



*ADVANCED TERMITE CONTROL, INC. IS A LOCAL, FAMILY OWNED  
AND OPERATED FULL SERVICE PEST CONTROL COMPANY  
PROVIDING HIGH QUALITY SERVICE TO BOTH RESIDENTIAL AND  
COMMERCIAL CUSTOMERS IN THE PA AND MD AREAS.  
WE SPECIALIZE IN NATURAL PRODUCTS AND SERVICES.*

**LET OUR FAMILY PROTECT YOURS!**

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Learn more by visiting [www.atcpestcontrol.com](http://www.atcpestcontrol.com)

# Hello and welcome to Advanced Termite Control, Inc.

It is with great pleasure that we introduce you to our family-owned and operated, full-service, GREEN PEST CONTROL COMPANY. We will strive to provide you with the highest level of customer service in our industry, by presenting you with several service options, that will undoubtedly make your life a little bit easier and greener.

ATC was designed exclusively to improve customer care and by adding a new, state-of-the-art scheduling software and hardware system, your scheduling will be fast and accurate. ATC is now paperless so we are easily able to record notes and store an extended, detailed history within our system and we're doing our part for the environment, too!



**ATC continues to use the GREENEST, low-risk materials available on the market today.** We are constantly researching materials and improving our techniques to provide a safe and pest-free environment for your family and home. Mr. Bryan Guderjohn (CEO) designed a custom, Injecto-matic for treating termites, which enables us to protect all of our termite customers with the most accurate applications possible. It completely removes human error and allows us to accurately apply Altriset directly to the termites.

ATC is highly supported by the most reputable suppliers and experts across the country. We are certified and licensed in each category for our industry and we carry the highest coverage in insurance for every home under our protection.

ATC is a debt-free company. It is important to us to manage our company in a responsible manner to ensure that we will remain effective in protecting your family and home for many years. We take what we do very seriously at Advanced Termite Control and pride ourselves on providing the highest quality service possible. We are growing our business, "one customer at a time," and each of you are important to us and critical to our success. We ask that you let us know if we can do anything to improve our commitment to you. It is a privilege to service your home and we, at ATC, thank you for allowing our family to protect yours.

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## Our Radio Show: What's Bugging You?



Tune in every Saturday from 5:00-6:00 pm local time to 680AM where ATC Pest Control experts Bryan Guderjohn & Ashley Almony answer all of your pest control questions.

If you have a pest that needs identification or questions about a certain material to use, they've got your answer. This father and daughter team will guide you to the proper way of dealing with your pest issues whether you are doing it yourself or seeking a professional.

Call in and tell them "What's Bugging You?" and enjoy the show!

**WCBM 680 AM Saturdays 5-6 pm**

**410-922-6680**

# The ATC Pest Control Family & Team

## **Caryn Guderjohn** *(Mom Mom)* President



Caryn Guderjohn (MOM MOM) has been happily married to Bryan for 25 years. As a stay-at-home mom to their three wonderful children, Ashley, Tyler and Christopher, Caryn's insights and views as a consumer highly benefit the company in its marketing and product selection. Her abilities range from managing the financial and accounting responsibilities to maintaining our Human-Resources Dept.

## **Bryan Guderjohn** *(Pop Pop)* CEO



Bryan is a state certified pest control provider in PA, MD, and VA. He is also recognized as the International Chief Bird Engineer and performs Commercial Bird Control Services all over the world. His work ethic is easily proven by his successful career in pest control and he has always dreamed of a legacy that he would be able to offer his children. His belief in presenting a valuable service to a clientele in need keeps him grounded in his position but with a constant drive for improvement. Bryan is also our radio personality for our weekly radio show, "What's Bugging You" on WCBM 680AM. The purpose of this show is to give back to our community and to let everyone know that there is a company out there that cares about quality and integrity. Bryan also proudly served in the Army for 12-years, making ATC a Veteran-owned and operated company.

## **Kristi Matthews** Office Manager



Kristi Matthews is Caryn's sister and is celebrating her 7th year with us as our Office Manager. Her extensive background in customer service enables her to build exceptional relationships between our many valued clients and our growing company. Kristi is one of our Thermal Remediation Specialists and heads our Bed Bug Division. She speaks with every client, answering all questions and alleviating concerns. No other company in our industry provides their customers with this level of personal commitment during such a stressful time. She and her husband, Dan have two beautiful children, our niece, Savannah (11) and nephew, Dylan (8) and they all live just outside of New Freedom, PA.

## **Ashley Almony** Assistant Manager



Ashley Almony is the eldest of the Guderjohn children and a college graduate. She is certified in Thermal Remediation, is a graduate of the Purdue University Entomology program and is licensed in PA and MD. She has also completed her 3-year training program, performs pest control service and has aspirations of running the company one day. She joins her father every Saturday at 5pm-6pm on WCBM 680AM for ATC's radio show, "What's Bugging You?" Her commitment to providing the highest quality of customer service is second to none. She is also in charge of our "Do It Yourself" division. Not everyone wants or needs professional pest control and can do certain treatments themselves. Ashley puts together custom kits to match our customers' needs and sends it right to their door!

# The ATC Pest Control Family & Team



**Matt Almony**

*Operations Manager*

Matt Almony is our Operations Manager and performs thousands of services each year. He is a graduate of the Purdue University Entomology program and holds certification in both bed bug and termite control. He is also licensed in PA and MD. Matt's drive to maintain the highest quality service possible, allows him to be loved by all of his customers. Matt is a huge Ravens fan and enjoys bowling. He and Ashley were married in October of 2012 and are the proud parents of Jaxon



**Tyler Guderjohn**

*Senior Technician*

Tyler is our Primary Termite Technician and is certified in Advanced Termite Solutions as well as Thermal Remediation and Bird Control. He is a graduate of the Purdue University Entomology Program and travels the world with his father performing bird work. Tyler is licensed in PA and MD. He enjoys his car, a 2014 Ford Mustang GT with many modifications. He also earned his motor cycle license.



PRESIDENT OF THE TOO CUTE  
DEPARTMENT

**JAXON W. ALMONY**

*BORN 2/10/15*

*TO MATT AND ASHLEY ALMONY*



**Holly Klingmeyer**

*Scheduling Coordinator*

Holly joined our team in November of 2015 and she and her adorable 1 year old daughter Lexxi, have fit right into our family. When she is not scheduling our customers, Holly is a lot of fun and loves playing pool, hitting the casino and relaxing on the beach. We hope she survives our busy spring and settles in for a long future with us!



**Chris Guderjohn**

*Sales Service Technician*

Christopher is licensed in PA and MD. He is a graduate of the Purdue University Entomology program. He has extensive computer skills and we recognize Chris as I.T. for our offices as well as Webmaster. He is the youngest of the family. Chris performs inspections for new customers. He is also a member of BNI. He is also our lead technician for thermal remediation treatments. Chris plays drums in a metal band.

Learn more by visiting [www.atcpestcontrol.com](http://www.atcpestcontrol.com)



# ANNUAL PROTECTION PLAN

Finally, a program that makes sense! Simply put -- You're covered! Our Annual Protection Program is the most advanced, comprehensive and effective program offered by any other company, period! Here is what you get...Once per year, you will receive a very detailed treatment using the most advanced materials available. Your entire home, inside and out, will be inspected and treated like never before. Every crack and crevice will be treated using the latest state-of-the-art materials designed to provide a pest-free environment all year round. Your attic, soffits, crawl space and other areas (typically not treated) will be. Scheduling only once per year is way more convenient than 4 times each year on our quarterly cycle and no more missed appointments or additional material fees! You will be protected against ants, mice, bees / wasps, hornets, carpenter ants, crickets, spiders, flies, roaches, stink bugs, silverfish, earwigs, moths, rats, clover mites, spring tails, fleas, ticks, cicada killers and many more.

You will also be covered for *termites*. Yes, that's right, *termites*! If termites ever show up, you are covered 100% for treatment. ATC will perform the most advanced termite treatment at no cost to you. In the event, that you move or refinance your home, ATC will provide a Wood Destroying Insect Report (WDIR) at no charge within 30-days of settlement. The warranty continues with the new owners. Each year your home will be inspected using the latest in thermal scanning technology. This is better than any termite monitor or inspection service offered anywhere. With the thermal imager we can see termites in the structure earlier than ever before.

Also included in this service is ATC's exclusive Bed Bug Insurance. With bed bugs showing up everywhere and everyone at risk, you never know when you might need treatment. Bed Bug Insurance states that in the event your home becomes infested with bed bugs, you will be treated at a substantially reduced rate. 50% less to be exact! ATC uses Thermal Remediation to kill 100% of bed bugs with one treatment. See our bed bug page for more details.

## FAQ:

- Q** — What if I have pest issues during the year.
- A** — You're covered. Simply call or email us and we are on the way to treat your issue at no charge.
- Q** — Are the new materials safe for my family and pets?
- A** — Yes. As always, ATC only uses the highest quality materials and safely applies them.
- Q** — How long should the treatment take?
- A** — The average home will take about 2-hours to treat in its entirety.
- Q** — If you or I find termites, what happens?
- A** — Simple. ATC will treat the termites inside or out using the most advanced materials and procedures. Not only will it cost you \$0.00, it will be covered for as long as you keep your Annual Protection Program.
- Q** — Do I or ATC remember to renew my Annual Protection program each year.
- A** — ATC will notify you by phone and email well in advance to renew. You don't have to remember anything.

[www.atcpestcontrol.com](http://www.atcpestcontrol.com)

1-866-930-4282

## I WANT ATC's Five Star Residential Program

Your initial start up service  
for the first year is:

\$ \_\_\_\_\_

Then

\$ \_\_\_\_\_

(per year after).

Residential only  
(PRICE SUBJECT TO CHANGE)

BED BUG INSURANCE  
DEDUCTIBLE PER  
TREATMENT

\$ \_\_\_\_\_

### PESTS COVERED

Termites, ants, bees, mice, spiders, crickets, fleas, ticks, roaches, carpenter ants, flies, clover mites, spring tails, cicada killers, hornets, yellow jackets, wasps, carpenter bees, silverfish, earwigs, stored product pests, moths, carpet beetles, rats, bed bugs, powder post beetles, snakes, spouse, neighbors, small children & anything else we forgot.

Separately,  
this program would cost you:

Quarterly service \$620.00/year  
Termite warranty \$345.00/year  
Bed bug Insurance \$343.00/year  
Total \$1,308.00/year

Remember, any time you have a pest issue, inside or out, you're covered.  
Simply call us and we will take care of it at no additional cost to you!

# TERMITE SOLUTION: "The Most Advanced Termite Treatment"

We are termite solution experts providing the most advanced termite protection available. We use the highest quality materials and equipment to achieve total control, guaranteed! ATC uses Altriset (WHICH IS NONTOXIC TO HUMANS AND PETS) or Termidor around the entire perimeter of your home to provide 100% colony elimination. A computerized, injection system is used to eliminate human error from mixing. The injecto-matic is the most advanced way to inject termiticides. No contamination, no guessing on the right amount to mix and it's always accurate. Using the most advanced thermal imager, allows Advanced to pinpoint the exact location of your termite infestation without opening your walls or guessing, saving you thousands in repairs. Advanced is different than most companies. We don't just treat houses for termites, we kill termite colonies in your house. This method is the most advanced approach to protecting your home. We use a combination of all existing treatment methods to protect your home from termites. No short cuts with us.

We do it right the first time! **ATC HAS NEVER HAD A RE-TREATMENT IN 24 YEARS!**

## Two warranty options are offered:

**OPTION ONE:** An annual inspection and warranty. The inspection is performed during the warmer months. Your warranty renews in January each year.

**OPTION TWO:** Your home will be placed on our Annual Protection Program. Once a year your home will be treated and protected against all pests. Your termite warranty will be included. You will receive free service for any pest issues all year.

Your total investment for this high quality service is:  
\$ \_\_\_\_\_ .(Plus tax in PA). Or  
\$ \_\_\_\_\_ CASH.

Option One: \$345.00 starting next year for an annual termite only.

Option Two: \$ \_\_\_\_\_ Annual Protection Program including termites and all other pests with free service calls all year.

Your scheduled treatment date is:

\_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_  
TIME: BETWEEN \_\_\_\_\_ AND \_\_\_\_\_

**\*WE ACCEPT CASH, CHECK, VISA AND MASTER CARD. TO RECEIVE A CASH DISCOUNT, YOUR PAYMENT MUST BE IN CASH.\***



**WHY ALTRISSET?** It stops feeding in hours, not months and it's better for the environment!

**IT'S NON TOXIC TO HUMANS AND ALL PETS!**

Altriset works by paralyzing the mouths of termites within hours of ingestion, stopping further damage.

## THE PROCESS:

After a detailed inspection, we dig a small 6"x6" trench around the outside perimeter of your entire home. We then inject Altriset/Termidor into the ground to the top of the footer or 4'. Once this is complete, we fill the small trench with Altriset/Termidor then cover the trench back up. Front porches, back porches and slabs of concrete are drilled every foot against the structure and Altriset/Termidor is injected beneath them. The holes are skillfully sealed with hydraulic cement to provide a waterproof seal. Now it's time to treat all of the exposed wood in the basement/crawl space of your home.

Termites eat the sugar (cellulose) in wood. Treating the wood with an all-natural mineral changes the sugar in the wood to a salt. This will prevent termites from eating the wood. There is no odor and you do not need to leave your home. We also offer Termidor Dry and foam for areas inside or sensitive areas of your home.

We are a paperless company, so we contact you via e-mail to schedule and renew your warranty. You can renew your warranty for a lifetime and it will stay with your home if you move.

All renewals are renewed in January of each year regardless of when your treatment was performed. You must renew your warranty to be covered.

## DID YOU KNOW?

When comparing termite companies, most consumers get confused by the price difference between them for what seems to be the same treatment. It's not the same. Most companies will use a lesser rate of material to save them money and provide a lesser quality treatment to your home. Some companies only spot treat your home, which is unethical. ATC uses only the highest rates allowed and treats the entire perimeter of your home. No short cuts, no gimmicks, just the highest quality service possible. ATC does not have sales people. Those who perform your inspection also perform the termite work. This way, you get straight answers to your questions. Our treatment may seem more expensive than others but it's actually less in the long run. Compare the rate of the material being used. If you're looking for the cheapest price, we are not for you. If you want the best possible solution and value for your money, then look no further.

ATC has never had a re-treatment, damage claim or lawsuit in its 25 year history. ATC uses a thermal imager which allows us to see inside the walls to pinpoint the exact location of the termites. Performing research of potential termite companies is a great way to see what kind of service to expect. ATC has a "A+" rating with the Better Business Bureau and a 5-out-of-5 star rating with Service Magic and Home Advisor and an A+ rating on Angie's List. We also have our very own radio show "WHAT'S BUGGING YOU" Saturdays 5-6pm on WCBM 680 AM.

# RESIDENTIAL PROGRAMS & SERVICES

## One-Time Corrective Service

Just looking for a quick fix? We can do that by offering a one-time corrective service with a **60 Day Warranty**. We treat just what you want and that's it! You have peace of mind and we are just a phone call away if you need us. Don't forget, paying with cash saves you money. You are still considered a valued customer, so you will always receive friendly, professional service.

### One-Time Corrective

\$ \_\_\_\_\_ Or

\$ \_\_\_\_\_ CASH.\*

## Bed Bug Insurance

Annual investment \$343.00  
A \$ \_\_\_\_\_ deductible  
per treatment applies.  
[Residential only]

## Bed Bug Insurance

This is truly a unique service offered only at ATC Pest Control. Whether before you have bed bugs, or after a bed bug treatment, you can purchase insurance to reduce the cost of any future treatments. This protection is transferable and follows you if you move within our service area.

## DID YOU KNOW: ATC USES ECO-FRIENDLY MATERIALS

ATC Termite & Pest Control has always been ahead of every other pest control company when it comes to quality materials and programs that are reduced risk. It is our responsibility to protect the environment, your home, family and pets from pests in a responsible manner. Going green is not just a phrase, but a way of life. We, as a company, have embraced this way of life and are passing it onto our customers. We use low-risk materials that only target the specific pest that concerns you and your family. (No more harming the good bugs out there like honey bees.) Most of these materials are exempt from the EPA because they are such low risk materials and some are even food grade products. Our termiticide is devoid of signal words on the label such as caution, warning and danger. This is the most advanced, low risk, termite treatment in the world. ATC is the only company that uses Altriset in a computerized injectomatic that is so precise, it accurately prescribes 5 parts per million into the soil all the way around the entire outside perimeter of your home without termites detecting it. No cutting corners with ATC!

## Attic Insulation



ATC spends a lot of time in your attic. We can see if your insulation needs to be updated to keep your energy bill down as low as possible. With our no mess application technique, we can have you comfortable in just one day. Call us or ask your technician to give you a free estimate. Your total investment is

\$ \_\_\_\_\_ . (CASH) \$ \_\_\_\_\_

## Crawl Space Encapsulation



We can take your dirty, moldy, smelly crawl space and transform it into a clean, functional and safe crawl space which drastically improves your homes efficiency and reduces energy costs. Encapsulating your crawl space will reduce moisture, odors, mold and pests. We even treat all exposed wood to prevent mold and termites. We also install or replace your insulation in your attic. This service increases your home's value and saves money on your utility bills. Your total investment is

\$ \_\_\_\_\_ . (CASH) \$ \_\_\_\_\_

# BED BUG PROTECTION PROGRAM



## YOU KNOW YOU HAVE BED BUGS

Bed bugs won't go away on their own. Spraying any type of insecticide is the worst thing you can do. Bed bugs are resistant to all pesticide and spraying for them will only cause them to scatter and wait for the material to fade away – and they can be harmful for your family's safety as well as your pets. Be careful on the internet, so many gimmicks just trying to take your money. ATC has removed all of the guessing and unknowns for bed bug treatments. ATC uses the most advanced bed bug treatment in the world, period. Thermal Remediation (heat treatment) is the only proven method to kill all bed bugs and eggs with just one safe treatment. The treatment slowly heats your home to 135 degrees killing not only bed bugs but mold, mildew, dust mites, flu and cold germs. **ATC has performed thousands of these treatments with 100% results. We are so confident in our ability, we back our treatment up with a 1-year warranty, bed bug insurance and deductible which can be renewed each year.** You don't have to live out of trash bags. You will never need to throw away ANY of your furniture. ATC is so committed to this treatment, once we are done the treatment we schedule Kore K9 to come to your home and provide a full independent K9 bed bug inspection as part of the treatment. If the K9 finds anything, ATC will return for another treatment at no charge.

## NOT SURE IF YOU HAVE BED BUGS?

Just the thought of bed bugs can make your skin crawl. Have you had them before or know someone who has? Do you see blood spots on your bed sheets and pillows? Do you see bugs in your bed or furniture? Do you have bite marks on your body with no explanation? If you said yes to any of these questions then it's time to put your mind at ease. Having a person inspect for bed bugs is a complete waste of time. Humans are only 30% accurate finding a bed bug infestation. You could have them for 6-months without seeing any. Only 30% of people show an allergic reaction to the bed bug saliva. The only way to be sure if you have bed bugs is to have a properly trained K9 and handler inspect for them. ATC has partnered with the world's best K9 bed bug detection company, **Kore K9**. Their **dogs are specifically trained to find bed bugs in every stage of their life cycle**. If Kore K9 inspects your home and your confirmed clear – you'll receive a certificate stating you are bed bug free. In the event that bed bugs are discovered, the dog's handler will confirm the location and an inspection report is sent to ATC Pest Control to schedule a bed bug treatment, and we'll take care of you from there.

*ATC HAS JOINED FORCES WITH KORE K-9 FOR THE MOST EFFECTIVE BED BUG TREATMENT!*

## CREDIBILITY AND ACCURACY

Kore K9's goal is to maintain a world class bed bug K-9 scent detection program. Kore K9 only deploy canines having achieved 1600 hours or more of specialized training on how to detect and indicate viable bed bugs, at every stage of their life cycle. K-9 Unit team handlers will also provide continuous training to keep the dogs sharp and focused. While no bed bug inspection can be 100% accurate, the use of a **highly trained K-9 bed bug inspection team is the most accurate means of detection available.**



## HOW DOES A K-9 UNIT BED BUG INSPECTION WORK?

K-9 bed bug detection dogs use their keen sense of smell to detect the odor of live bed bugs and viable bed bug eggs. The Kore K-9 unit dogs are trained on a toy reward philosophy. This means that if the K-9 "alerts" (a special action specific to each individual dog's training) it will be rewarded with a toy by the K-9 handler. The area or areas where the K-9 "alerts" will be documented for further inspection by the handler. Thereafter, Kore K9 professionals will focus on the physical evidence of bed bugs in order to develop a successful treatment strategy, with the intent to completely eradicate bed bugs where they are identified. The client will then be given a fully documented inspection report that will then be given to ATC Pest Control and your thermal remediation treatment scheduled. Once ATC pest control performs your treatment, Kore K9 will return to confirm if all of the bed bugs are dead as per ATC warranty.

## CONFIDENTIALITY

Like ATC, Kore K9 understands your privacy is of utmost importance -- client confidentiality is a top priority. Kore K9 professionals will maintain your privacy from the very first contact and in all practices and procedures during the normal course of doing business with you. To that end, they take every relationship seriously and will extend their policy of confidentiality to all of our clients. This service is available in PA, DC, Maryland and Northern Virginia; contact us today to schedule your K-9 Bed Bug Inspection.

[www.atcpestcontrol.com](http://www.atcpestcontrol.com)

1-866-930-4282

## ADDITIONAL SERVICE REQUESTS

From time to time, you may find that you have a pest issue in-between your regularly scheduled annual service. Just call our office and tell us what's going on. You will be happy to know that you are covered for additional service requests between your annual service at no charge. In order for us to help you in the most efficient way possible, let us know what type of pest you are seeing and where. If possible, save us a specimen or leave them where they are so that we may identify the pest and quickly and accurately resolve this issue for you. And, for outside service requests, you don't even need to be home!

## \$ WAYS TO SAVE MONEY \$

Did you know that if you pay for your pest control 2 or more years in advance, you will receive a 10% discount. Remember, if you send in your payment, a \$15 billing fee will apply. To avoid this unnecessary fee, please pay your technician at the time of your service and if possible, try not to use a credit card. While accepting credit cards is certainly convenient, there are many fees associated with each transaction that may be reflected in service price increases. Scheduling your service on time allows

Advanced to maintain good control of your pest control issues. When you are late for a service, it becomes necessary to use more materials and the additional cost may result in a price increase for your service. Also, you can receive \$10 off of your next service just by sending in a letter of recommendation, testimonial or interesting or funny, "pest story".

## ATC'S SERVICE AREA REFERRAL PROGRAM

The most effective way for us to grow our business is to ask our many valued customers for referrals. To encourage this, we offer \$50 off your next service and \$50 off of your referrals service for each referral that signs up with our company. Ask a friend, family member, co-worker or neighbor if they need any pest control services and if they tell us you referred them. It's our way of saying thank you.

## WE WANT YOUR STORIES!

Do you have a great pest story? Did you have a good service experience that you want us to know about? Send it to us! We will read it at our meetings and may include it in our next newsletter or on the radio show.

Josie D. from Abingdon wrote:

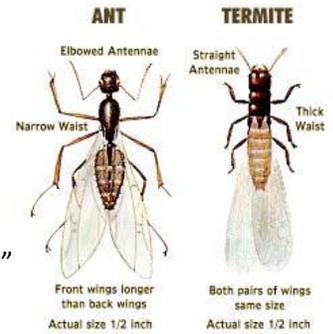
"I've been meaning to call you after the last visit I had from your company. Matt was the tech who came out and he did an exceptional job. He was very knowledgeable and thorough in his search of pests and bees inside and around the property. He is an exceptional employee and I feel very good about choosing Advanced Termite over my old company."

## FLYING ANT OR TERMITE SWARMER?

Here's how you can tell.

Still not sure?

Give us a call or mail the insect to our office. Feel free to do that with whatever's "Bugging You."



## WHAT'S BUGGING YOU

Join us on our very own Radio show every Saturday 5pm to 6pm on WCBM 680am. where we answer live questions about service and all types of pest treatments.

You can call in at  
410-922-6680



## CONTACT US

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