

**TDS<sup>®</sup>** **TERMITE DETECTION**  
**SYSTEMS**

**NEWSLETTER**

October, 2010

VOLUME 4 NUMBER 10



**TDS DETECTS**



**HIDDEN TERMITES AND HIDDEN**  
**BED BUGS**

**[www.termitedetector.com](http://www.termitedetector.com)**

**(910)933-4218**

In This Issue

**NEWSPAPER**  
**ARTICLE**  
**SEPTEMBER 28, 2010**

**OUR PROVEN**  
**TERMITE**

**Newspaper article, Wilmington, NC**  
**The Wilmington Star News**  
**September 28, 2010**

**DETECTOR NOW  
ALSO DETECTS  
HIDDEN  
BED BUGS**

**What do you think  
about how TDS works  
on hidden bed bugs?**

**[www.termitedetector.com](http://www.termitedetector.com)**

**HOW TDS WORKS  
WITH TERMITES  
AND BED BUGS**



**THE TERMITE  
DETECTION SQUIRREL  
SEZ:**

**I just had  
triplets and  
boy I am  
tired!**

**Congratulations  
to Woody for**



**“Don’t let the Bed Bugs Bite”**

**Oak Island, NC man's termite  
detector also finds the new  
menace – bedbugs**



**giving birth to  
Huey, Dewey and  
Louie.**

**CONTACT  
SALES  
MANAGER  
Lindsay Moyer  
910-933-4218**



**BUY DIRECT**

- **WE  
INVENTED  
IT**

*Photo by Paul Stephen*

Bill Moyer, president and owner of Termite Detection Systems Inc. in Oak Island, NC holds his device that was originally developed to detect termites. Moyer learned it can also detect bedbugs.

**By Amanda Lisk**  
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From hotel managers to college students across the country – just about everyone is itch'n to solve the recent bedbug outbreak. Now it looks like one Brunswick County man's invention could help crack the case.

Longtime termite damage expert Bill Moyer of Oak Island, NC turned inventor in 2003 with the debut of his Termite Detection System. The unit is able to pinpoint exact locations of termites and has enjoyed steady business over the past seven years, but in the past couple weeks, sales have gone through the roof. The reason: It turns out Moyer's termite detector can also track down bedbugs. “These huge companies that wouldn't give me the time of day before are now calling me four times a day. Big hotels chains are calling us,” said Moyer, founder and owner of Termite Detection Systems Inc. “I'm not sure what's going to happen with all of this, but it's a lot of fun right now.”

It's a craze caused by the sudden reappearance of bed bugs. The National Pest Management Association says there's been a 500 percent increase in bedbug service calls in the past five years. This month in Salisbury, 1,000 Catawba College students were asked to leave their dorm rooms because of the parasitic pests. Moyer says one out of every four hotel rooms is now infested.

- **WE**  
**PATENTE**  
**D**  
**IT**

“You can pick one up at a movie theater and within a month you've got 1,000 of them living in your house,” said Moyer.

Exterminators using Moyer's Termite Detection System for service calls were the first to realize its dual bug-finding capabilities.

- **WE**  
**MANUFAC**  
**TURE IT**

“Took it out and tried it in a house, and sure enough – found bedbugs,” said Brunswick Pest Control owner Rick Murdaugh.

The common denominator is carbon dioxide – the key behind Moyer's invention. Both termites and bedbugs produce high levels of CO2. The termite produces more CO2 than any other living creature. Moyer learned that factoid from a radio show, and it's what led to his creation of TDS. Using rubber tubing and a gas monitor, he designed the unit to locate high concentrations of CO2 inside walls. The discovery that bedbugs give off CO2 as well is proving to be an added bonus and covered under Moyer's original patent.

- **WE**  
**GUARENT**  
**EE**  
**IT**

“As a patent lawyer, you always want to write claims for not only what you know it will do, but perhaps what might be discovered it will do in the future,” said Moyer's patent attorney, Michael Mauney. “Then you say, ‘Aha,’ and feel good for your client.”

To make sure, TDS underwent one year of testing in the lab and in the field with Pest control professionals to prove its bedbug-finding ability. On Sept. 2, 2010 the news that TDS also tracks down bedbugs, where they hide, hit the TDS Inc. newsletter. Then – boom – more orders in one week than the company had all year.

“I don't have time to turn around in the day, so many people ordering,” Moyer said.

“Before it was all visual inspection. We had to roll the sheets off the bed, take off the mattress, and look inside cracks and crevices around the bed. This sure makes it a lot easier,” Murdaugh said.

Moyer says there are now just two things in the world able to detect hidden bedbugs: A trained detection dog and TDS.



TDS units are typically sold to pest control companies, but Moyer is now getting individual orders. One woman from Oklahoma ordered a unit after bed bug detection dogs found nothing.

“She had been eaten up for over a year every night. She checked all round the house and then held it up in the air and it started reacting. The bed bugs had been hiding in her ceiling, so the dogs couldn't find them,” said Moyer. “It’s hard to hold a dog up to a ceiling.”

Videos of the Termite Detection System in action finding bedbugs are now online on the TDS website at [www.termitedetector.com](http://www.termitedetector.com).

“A lot of people say, ‘I thought that was just some old

saying – good night and don't let the bedbugs bite,' ”  
Murdaugh said. “But it's true, they bite! This will be a good tool to have. The faster we can find them, the quicker we can get rid of them.”

On Twitter.com: @StarNewsOnline

### **What our customers are saying about how TDS works on hidden bed bugs?**

- “I got the device at 9am, had a bed bug call at 2:00pm and found the bed bugs with the unit by 4:00pm! I need to order another unit”.
- “We used the TDS device today, the first day we have had it, at a customer’s house. The customer called because she recently returned from a vacation in New York with her family. She thought her daughter had bed bug bites and wanted us to come out and inspect their bedrooms. Upon arrival, we saw an adult bed bug on the mattress. The TDS device allowed us to find the bed bug infestation, which was in the corner of the box spring. Also, bed bugs were found in the night stand top drawer. The TDS alarm went off as soon as the drawer was opened. Without the TDS system, we would have only seen the bed bug on the mattress. The TDS device allowed us to show the customer other areas where bed bugs were not found doing a visual inspection”.
- “Thank you, we used the TDS yesterday and what you said about using the TDS we find true. Bed Bugs that were in plain view did not give off a beep. However, we did find Bed Bugs behind floor molding and in a couch”.
- “Took it out and tried it in a house, and sure enough – found bedbugs.”



- “Before it was all visual inspection. We had to roll the sheets off the bed, take off the mattress, and look inside cracks and crevices around the bed. This sure makes it a lot easier,”
- “A lot of people say, ‘I thought that was just some old saying – good night and don't let the bedbugs bite, But it's true, they bite! This will be a good tool to have. The faster we can find them, the quicker we can get rid of them.’”



**First and foremost TDS is the very best high tech tool on the market for finding hidden termites.**

**Since 2003 our quest has been to constantly use new**

**innovative technology to  
improve our termite detection  
capabilities.**

**WATCH TDS IN ACTION**  
**[www.termitedetector.com](http://www.termitedetector.com)**

**Termites are our business, but  
the current pandemic of bed  
bug infestations, has prompted  
several of our termite  
detection customers to call and  
let us know that their TDS  
unit seems to also be detecting  
hidden bed bugs**

**Our customers told us that their  
TDS unit was sounding a very  
short two or three beep alarm  
when the probe was held near a  
confined area where there were  
hidden Bed Bugs. This prompted  
us to start testing TDS with live  
Bed Bugs both in the field and in**



**the lab. The results from our tests showed that our customers were right.**

**“Our customers are always right”.**

**TDS does seem to indicate hidden Bed Bugs in an enclosed space.**

**TDS reacts differently when it is near Bed Bugs than it reacts when it is near Termites. When Termites are present the TDS alarm will sound continuously for ten seconds. This is due to the large amount of Carbon Dioxide Termites produce from their constant digestion of cellulose material that builds up in confined wall areas. Bed Bugs also produce Carbon Dioxide from their digestion of blood, but usually there is no place for the CO<sub>2</sub> to accumulate as it does with termites and they do not produce even a fraction of the amount that termites produce.**

**The TDS Unit has the most powerful CO<sub>2</sub> Containment**

**Sensor in the world and this enables it to detect the tiny amount of CO<sub>2</sub> produced by a cluster of hidden Bed Bugs. When the TDS unit is placed in the high sensitivity mode it will react to a group of several hidden bed bugs with a double or triple beep sound when the probe gets near the confined area in which they are hiding. If there is a very large mass of bed bugs in a confined area then the alarm will sound with multiple beeps.**

**Try TDS out on your next bed bug inspection and you will see that it is a very useful tool not only for termites but to give you a little more confidence to be sure you find all the bed bugs as well.**

**IT ALL STARTS WITH A**

**PHONE CALL  
(910) 933-4218.**

**[bill@termitedetector.com](mailto:bill@termitedetector.com)**

**Our state of the art Termite  
Detection System has been the  
least expensive and most accurate  
termite detection equipment on  
the market since 2003!**



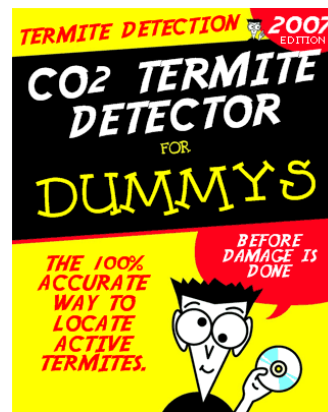
**NOW TWO GREAT  
TOOLS FOR THE**

# **PRICE OF ONE**



**NOW IS THE  
TIME TO ACT!**

**WHETHER YOU ARE  
HUNTING FOR HIDDEN  
TERMITES OR BED BUGS  
WITH TDS YOU CAN BE SURE  
THAT YOU KILLED THEM  
ALL!**



**No special training is needed!**

**It comes ready for you to turn it on and start inspecting as soon as it arrives.**

**Make the investment that will bring you more business and give you the edge over the other PCO's in your area.**

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**CHECK OUT OUR  
CUSTOMER  
VIDEOS**

**[www.termitedetector.com](http://www.termitedetector.com)**

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*A new survey by NBC News found  
that one out of four hotel rooms  
are now infested with Bed Bugs.*

**HOW TDS**

# **WORKS**

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## **THE STEP BY STEP PROCESS**

### **TO DETECT TERMITES:**

Termites produce more CO<sub>2</sub> than all other living things combined from their digestion of cellulose.

### **TDS Detects All Species of Termites.**

**Subterranean, Dry wood  
And Formosan Termites**

With the unit in the HIGH SENSITIVITY SETTING slowly move the probe along the baseboard. the alarm sounds every time the probe passes a certain point this

**will indicate termites in that area of the wall.**

*this method is 85%-90% accurate, about as accurate as a Termite Dog.*

**To be 100% certain of an infestation, you then set the TDS unit to the lower SENSITIVITY SETTING, with the small probe attached, and make a needle size hole at the top of the baseboard in the caulk line where the termites are indicated and insert the probe. The TDS can pick up a termite infestation within a five foot area.**

the alarm continuously sounds for about ten seconds once you insert the probe, you have verified the termite infestation with 100% accuracy. (A dab of caulk after testing will make the needle size test hole disappear).



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# **THE STEP BY STEP** **PROCESS** **TO DETECT HIDDEN** **BED BUGS:**

**Your TDS unit will react differently when the probe is near hidden Bed Bugs than it reacts when it is near a Termite infestation. When Termites are present the TDS alarm will sound continuously for up to ten seconds. This is due to the large amount of Carbon Dioxide Termites produce from their digestion of cellulose material that builds up in confined wall areas.**

**Bed Bugs also produce Carbon Dioxide from their digestion of**

**blood; however usually there are fewer bed bugs than termites, termites will produce more CO<sub>2</sub> than bed bugs and there is no place for the CO<sub>2</sub> to accumulate as it does with termites inside of wall cavities. There are exceptions to this rule.**

**Any trained technician can spot bed bugs on sheets or under a mattress. They can see tiny blood stains and find dead bodies of bed bugs in the bedding. They will usually know when there is an infestation. TDS can be another tool to help let them know when they have killed them all.**

**As sensitive as TDS is, one or two bed bugs out in the open, will not produce enough CO<sub>2</sub> to even register on our equipment. We know this from our test results. There must be several bed bugs and they must be in a confined space for a period of time.**

**When bed bugs hide it is usually in confined spaces. After a few hours in these spaces the CO<sub>2</sub> they produce builds up enough for it to register and our Bed Bug detector will indicate their presence by activating a series of alarm beeps. How many alarm beeps depends on how many bed bugs are in this confined hiding space and for how long they have been there.**

**When checking for bed bugs in drawers, wall cracks, floor cracks and gaps, electrical outlets or in cabinets you will find that the alarm will sound since the CO<sub>2</sub> is allowed to build up in these confined spaces over a period of time. Due to the small amount of CO<sub>2</sub> the bed bugs produce the alarm will sound only once and then they will have to build up more CO<sub>2</sub> for a period of time.**

**TDS can help you determine where to target your treatment and also help determine if your treatment is successful.**

**Your TDS Unit is equipped with the most powerful CO<sub>2</sub> Containment Sensor in the world and combined with a small vacuum pump to constantly draw in air samples. This enables the unit to detect the tiny amount of CO<sub>2</sub> produced by just a few hidden Bed Bugs.**

**We recommend when testing for Bed Bugs that the included 12” probe extension be used to prevent the operator’s breath from reacting with the unit. The unit should be in high sensitivity mode when testing for Bed Bugs and it will pick up the operators exhaled breath if not kept a distance away. A dust mask should be worn until the operator gets used to the unit.**

**In the high sensitivity mode the unit will react to a pocket of hidden bed bugs with a double or triple beep sound when the probe gets close to their hiding space. If there are a large amount of bed bugs in the same space then the alarm will sound with multiple beeps.**

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**Each unit consists of the CO2 Termite/Bed Bug Detector with a filtered probe, a rechargeable battery with AC/DC chargers, 2 inch wall probes, a 12 inch probe, head phones and an impact resistant carrying case.**

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