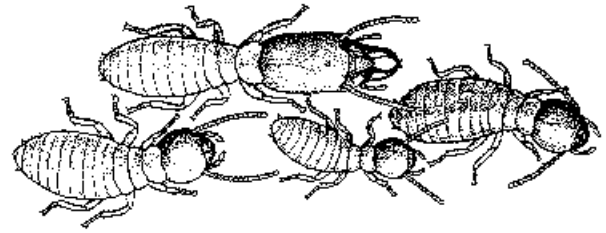


Chapter 1



Introduction

Subterranean termites in the United States cause several hundred million dollars worth of damage every year! This includes the cost of controlling them and repairing damage to structures - including our homes. Based on the complexity of today's treatments (both chemical barriers and baits) and the potential consequences of an inadequate treatment, we believe: 1) that a skilled professional is needed to implement effective termite treatments, 2) that homeowners should work with a reputable pest management professional (PMP) who is experienced with termite treatments, and 3) that homeowners should not attempt to treat their homes for termites themselves.

A holistic approach to managing termites includes building houses that are resistant to termites, taking measures to prevent termites by eliminating conducive conditions, and having regular inspections to monitor your home for their presence. Understanding termite biology and behavior and knowing the advantages and disadvantages of different treatment approaches will help you make better pest control decisions. Agricultural pest management specialists have used this approach for years. This multiple tactics approach is called Integrated Pest Management or IPM.

The basic components of IPM are:

1. Identify and understand the biology and behavior of termites - Chapter 2
2. Determine if control is needed - Chapter 3
3. Consider preventative measures - Chapter 4
4. Know the available control measures, evaluate them and make decisions about them - Chapters 5, 6, 7, 8, 9 and 10
5. Implement your chosen control measure - Chapters 6 and 7
6. Evaluate the effectiveness of your control efforts - Chapter 3

Why IPM?

Why IPM? Understanding the pest control industry and how it has changed as well as how consumer expectations and demands have changed will help answer this question.

PMP's have reported that they have higher callbacks and more control failures today than they did when chemicals such as chlordane were used. It is also true that consumers were more comfortable in the past with pesticides in general and were not concerned about which termiticide was used, the amount used, or if odors resulted from the treatment. In years past, consumers were also able to purchase and apply over-the-counter pesticides containing the same active ingredients as used by the PMP. If there was a dispute between the consumer and a PMP, a solution was worked out, and litigation was not the first option.