

WDO and Pest Infestations

Instructor: Carl Kincaid
Dept. of Agriculture Cert# 102296
Course #920816

615-905-6308

www.getaninspector.com



Why is learning about
bugs important to your
business?

Because Bugs
Break Deals!!

Wood Destroying Organisms (WDO)
require treatment \$ or the loan won't
approve!

WDO can also require repairs \$\$ which at
times you will not know how much until a
contractor starts working! \$\$\$

Pest Infestations require treatment, \$ but
can also take months to accomplish!

Remember, most pest inspectors are in
sales and the shady ones will take
advantage of ignorance if they can! Don't
let them unnecessarily kill your deal!! \$\$\$\$

Subterranean Termites

Termites cause roughly **\$5 Billion** in damage a year

Subterranean Termites are responsible for 95% of the damage

Only 1/32 or 0.03125 of an inch is required to access your home

Tennessee has between 12 - 27 colonies per ACRE



Common Treatment Methods



Bait Stations

Pros

Lower Upfront Cost (\$800-\$1,200)

Always Active

Cons

Mandatory quarterly/yearly fee or you lose treatment

Slow Kill Rate (12-15 months)

Large stations have to be installed every 12-15 feet

Liquid

Pros

Fast Kill Rate (1-3 months)

Long Life Expectancy (12-15 years)

Optional yearly fee with no loss of treatment

Cons

Higher Upfront Cost (\$1,000-\$1,500)

Treatment has to be reapplied after several years

Drill holes must be placed every 18in on abutting slab

Best Brand's in the Industry



Trelona ATBS



Termidor HE



Wood-Boring / Powderpost Beetles

Can cause just as much damage as termites, just slower

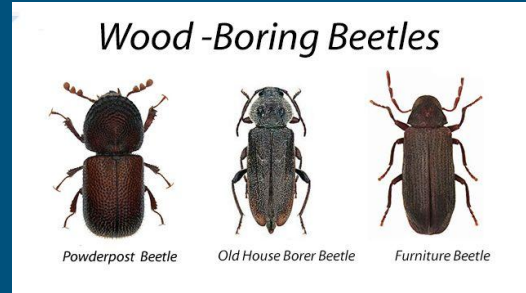
2 of the 3 species are only interested in hardwoods

Must have moist wood, 14% or greater

Anobiid “Deathwatch” Beetle

- Attacks both soft and hardwood
- Will re-infest the same wood

Treatment requires a borate liquid like “BoraCare”



Carpenter Ants

If it's big, it's probably a Carpenter Ant

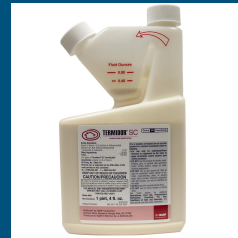
Come in both red and black

Are looking to make a home in the wood, not eat it

Will discard of their dead and wood frass outside of the colony

Treatment requires regular pest control

- Foam, Baiting and Liquid Combination is Best



Carpenter Bees

Spring time pest although can linger into summer

Lays eggs in "Galleries" that woodpeckers drill out

Treatment options include

- Polyurethane Paint or Oil Stain
- Dust & Liquid Seasonally
- Traps
- Re-Seal Holes with CORK First





The Fungus Among Us

What's The Difference Between
Microbial Growth, Fungi, and
MOLD?!?!

What's the difference in a Vehicle, a
Chevrolet, and a Silverado?

Basically Semantics and Specifics

Mold is a type of Fungi, Fungi is a type of
Microbial Growth ***BUT*** not all
Microbial Growth is Fungi, and not all
Fungi is Mold

Silverado= Mold

Chevrolet= Fungi

Vehicle= Microbial Growth

So Again, What's the Difference?

Microbial Growth

Can Smell

Respiratory concern for people susceptible (COPD, Asthma, Allergies, Etc.)

Fungi

Can Smell

Respiratory concern for people susceptible (COPD, Asthma, Allergies, Etc.)

Destroys wood sometimes worse than termites, just slower

Mold

Can Smell

Respiratory concern for all, especially those susceptible (COPD, Asthma, Allergies, Etc.)

Destroys wood sometimes worse than termites, just slower

Can be TOXIC

What Does This Mean for My Sale?

Veterans Loans (VA) will NOT approve the sale if any type of growth is mentioned

Damage may need to be addressed if the growth is extensive

Treatment options involve a borate and mitigation of the moisture source

- Not bleach, it doesn't penetrate so just stop it Bob Vila!
- I recommend Bora-Care with Mold-Care



THI TENNESSEE
HOME INSPECTORS



We can help you determine the species of growth and the quality of air, JUST ASK!

Break Time





RESPECT the Bugs so that you don't GET the Bugs!

German Roaches

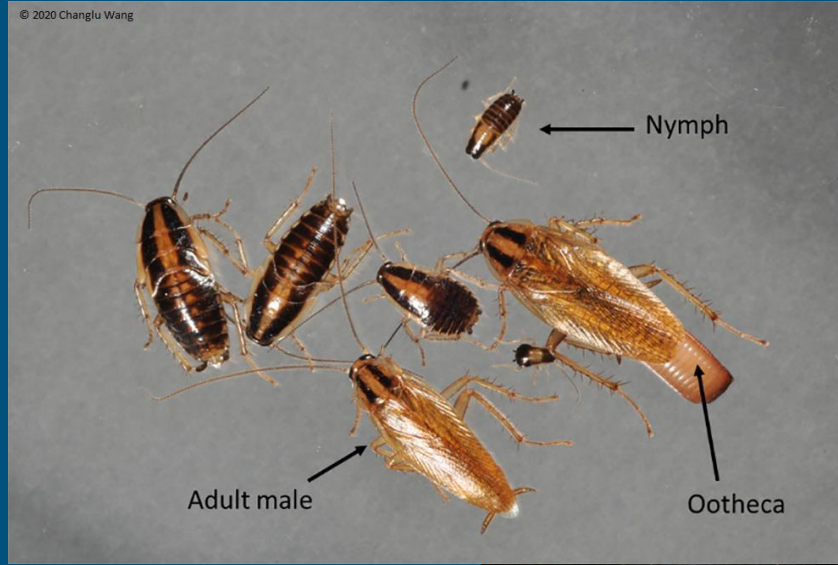
Fastest reproducing species in TN

Eggs contain 30-50 babies, female will lay roughly 35,000 in her life

The smell of their frass can actually **cause** Asthma and it also draws more roaches to the site!

The frass itself contains bacteria, mold, fungi, viruses and worms; some of which are **lethal**

Treatment requires immediate cleaning, professional pest control for at least three months, and more cleaning!

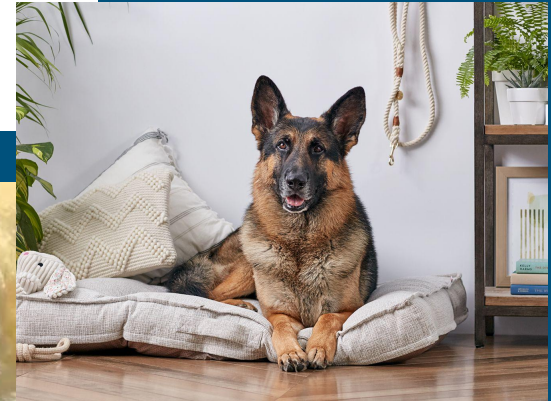


Fleas

Female lays 50 eggs per day up to 2,000 in her lifetime

Spread disease through bacteria like typhus and the bubonic plague, also are known to give tapeworms

Treatment requires a lot of vacuuming and professional pest control for 3-4 months



Bedbugs

Adult female produces one egg per day

Noticeable infestation takes about 5 weeks

“Hitch hiker” species that travel on clothing and can attach to you by only being in the house!

Treatment requires professional pest control and a long painful checklist



Brown Recluse

Distinctive “Ol’ Fiddle-backs”

They do not want to bite you

Most bites come from bedding or clothing, April-Oct

Most people will not have a severe reaction to a bite

Treatment requires regular pest control for more than a year

Monitoring boards are your best friend



A yellow L-shaped graphic consisting of a horizontal line on top and a vertical line on the left, forming an open corner.

Thank You!!

Instructor: Carl Kincaid
Business Development Manager

A yellow L-shaped graphic consisting of a horizontal line on the bottom and a vertical line on the right, forming an open corner.

615-739-8196

thi.ckincaid@gmail.com