the pest tech that the home had just been tested by a canine and was found to be clear of bedbugs. It turned out this tech was not licensed and he could not explain his findings.

A tech from another company was brought in and he said he found several dead bedbugs, eggs and casings. He was the real "bargain man" because he only wanted \$75.00 to do a treatment. The items this tech found were then put under a microscope and were determined to be only "particles of food".

Folks, there are plenty of homes with real bug problems and there is no reason why legitimate companies should scam anyone. Please don't be surprised if you call us and we tell you that you don't have a problem. And, if you do have a problem, rest assured that we'll give you a magnifying glass so you can see for yourself!



"Termite" Terry Singleton