

BUT WILL I BE WASTING MY MONEY?

Q. If you've never spent any money on Termites so far... why start spending money now???

A. Termites are everywhere (count on it). Experts who know, say there's a better than 80% chance subterranean termites are criss-crossing through your backyard right now. They never rely on just one food source so they keep foraging for whatever is available and keep trying to find a way into your home. As your chemical and physical barriers degrade over the years, the probability of them finding access becomes higher... too high to take the risk.

So the short answer to whether to spend the money is this: termite colonies are there, your house is there, killing colonies before they find a way into your house is easy (thousands of homeowners have done-it-all-themselves) and \$220 for a carton of 6 TermiteTraps plus \$150 for a colony killing treatment pack seems an almost insignificant amount to potentially save you \$thousands...which leads to the next question:

Q. How could it save you \$thousands???

A. This is what it could cost if termites get in:

	AVERAGE COSTS 2009
	TREATMENT BY PROFESSIONALS \$2500
Courtesy archicentre.com.au	REPAIR OF DAMAGE \$4500
	TOTAL \$7000
	LOSS OF HOUSE RESALE VALUE MAYBE \$50,000

Trying to sell a home with a termite history is much harder; fewer people are willing to proceed once their pest inspection reports some previous activity, and, if they do, they want to offer you maybe \$50,000 less.

Q. How do they work?



THE CLEAR OBSERVATION WINDOW AND THE HOLE IN THE TOP OF THE CARDBOARD ARE PATENTED. THIS WINDOW HAS BROUGHT DO-IT-YOURSELF TERMITE MANAGEMENT TO ORDINARY HOMEOWNERS!

STICKING UP THIS FAR OUT OF THE GROUND MEANS THERE IS MORE ROOM TO HOLD MORE TERMITES AND, THE MORE TERMITES DOSED UP, THE MORE CERTAIN YOUR SUCCESS. ALSO, YOU DON'T HAVE TO STOOP TO SEE IF THERE IS ANY MUD ACTION, AND, YOU WON'T FORGET WHERE YOU PUT THEM!

ONCE TERMITES GET IN THROUGH THE SLOTS BELOW GROUND LEVEL, THEY FIND THE TRAP ALREADY LOADED UP WITH EASY-TO-HARVEST CARDBOARD. IT'S LIKE TIM TAMS TO TERMITES!

Ground level.



SCOUTS FIND THE TRAPS BY SENSING THE SOURCE OF CARBON DIOXIDE FROM THE CARDBOARD DECAYING SLOWLY IN THE DAMP SOIL

Q. What do I get for my money? How many Traps in a carton? How many will I need?

A.. There are 6 TermiteTraps in a carton.

\$220 delivered by post to anywhere in Australia.

A carton of 6 TermiteTraps should be sufficient for townhouses or homes on 500-600 sq m blocks.

Compared to the cost of repairing termite damage or the charge for professionally installed systems which work on similar principles, you might consider purchasing a second carton of 6 Traps (which means you get your free text book on termites). The more TermiteTraps you put around, the more likely and the sooner you could expect to intercept foraging scouts from a nearby colony.



Q. What is in the Treatment pack? How many colonies will it kill and, How much is it?

A. It is based on powdered cellulose containing an insect growth regulator, chlorfluazuron, which is not toxic to us humans, our pets or wildlife.

The 500g pack costs \$150 and will be enough to kill a couple of small colonies or one big colony. The pale green powder is mixed with water into a porridge-like paste which is harvested by the workers and taken back to their nest... wherever it is. Fully illustrated instructions come with the pack to explain the treatment process and assess the progress. Unmixed powder has an extended shelf life.

Q. How long will the TermiteTraps last and can they be reused?

A. The plastic shaft and top are polypropylene and will last at least 10 years. They are already loaded with cardboard and are at work, ready to intercept scouts, the moment you 'plant' them in your garden.

You can buy 6 refills for \$44 or just use any old carton material. (We don't sell many refills).

Q. How can you be sure they work as claimed?

A. Because... every day we receive phone calls from homeowners who have seen the termite mud signal in the TermiteTraps bought earlier, and now they want to order a treatment pack (the treatment is almost foolproof and, no one has phoned to say the treatment hasn't worked once termites have done the 'hard' part in finding the TermiteTrap).

Q. What is the biggest weakness in this system of using outside aggregation devices?

The weakness is that you can't make the foraging termites find them. But it is actually much better than hoping for the best because a basic instinct or habit of subterranean termites is their need to get food from many sources (not have all their food as it were, in one basket). So even though they may be eating something substantial, their scouts are always radiating out looking for alternatives. As the cardboard below ground level

begins to decay, it gives off carbon dioxide and a scout detecting this will go 'upstream' to find the source. Cardboard is also easy to harvest (the ratio of food for effort is high) so they then build their tunnel to it and turn up in big numbers. No one gives unconditional guarantees against termites, but success is at the very least a high probability.

Q. Are the TermiteTraps suitable for use against all types of termites?

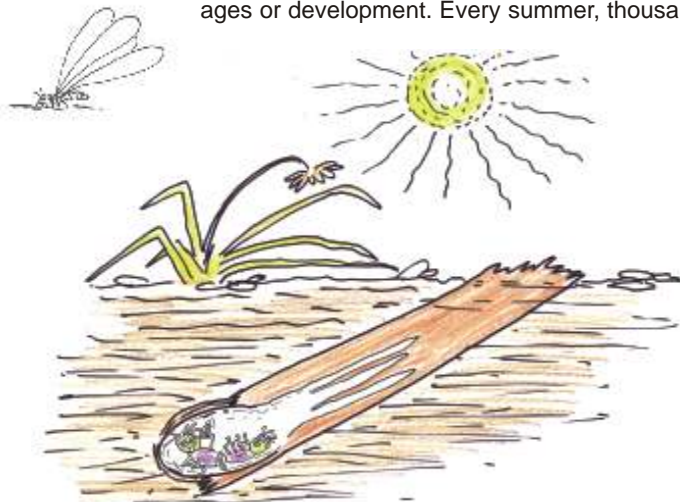
A. Just the subterranean termites, but this type includes the most prevalent and most damaging termites found attacking buildings in Australia.

There are grass eating termites which are classed as subterranean but they do not attack seasoned wood (houses).

There are drywood termites which congregate in timbers in buildings but do not require contact with the ground because they get their moisture requirements from the humid atmosphere of the tropics. The TermiteTraps will not be of any use in controlling them... but they are not an economically significant pest... unless you've got them!!!

Q. How many termite nests might be around my house and will I ever be able to kill them all?

A. There is no finite answer to the number of nests but you could reasonably expect there to be a couple of different ages or development. Every summer, thousands



of reproductives fly out from mature nests on colonising flights. Most couples fail to survive the first year but some do. It takes 2-4 years for a nest to develop into a significant threat to structures. Older nests with a network of feeding tunnels are usually the first to find TermiteTraps and be killed. Over the coming years, the surviving younger nests find your TermiteTraps and are also killed off.

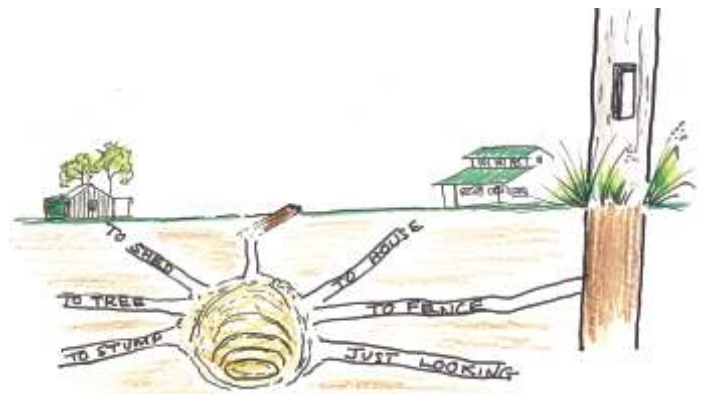
Q. What do I need to install the TermiteTraps?

A. A spade, mattock or other implement to dig holes about 250mm (10 inches) deep in your garden. The Traps are already loaded with a cardboard cartridge so once you've dug the holes and firmly tamped down the soil around them, they are working, ready to receive termite scouts.

Q. How many TermiteTraps will I need and where do I put them for best results?

A. Preferably choose garden beds, around the house and other buildings. Around stockyards you may need to use some star pickets to protect the Traps from horses and cattle scratching their heads on them. If you know of a recent history of termites in a particular area, place at least two Traps about 1-3 metres apart close by in order to try and instigate the earliest attack on the Traps so treatment can be applied to kill off that nest, wherever it happens to be.

There is no set space between the Traps, but 5-8 metres apart may suffice where no perceived challenge exists from trees, etc.



Do not set the Traps within 300-400 mm of the building walls or slab edges because you may disturb any treated soil placed as a barrier during construction. Instructions are inside the carton.

Q. Will putting TermiteTraps around and close to my house actually attract termites to the house?

A. It makes no difference at all if Traps are close to the house walls or many metres away near the fence line. Termites forage far and wide for food... 50+ metres is not unusual. If there is a nest nearby, they will almost certainly be looking for a way into your home whether Traps are close to the walls or over near the fence line.

Q. Will the TermiteTraps placed in the garden attract termites already attacking inside the house?

A. It's possible, but you shouldn't wait for termites to find the Traps while your house is being eaten. It makes sense to call in a professional to get some advice as they have more treatment options and experience. Perhaps you could limit them to treating the active termites in the house and use TermiteTraps instead of their more expensive system for the outside surrounding areas.

Q. So, what else do you need to know?

A. Probably very little. TermiteTraps provide you with the most effect against termite nests for less money than anything else you can do. The simple concept of using basic termite instincts against themselves is central to the TermiteTrap success story. If you do have a question of your own, please phone Freecall 1800 12345 7 and ask me... Ion Staunton

