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A-ALL PEST TERMITE EXTERMINATORS, INC.  
972-241-5223

Attic  
Party  
Animals?

# The Party Animal News

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Visit us on the web at:  
[atticpartyanimals.com](http://atticpartyanimals.com)

## Free usually costs more

**Mosquito Inspections**

**If you have not had a Mosquito inspection at your home for a while you might consider having one done. Dengue fever is caused by a daytime mosquito, WNV by late evening mosquito. If you would like to have the home checked just give us a call and we'll be happy to send someone out to check it over.**

**Clip this offer and present it at the time of service and you will receive 10% off your inspection!**

 Expires 9-30-14 6-2014

Many years ago when I had no grey/white hair, and more of it in general, I was an officer for the local pest control association with an individual who taught me a lesson in how to value my expertise. His name was Donnie Ellison, and he had a one man pest control company in the southern part of Dallas County.

I have thought about him recently because some of the policies we do today relate to what he shared with me over 30 years ago. He knew he did quality work and he knew he had knowledge to share when it came to pest control. He decided that he could only do so much work so instead of free inspections he decided he would always charge for his inspections. At the time it

was unheard of and even today it is rare to find pest control companies charging for inspections for a bid to provide services. What I have learned by implementing this policy is that people have researched us and they really want our service if they want us out to check out their property at a cost.

What about that free inspection? Today, I have filed a complaint against a company that does not charge for an inspection but states that the value is about what we charge for wildlife inspections. Their typical bid is \$10,000-\$15,000, and they use scare tactics, and many times they are not even identifying the problem cor-

rectly. The reason I filed the complaint is the customer felt like they were being scared into making an expensive decision. Luckily they did not.

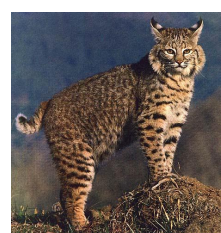
In the 40's and 50's salesmen went community to community, door to door selling fraudulent termite control treatments giving the honest companies bad names. Even though we have more regulations and licensing today, this does not mean you are protected from salespersons trying to meet a quota. It might be less expensive to pay for a second opinion.

The reason I am writing this is a customer twice used us because he could not believe the cost if he went with the national company and the bad advice from their salesperson. The salesman wanted to blow insulation in the attic to solve an ant problem.

-David

**We VALUE our customers!**

## Bobcats



In May our wildlife control technicians took an all day course in San Antonio on wildlife provided by the Texas Parks and Wildlife Department. People like to talk about their close encounters with animals and one of the animals is the Bobcat. The class discussed some research that is being done in Arlington and East Ft. Worth with the Bobcats. They are using game cameras and GPS collars on Bobcats for a twelve month period to understand their behavior better. They already know that the Bobcat seems to be active around our rush hour time frames. Their major food source is rodents, not pets.

After twelve months the collars will drop off the animals and then the grad students from TCU will collect the collars and see what the data looks like. As for now, be sure not to leave food outside, do not encourage wildlife populations close to your home and do not believe somehow you are doing them a favor by feeding them. And don't forget we can help you with any pest situation.

**Pest of the Quarter:**  
**Bobcats:**  
87% diet rabbits and rodents  
Active dusk and dawn  
Litters: 2-4 kittens  
Kittens nurse 60 days and will accompany mother through winter.

**If you ever have a possible bug or part of a bug PLEASE save it! That will help us to identify the problem more quickly, target the correct pest and begin treatment sooner.**

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# Attic Party Animals?<sup>sm</sup>

## A-All Friends



**Our parade vehicle**

If you ever look at our facebook page or website under our events page you might have noticed that we have been participating in local parades now for a few years. It is a fun hobby that gives back to the community (as several parade fees are for charities) plus it is just a lot of fun for participants and attendees. David gets to put on his creative hat in designing the parade designs, which have won a few trophies and awards along the way. It also gives us some great stories. So, next time David is out to your home you can ask him about the parades we have been honored to participate in and the sights he has seen along the parade route! And if you've attended any of the those parades thanks for giving us a shout of encouragement and a wave!!



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*Let our operator know when you schedule your appointment.*