# 1101A/1116: New Fumigation Sales Using Sub-Contractor Labor

1100: All Sales Policies · https://milo.masseyservices.com/docs/1101a-new-fumigation-sales-using-sub-contractor-labor/

**Section:** Sales
**Subject:** New Fumigation Sales Using Sub-Contractor Labor
**Approved by:** Tony Massey
**Effective Date:** 1 June 2013
**Last Reviewed Date:** 12 May 2018
**Policy Owner:** Vice President of Business Development

## Policy

### Overview

Massey Services uses sub-contractors to provide fumigation treatments for our customers. It is the responsibility of Massey Services personnel to make the initial contact with the customer, sell the service and complete all the necessary paperwork. Additionally, it is the responsibility of Massey personnel to arrange for a fumigation sub-contractor to do the work, make certain the sub-contractor provides a quality fumigation service and ensure the customer’s satisfaction in order to guarantee a long-term relationship with the customer.

The following are the steps required when selling fumigation services and utilizing a sub-contractor to provide the fumigation treatment.

All fumigation sub-contractors must be selected and used in accordance with Massey Services policy and procedures.

## Sales Inspector Responsibilities

1. The Sales Inspector must ensure that the following steps are taken and paperwork is completed for every new fumigation sale. At the time of the sale:

2. Thoroughly inspect the entire building.
3. Graph the structure(s) to be fumigated. (see instructions for graphing)
4. Complete the Graphical Analysis.
5. Accurately measure the structure. (see measuring instructions in Chapter 500 of the Service Management Operations Manual)
6. During the presentation ensure the customer fully understands the bare and exposed wood in the attic and/or crawl space will be treated with a topical spray at no additional cost to the customer. This is done after the fumigation and will act as prevention in the future.
7. Complete the Proprietary Checklist for Drywood Termites and utilize it during the presentation with the customer. (See instructions for completing the
8. Proprietary Checklist below)
9. Review in detail with the customer the Fumigation Preparation List for Vikane (MS-063) to ensure the customer fully understands what to expect and what is required prior to and after the fumigation. Obtain their signature and leave them a copy.
10. Complete the Service Agreement and obtain the customer’s signature.
11. Complete and have the customer sign the Fumigation Service Affidavit (MS-062). Obtain their signature and leave them a copy.
12. Provide the Dow Fact Sheet for Vikane Gas Fumigant to an adult occupant of the structure. This is a requirement of the Vikane label. Copies of the fact sheet can be obtained on the G drive.
13. Call the fumigation sub-contractor and schedule the fumigation treatment while at the customer’s property.
14. Make arrangements with the customer for the fumigator to receive keys to the property.It is the law that the fumigator be in possession of the keys to the property during the fumigation period.
    1. The Massey Inspector should be present for the transfer of the keys.
    2. The customer should personally give the keys to the fumigator when they arrive at the property to start the set up with the Massey Inspector present.
    3. If necessary, and if it is not possible for the owner to give the keys to the fumigator, Massey personnel can take possession of the keys and give them to the fumigator when they arrive to start the job.

4. The Inspector should pre-arrange with the fumigator a time when the customer can regain possession of the keys and re-enter the home. The Massey
5. Inspector should be present at this time.

15. Complete the Start Sheet (MS-131). It is not necessary to enter the Price or the Amount Collected on the Start Sheet for fumigations.

## After the initial sale

1. Fumigations are usually scheduled days or even weeks in advance. In the interval before the fumigation isscheduled, go to the property and follow up with the Customer to ensure the Customer has complied with specialinstructions, such as trimming back landscaping, moving fences, raking back mulch, etc. These things must becompleted before the fumigator arrives on the treatment date.
2. The Sales Inspector must call the customer the night before the fumigation is scheduled.
    1. See if the customer has any questions.
    2. Confirm the schedule.
    3. Make sure the customer understands the key arrangements.
    4. Ensure that all preparations will be completed by the time the fumigator arrives to start the set up (including the bagging or removal of food items, etc.).
3. Be at the property when the fumigator arrives to start the setup.
    1. Introduce the fumigator to the customer.
    2. Help with any final preparations that may not be completed.
    3. Witness the fumigator receiving the customer’s keys.
    4. Canvass the area for new sales leads.
    5. Witness and confirm that the actual fumigation (i.e. that gas is being shot) has begun; this is the requirement to post the work.
4. Go by the property the next day to ensure everything is going right at the property. This especially important if there is bad weather (heavy storms, very windy, etc.) to see if there are any problems with the tent.

    1. Immediately contact the fumigator if the seal of the tent has been compromised and make sure the fumigator takes the correct steps to ensure that a proper fumigation service is provided to the structure.

5. Meet with the customer at the property the day the fumigation is complete and cleared for re-entry by the fumigator:
    1. Be present for and facilitate the returning of the keys to the customer.
    2. Answer any questions they may have.
    3. Ensure that they are satisfied with the treatment and service provided.
    4. Collect any outstanding balance due.
    5. Complete and obtain their signature on the Completion Certificate (MS-022).
    6. Schedule the attic treatment with the customer and the Service Center.

## General Manager Responsibilities

1. Check-in the Sales Inspector after the new fumigation sale:
    1. Ensure that all the required paperwork is included in the sales package:
        1. Proprietary Checklist for Drywood Termites
        2. Wood Destroying Insects Service Agreement
        3. Signed Consumer Notice
        4. Inspection Graph with Graphical Analysis
        5. Fumigation Preparation List for Vikane
        6. Fumigation Service Affidavit
        7. Start Sheet
    2. Verify that the pricing is according to current guidelines.
    3. Verify that all the required steps during the sales process have been taken.

2. Ensure the following paperwork is faxed to the fumigator prior to the beginning of the job:
    1. Start Sheet
    2. Fumigation Preparation List for Vikane

3. Inspection Graph
4. DO NOT send a copy of the Service Agreement. It is not necessary for the sub-contractor to know what the customer was charged for their service.

3. Oversee the fumigation sale, treatment and follow up. Ensure that all the required steps are taken before and after the treatment. If the Sales Inspector cannot be at the property when the fumigator arrives to start the job (and receive keys and verify that the fumigation itself has started) or the day following the fumigation to ensure customer satisfaction and deliver the Completion Certificate the Manager will go in their place.
4. Confirm personally or through the Sales Inspector that the fumigation itself has begun in order to post the work in ServicePro and on the DOR (See Office Managers Responsibilities below).
5. Coordinate with the fumigator when they will be taking the tent down and when they will be clearing the structure. Arrange to be present at both to ensure the structure was aerated and cleared properly according to the requirements for Vikane fumigations.
6. Obtain a copy of the Fumigation Log. This can be obtained either by; Getting a copy from the Crew Chief at the time of clearing, taking a picture of the log at the clearing then printing it back at the service center, or having thefumigator attach a copy of the Log to the invoice that is sent to the service center. Keep a copy of the Logattached to the other paperwork kept in the Customer's file.
7. Ensure the sub-contractor is paid for their service in a timely manner. Immediately after receiving the sub-contractor's invoice assemble and send the following documents to the Risk Management Department. Request for payment will not be processed without this information:
    1. Check Off List for Fumes/Re-Fumes. This is a checklist to ensure the proper documents are sent. Service Centers can make copies of the original as needed. Contact the Termite Technical Director if an original is needed.
    2. A/P Voucher
    3. Vendor's Invoice
    4. Analysis Report for New Fumigations/Re-fumigations. Service Centers can make copies of the original as needed. Contact the Termite Technical Director if an original is needed.
    5. Copy of original Service Agreement
    6. Copy of original Graph and Graphical Analysis
    7. Copy of the Fumigation Service Affidavit

## Completing the Inspection Graph and Graphical Analysis

The Inspection Graph is an important component of the paperwork required for fumigation. Fumigation graphs are completed slightly differently than the typical termite graph. The fumigation graph also contains information necessary for the fumigator to know prior to doing the fumigation.

1. The drawing of the structure is a top view, to scale, and includes:
    1. Overhang and eaves
    2. Stoops
    3. Carports
    4. Attached wires
    5. Trellises
    6. Attached fences
    7. Chimneys
    8. Stack pipes
    9. Antennas
    10. Skylights
    11. Lightning rods
    12. Solar heaters
    13. Dormers
    14. Enclosed pool screens and/or courtyards and decks
2. Basement and/or crawl space areas must be noted.
3. Any out buildings (detached garage, guest house, etc,) that are included in the treatment are drawn and the cubic footage figured separately.
4. The height of the peaks and eaves are shown on the graph.
5. The type of roof (i.e. shingle, slate, tile, etc.) must be noted. The sub-contractor may charge extra for steep, slate, tile or metal roofs.
6. Any overhanging limbs within 4-feet of the roof are documented.
7. All shrubbery and ornamentals within 24-inches of the foundation should be shown and an explanation that they need to be trimmed back should be included.

8. All areas of infestation must be clearly shown on the graph and properly labeled.
    1. Fumigations are corrective treatments only.
    2. The Service Agreement must indicate ‘Control Of’ and the Inspection Graph must clearly show the areas of infestation.
    3. The Important Notice Area on the Inspection Graph (exclusion box) must clearly list the areas of existing damage and infestation.
9. Total cubic feet to fumigate must be listed. Do not round off the total cubic feet.
10. Customer signature must be obtained on the graph.

## Completing the Proprietary Checklist for Drywood Termites

The Proprietary Checklist for Drywood Termites is both an important educational piece as well as a unique sales tool and is to be used as part of the presentation to the customer.  In addition, the Proprietary Checklist serves as a “reconciliation” tool to ensure that all information pieces and components necessary for a safe and successful fumigation are completed and covered with the customer.

1. Complete the customer information completely on the cover.
2. Document any comments or special instructions which could include special key arrangements, specific customer responsibilities (i.e. trimming of bushes, moving of items on the exterior of the house, etc.)
3. In the Inspection/Graph portion on page 1 of the checklist, refer to your completed graph and ensure that all components outlined in #1-#14 have been or are completed.  Where an item is “not applicable”, mark with “N/A”; there should be no items left blank.
4. In the Inspection Findings portion on page 1 of the checklist, refer to your completed graph and ensure that all the components outlined in #1-#6 have been or are completed.  NOTE: On item #3, mark all that apply.
5. In the Treatment Qualification portion on page 2 of the checklist, mark the treatment choice(s) that the structure qualifies to receive.  In order for a structure to qualify for a localized treatment (See Massey Services Spot Treatment Protocol for details):
    1. The infestation site including galleries must be known AND accessible for treatment; AND

2. There can be no more than 5 (10’x10’ max) sites within the structure

6. In the Fumigation Checklist portion on page 2, refer to your completed Fumigation Preparation List for Vikane and the Fumigation Service Affidavit and ensure that all components outlined in #1-#12 have been or are completed.  Where an item is “not applicable”, mark with “N/A”; there should be no items left blank.

## Office Manager Responsibilities

1. When a fumigation sale is made and approved by the GM through check-in, input the sale into ServicePro.net, the lead log, the backlog, and the appropriate appointment book according to company policy.
2. In order for a fumigation to be shown as worked in ServicePro and on the DOR, the Sales Inspector must confirm with the GM that the gas has been shot. Once confirmed, the fumigation is to be inputted as worked in ServicePro as well as reported on the DOR and in the backlog.

## Form Images

# Proprietary Checklist for Drywood Termites

Customer Name: Ed Blumenthal

Address: 3210 Clay Ave

City, State, Zip: Orlando, FL 32804

Home Phone: 407-581-0854 Cell Phone: 321-228-4734 Work Phone: 407-645-2500

Email: eblumenthal@adl.com

Inspection By: Scott R. Date: 6/28/09

If there are multiple occupants, attach a list of names, apartment or unit numbers and emergency contact phone numbers.

Comments/Special Instructions:

See graph for trimming needed to be done by customer.

MASSEY SERVICES INC.

## INSPECTION / GRAPH

1. Thorough inspection of the entire structure has been completed, including attic, crawl space and basement, if available.
2. A graph showing top view and drawn to scale has been developed, including:
   - a. Overhangs and eaves
   - b. Stoops / steps
   - c. Carports
   - d. Attached wires
   - e. Trellises
   - f. Attached fences
   - g. Chimneys
   - h. Stack pipes
   - i. Antennas
   - j. Skylights
   - k. Lightning rods
   - l. Solar heaters / panels
   - m. Dormers
   - n. Enclosed pool screens
   - o. Courtyards
3. N/A Other detached buildings (guest house, detached garage, etc.) if included, are drawn on the graph and the cubic feet figured separately and noted on the graph.
4. The height of the eaves and peaks are indicated on the graph.
5. What is the roof type? Shingle
6. The type of roof and condition of the roof is written on the graph.
7. The total cubic feet of the structure has been placed on the graph.
8. N/A Basement and/or crawlspace areas in cubic footage have been noted and put on the graph.
9. All overhanging limbs within 4' of roof are noted on the graph.
10. All shrubbery and ornamentals within 24" of foundation are noted and explained on the graph.
11. The locations of above grade flower beds are noted on graph.
12. All infestation information and locations are accurately noted on the graph.
13. The Customer has signed the graph.
14. The Customer has received a copy of the signed graph.

## INSPECTION FINDINGS

1. The graph has been reviewed with the Customer.
2. Was evidence of live Drywood termite infestation found?
   - ☒ Yes ☐ No
3. Type of evidence found:
   - ☒ alates / wings ☒ fecal pellets ☒ damaged wood
4. How many separate, localized areas of known Drywood termite infestation / evidence were found?
   - # _____ ☒ Too many to count ☐ Cannot determine the exact location
5. Are all areas of known infestation / evidence accessible for localized treatments?
   - ☒ Yes ☐ No
6. Are any infestations or evidence of infestations in finished wood floors, finished wood ceilings or furniture? If yes, does not qualify for localized treatment.
   - ☐ Yes ☒ No

**TREATMENT QUALIFICATION** - Based on the inspection and findings, this structure qualifies for:
☒ **Fumigation Only** ☐ **Localized Treatment(s) or Fumigation**

N/A 1. Spot Treatment Guarantee has been explained in detail with the Customer.

✓ 2. Fumigation Guarantee has been explained in detail with the Customer.

**FUMIGATION CHECKLIST**

✓ 1. The Fact Sheet for Vikane Gas Fumigant has been reviewed, in detail, with the Customer and the Customer has been given a copy.

N/A 2. If the Purchaser is not the occupant(s), the Fact Sheet for Vikane Gas Fumigant has been reviewed, in detail, with the occupant(s) and the occupant(s) have been given a copy.

✓ 3. The Fumigation Preparation List for Vikane has been reviewed, in detail, with the Customer.

✓ 4. The Customer has signed the Fumigation Preparation List and has received a copy.

N/A 5. If the Purchaser is not the occupant(s), the Fumigation Preparation List has been reviewed, in detail, with any and all occupants and they have signed the Fumigation Preparation List and received a copy of it.

N/A 6. If electricity is not available, a plan has been made to have an alternative source during fumigation.

✓ 7. The start date and time has been scheduled with the occupant(s).
State Date: 7/14/09 Time: 10:00 AM

✓ 8. The occupant(s) have been told the required time away from home (3 days, 2 nights minimum).

✓ 9. The occupant(s) have been provided an explanation that weather conditions, etc. may prolong the time away from home.

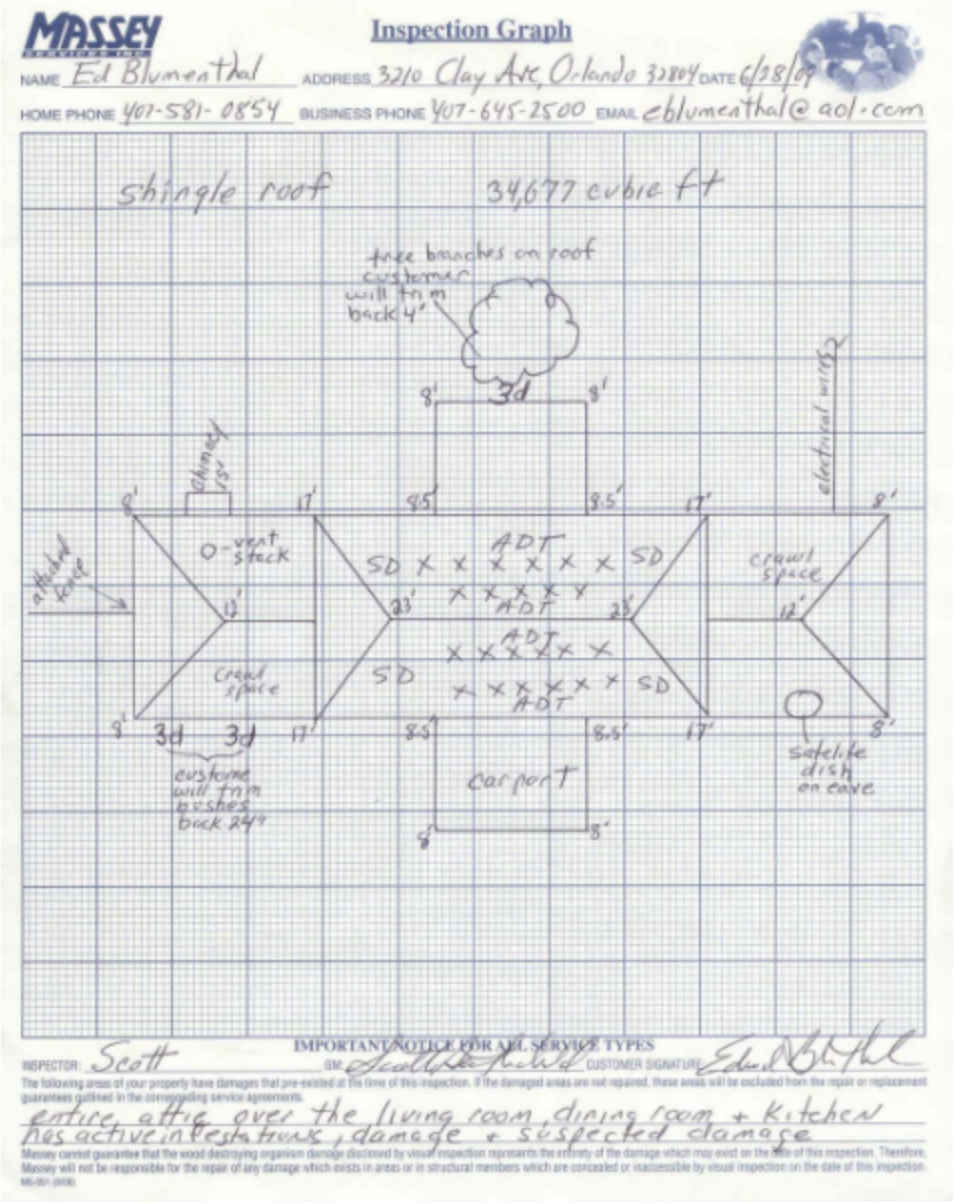
✓ 10. Arrangements have been made for the keys to be turned over to the fumigator. (Ideally, the occupant will give the keys to the fumigator in the presence of the Massey Representative at the start of the fumigation).
Key Arrangements: Keys to be turned over to fumigator

✓ 11. The phone number has been obtained from the occupant where they can be reached during the fumigation period.
Occupant's phone number 321-228-4734

✓ 12. The Customer has signed the Fumigation Service Affidavit and received a copy of it.

| | | | |
|---|---|---|---|
| Technician Signature | Date | Manager Signature | Date |
| 6/28/09 | | 6/29/09 | |
| Customer Signature | Date | | |
| | 6/28/09 | | |

Proprietary Checklist for Drywood Termites (MS-096) – Page 2

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Inspection Graph (MS-051)

# Wood Destroying Organism Inspection

**STRUCTURAL ADDITIONS / MODIFICATIONS:** ☐ Garage ☐ Shed/storage ☐ Patio ☐ Carport ☐ Other: _____ YEAR BUILT _____

**CONSTRUCTION KEY**

FOUNDATION TYPE:
- ☑ CRAWL ☐ BASEMENT ☐ COMBINATION
- ☑ SLAB: ☐ Monolithic ☐ Stem Wall

EXTERIOR WALLS:
- ☐ Block ☑ Frame ☐ Brick ☐ Concrete ☐ Stone ☐ Other _____

SIDING: ☐ Stucco ☑ Wood ☐ Metal ☐ Brick/Stone
- ☐ Vinyl ☐ Log ☐ Other _____

GRADE STATUS: ☐ Siding: ☐ Below Grade ☑ Above Grade
- ☐ Slab: ☐ Below Grade ☑ Above Grade

**WDO DAMAGE / INFESTATION KEY**
- ☑ Existing Damage = XXX
- ☑ Suspected Damage = SD
- ☐ Presumptive Evidence = P
- ☑ Active Insects = A

**DIMENSION KEY (STRUCTURES ONLY)**

Scale:
- 1 sq. = 1 ft.
- Total lineal ft. = _____
- Bait lineal ft. = _____
- Total sq. ft. = _____
- Total cubic ft. = 34,677

**STRUCTURAL USE**
- ☑ Residence
- ☐ Detached Garage/Shed
- ☐ Multiplex _____
- ☐ Multi-Family _____
- ☐ Comml/Type _____

**WOOD DESTROYING ORGANISM IDENTIFICATION KEY**
- ☐ Subterranean Termite = ST
- ☐ Formosan Termite = FT
- ☐ Woodborers = WB
- ☐ Wood Destroying Fungus = WDF
- ☑ Drywood Termite = DT
- ☐ Dampwood Termite = DW
- ☐ Powder Post Beetles = PPB
- ☐ Other _____

**AREAS INSPECTED:**
- ☐ Interior ☐ Exterior
- ☐ Attic
- ☐ Basement/Crawl

**CONDITIONS THAT ALLOW WDO INFESTATION / REINFESTATION**

1. ☐ SIDING BELOW GRADE
   - a. Stucco on frame
   - b. Foam board in soil
   - c. Vinyl
   - d. Wood siding
   - e. Other
   - f. Brick
2. ☐ WOOD TO EARTH CONTACT
   - a. Wood siding below grade
   - b. Wood trim in soil
   - c. Wood posts in soil
   - d. Piers / columns in soil
   - e. Fence post against house in soil
   - f. Cellulose debris in crawl space
   - g. Cellulose material adjacent to foundation
   - h. Stumps in crawl space
   - i. Lumber / firewood on soil
3. ☑ MOISTURE PROBLEMS
   - a. Standing water near foundation
   - b. A/C drainage ≤ 2' from foundation
   - c. Windows, doors, veneers not sealed
   - (d.) Landscaping too close to exterior wall
   - e. Moisture readings in excess of 15%
   - f. Irrigation sprinklers hitting walls
   - g. No gutters/blocked gutters
   - h. Plumbing or roof leaks
   - i. Grade drains toward structure
   - j. Eaves - little or no overhang
   - k. Moisture stains on walls - interior / exterior
   - l. Moisture stains on ceiling
   - m. Inadequate ventilation-attic
   - n. Inadequate ventilation-crawl
4. ☐ FAULTY GRADE
   - a. Soil level above slab
   - b. Planters with soil above slab
   - c. Crawl with < 24" clearance
5. ☐ OTHER CONDITIONS
   - a. Wood floor over/on slab/foundation
   - b. Cracks in slab/foundation
   - c. Sunken shower
   - d. No bath trap access
   - e. Sidings below soil grade

Scott Rothschild 6/28/09 — Inspector Signature/Name / Date

6/28/09 — General Manager Signature / Date

6/28/09 — Customer Signature / Date

- Graphical Analysis (MS-050)

# FUMIGATION PREPARATION LIST FOR VIKANE

MASSEY SERVICES INC.

**PURCHASER**

Name Mr. Ed Blumenthal
Address 3210 Clay Ave
City Orlando
State FL Zip 32804
Home Phone 407-581-0854 Bus. Phone 407-645-2500
Contract # 68010 Graph #

**OCCUPANT**

Name Same as Purchaser
Unit # Phone
During fumigation period, occupant can be reached at:
Address 315 Groveland Street
City Orlando State FL Zip 32804
Telephone 407-645-2500 Cell-321-228-4734

In conjunction with the fumigation work to be done on your property located at: 3210 Clay Ave, Orlando, FL 32804 certain procedures must be followed in order to comply with various State and Federal regulations. The following list outlines the necessary steps to comply with those regulations, expediate fumigation processes and clarify responsibilities.

## BEFORE FUMIGATION OCCUPANT MUST REMOVE ALL:

Review/Checkoff

- ✓ 1. People, pets (including fish and birds) and living plants (including seeds and bulbs that are to be used for planting).
- ✓ 2. Exterior plants with base closer than 18 inches to foundation or those specifically indicated by MASSEY representatives. All foliage closer than 12 inches to foundation must be pruned back.
- ✓ 3. Foods (including contents of refrigerators and freezers), spices and condiments, animal feed and medicines (if not in sealed glass or metal containers or sealed in special double nylon bags with opening rolled and sealed).
- ✓ 4. Baby mattresses and bassinet pads, mattresses or pillows enveloped in waterproof covers or completely remove covers.

## OCCUPANT WILL BE RESPONSIBLE FOR:

Review/Checkoff

- ✓ 1. Turning off or having gas company turn off gas at meter or tank, extinguishing all pilot lights and open flames. Relighting pilot light after fumigation.
- ✓ 2. Turning off or unplugging heating elements or high temperature electrical equipment. Turning off air conditioner and pool filter pump.
- ✓ 3. Turning on or keeping electricity on during fumigation. Electricity must be on to operate fans for the fumigation and aeration process.
- ✓ 4. Opening all windows, doors, drawers and cabinets and making all rooms, crawl space, basement and attic of the structure accessible for entry by MASSEY representatives performing the fumigation.
- ✓ 5. Opening all cedar, gun and similar chests or containers.
- ✓ 6. Removing all plastic-wrapped stored clothing or similar items from the plastic wrapping.
- ✓ 7. Thoroughly watering base of structure for 24 hours in advance of fumigation to minimize damage to plant roots.
- ✓ 8. Other living accommodations during fumigation. Normal time for completion of the fumigation process is 3 days, 2 nights, but may take longer.

## AFTER FUMIGATION:

Review/Checkoff

- ✓ There is no residual fumigant remaining in the structure, therefore it is not necessary to wash or clean any household items. After structure is fully aerated and is safe for re-entry, MASSEY will post a re-entry notice on all exterior doors. Under no circumstances may anyone enter the building prior to the date and time indicated on the posted notice.

## OWNER WILL BE RESPONSIBLE FOR:

Review/Checkoff

- ✓ 1. Any damage to roofs. (Specifically, barrel tile roofs, flat tile roofs, gravel roofs, rock roofs, wood shingle roofs. Damage should be expected on all tile roofs.)
- ✓ 2. Any damage to trees, plants, flowers and/or shrubs that overhang and/or are within 18" of the structure.
- ✓ 3. Any damage to or loss of personal properties resulting from lack of security or acts of third parties. Security shall be the sole responsibility of the owner.
- ✓ 4. Any damage to exterior and/or outdoor lighting or signs.
- ✓ 5. Removing all screened enclosures to prevent damage. Replacement is the sole responsibility of the owner.
- ✓ 6. Any damage to awnings. (Specifically, fabric awnings, wood awnings, metal awnings). All awnings are to be lowered and raised by the owner. Awnings that cannot be lowered must be removed by the owner.
- ✓ 7. Any damage to antennas. Owner will be responsible for lowering and replacing all antennas attached to the structure.
- ✓ 8. Damages resulting from acts of God or circumstances or causes beyond the control of MASSEY such as high winds, heavy rains, storms, etc.
- ✓ 9. Other (specify)

FUMIGATION REFERENCE: I HAVE RECEIVED AND READ THE VIKANE FACT SHEET FROM DOW AGROSCIENCES. Customer Initials EB

It is agreed and understood that MASSEY cannot be held responsible and/or liable for the above. By my signature below, I affirm I have read and understand the above procedures and limits of liabilities by MASSEY during this fumigation process. I further understand that, under Florida law (FS-482), no fumigation work will be done by MASSEY without strict adherence to these procedures.

Occupant (If different than Owner or Purchaser)
Edward Blumenthal
Owner/Agent
6/28/09
Date

Scott Rothschild 6/28/09
Massey Representative Date
North Orlando
Service Center
407-898-7378
Service Center Phone

Fumigation Preparation List for Vikane (MS-063)

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MASSEY
SERVICES INC.

# FUMIGATION SERVICE AFFADAVIT

I Ed Blumenthal, understand that fumigation service contracted to me by Massey Services Inc. for the property located at 3210 Clay Ave, Orlando 32804 will be provided by a sub contractor licensed by the State of Florida to provide fumigation services and in no way affects the Guarantee which Massey will issue on completion of and payment for the fumigation work specified.

Edward Blumenthal
(signature)

6/28/09
(date)

315 Groveland Street · Orlando, Florida 32804 · 1-888-2MASSEY · masseyservices.com
(262-7739)

MS-062 Rev. 12/08 White Copy – Office Yellow Copy - Customer

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MASSEY PrevenTech Commercial Services

MASSEY SERVICES INC.

MASSEY GreenUP Landscape Services

# START SHEET

☐ Pest Prevention ☐ One-Time ☐ Conventional Termite ☐ Baiting
☐ PrevenTech ☐ Total Coverage ☑ Fumigation ☐ Lawn/Tree Shrub

Start Date: 7/14/09 Day: Tuesday Time: 10:00 am
Name: Ed Blumenthal Price: Init. chg. _____ Per trip: _____ Total: _____
Address: 3210 Clay Ave Grid #: AD2
City: Orlando State: FL Zip code: 32804
Home Phone: (407) 581-0854 Work Phone: (407) 645-2500
Special instructions/equipment needed: _____

Directions to job: Intersection of Clay Ave and Orange Ave, just north of Florida Hospital

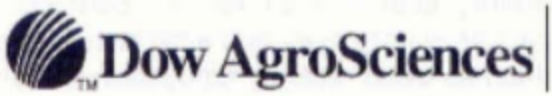
| Termite Agreements: | GreenUP Agreements: |
|---|---|
| ~~Lineal/square~~/cubic footage: 34,677 | Type service: ☐ Tree/Shrub ☐ Lawn |
| Location of infestation(s): | Sq. footage: _____ Soil pH: _____ |
| | Type lawn (i.e., St. Augustine, Bahia, etc.) |
| | Location of irrigation timer: |

(To Be Completed By the Start Technician)

Actual lineal/square/cubic footage: _____ Technician name: _____
Number of: Bait stations _____ A/G stations _____
Technician notes: _____

Amount collected: $ _____
Authorized inspector: Scott Rothschild Date: 6/28/09
General Manager/Sales Manager: [signature] Date: 6/28/09

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Dow AgroSciences LLC 9330 Zionsville Road Indianapolis, IN 46268-1054

## Fact Sheet for Vikane Gas Fumigant (Sulfuryl Fluoride)

In the interest of Dow AgroSciences' commitment to product stewardship, this fact sheet is intended to provide basic information about the product and how it is used. If you have specific questions about your fumigation, refer to documents provided by the fumigator or call the fumigator listed on the warning signs posted on your structure. If you have questions about Vikane* gas fumigant (the fumigant used) or the procedures described, call the Dow AgroSciences Customer Information Center at 1-800-352-6776.

### WHY BUILDINGS ARE FUMIGATED

Insects that feed or tunnel into wood can seriously damage houses, apartments, and other dwellings or structures. Each year termites or other wood destroying insects damage approximately 2 million homes. Depending on the extent or location of the infestation, fumigation is the only total control method proven to eliminate certain infestations of wood destroying insects.

### HOW BUILDINGS ARE FUMIGATED

Because Vikane is a gas, prior to fumigation, the structure is completely sealed. This serves to contain Vikane in the building so it can penetrate wood thoroughly and eliminate the pests. Depending on the construction of the building, the doors and windows may be sealed with tape and a plastic sheet, or the structure may be covered with a tarp. The building will remain sealed for 2-72 hours depending on the specifics of the job. Warning signs are posted around the building notifying people to keep out.

After the tarp or tape is removed, a professional fumigator will aerate the structure by opening the doors and windows. Fans may also be used to clear out the building. Once the dwelling has been thoroughly aerated, the fumigator is required to measure the level of any fumigant remaining in the living space to ensure it is below the EPA approved concentration for reentry by the occupants. Extremely low levels of fumigant can remain for a short period of time in dead air spaces between walls and inside cabinets as well as porous materials such as furniture. The small amount of fumigant in these areas will continue to dissipate for a few hours after the fumigation but at levels well below the established safe reentry concentration. Your building should not be cleared for reoccupancy until it is safe to enter. The fumigator will post a notice on your building indicating the day and time for reentry. Structures can be occupied only when the concentration is 5 parts per million or less (this represents a margin of safety - laboratory animals have been exposed to 100 parts per million for 2 weeks with no adverse effects.) Because Vikane is a true gas and not a vapor, aeration is rapid. Recent studies demonstrated that in most structures levels are less than 1 part per million within 6 hours of clearing and have no detectable levels of Vikane within 24 hours after the start of aeration.

*Trademark of Dow AgroSciences LLC
Vikane is a federally Restricted Use Pesticide.

MASSEY SERVICES INC.

# Completion Certificate

This will acknowledge that MASSEY SERVICES INC. has completed the work on my property at:

3210 Clay Ave, Orlando, FL 32804
(location)

per Service Agreement # 68010

on 7/14/09
(date)

This work has been explained and completed to my satisfaction and has been performed in accordance with the terms and specifications submitted to me by MASSEY SERVICES, INC.

| Date | Massey Representative | Customer Signature |
|---|---|---|
| 7/15/09 | Scott Rothschild | Edward Blethel |

| Date | General Manager / Service Manager Approval |
|---|---|
| 7/15/09 | Scott Rothschild |

# CHECK OFF LIST FOR FUMES/REFUMES

## FUMES

✓ A/P VOUCHER

✓ VENDOR INVOICE

✓ ANALYSIS REPORT FOR NEW FUMIGATIONS (COPY ATTACHED)

✓ ORIGINAL AGREEMENT

✓ ORIGINAL GRAPH (INCLUDING CONSTRUCTION KEY)

✓ FUMIGATION SERVICE AFFIDAVIT (SUB-CONTRACTOR VERIFICATION)

**SUBMIT IN THIS ORDER: CANNOT PROCESS WITHOUT THIS INFO.**

## REFUMES

_____ A/P VOUCHER

_____ VENDOR INVOICE

_____ ANALYSIS REPORT FOR RE-FUME (COPY ATTACHED)

_____ ORIGINAL AGREEMENT

_____ ORIGINAL GRAPH & NEW GRAPH (INCLUDING CONSTRUCTION KEY)

_____ CUSTOMER HISTORY

_____ FUMIGATION SERVICE AFFIDAVIT (SUB-CONTRACTOR VERIFICATION)

**SUBMIT IN THIS ORDER: CANNOT PROCESS WITHOUT THIS INFO.**

Check Off List for Fumes

MASSEY SERVICES INC.

ANALYSIS FOR NEW FUMIGATIONS

| A<br>Customer Name | B<br>Sales Insp Name | C<br>Service Center | D<br>Renewal $ | E<br>Fume Sales Price | F<br>Sub-Contractor's Price | G<br>Sub-Contractor's Labor % (F/E)* | H<br>Sales Commission Payable (%) | I<br>Crawl / Slab | J<br>Cubic Footage ** |
|---|---|---|---|---|---|---|---|---|---|
| Blumenthal | Scott | 01 | $472 | $3,146 | $1,573 | 50% | 12.5% | Crawl + Slab | 34,677 |
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* This must be 50% or less. If greater than 50%, the fume sales price is too low and any justification must be attached.
** Do not round cubic footage.

ANALYSIS FOR REFUMIGATIONS

| Customer Name | Service Center | Original Treatment Date | Renewal $ | Date of Last Renewal Increase | Amount of Increase | Sub-Contractor's Price | Crawl / Slab | Cubic Footage ** |
|---|---|---|---|---|---|---|---|---|
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** Do not round cubic footage.

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Analysis for New Fumigation

# Downloads

Embedded media: https://milo.masseyservices.com/wp-content/uploads/2025/09/1101A-New-Fumigation-Sales-Using-Sub-Contractor-Labor.pdf

1101A New Fumigation Sales Using Sub-Contractor LaborDownload