

**DERBY**  
Chamber of Commerce

# Chamber Report

## Termite infestation turns into career

By Linda Stinnett

Les Seibert's experience in pest control started with a termite infestation at his own rural Derby home and eventually led to his own business, Bug Stoppers, LLC.

Seibert purchased a hundred-year-old farmhouse in rural Derby, he said, knowing that the real estate inspector found indications of previous problems in nearly every building on the farm. Then, a few years later as he and his wife rearranged furniture they found they had been reinfested.

"I called several companies to come give me a bid and four showed up to look at my problems and out of those four only two gave me a bid," he said.

As he called around, he discovered each company he contacted had different rules and regulations.

"I spent quite a bit of time studying about termites and treatment options and became so interested in it that I decided to get into the business," he said.

For five years he worked for several well known companies. He said he noticed that they all had a pest

control department and a separate termite control department, with some homes having as many as three contracts for the control of pests.

His largest reason for opening his own company, though, came down to customer service. He found that 25 percent of his sales were never done and almost another third were not done correctly.

He also found out that the number of homeowners in this area with routine pest control is one-third lower than the national average. He said he thought that was a strange statistic since the south central Kansas area has more pests problems than 40 percent of the U.S.

Then, there were the stories of the technicians who showed up two hours late or dressed inappropriately for the job. Seibert said he began to suspect that he could do well by making the sales and service calls himself. In September, he started his own company, Bug Stoppers.

"Bug Stoppers is a one man show," he said. "When you call I am the one you talk to on the phone and the one that comes to your home."

The latest termite control – Bug Stoppers uses "Termidor" – is from a



Photo by Linda Stinnett

**Les Seibert is the owner of Bug Stoppers, LLC, a Derby pest control company.**

new class of chemicals. Seibert said the products used prior to 2000 virtually only chased termites from one building to another. Termidor, though, is effective in eradicating termites and ants in three months or less, he said. Bug Stoppers also uses a termite monitoring system to watch for future problems and to help determine the best treatment.

Other pest control problems that homeowners may face include spiders

(especially, brown recluse spiders), carpenter ants, silverfish, roaches, fleas, ticks and rats and mice.

Seibert is bonded, insured and a member of the Derby Chamber of Commerce, Wichita Area Association of Realtors, National Pest Management Association, Kansas Pest Control Association. Bug Stoppers is also the pest control provider for the Derby school system, he said.