

The features listed below are given a score out 5  5 = Strong Yes 3 = So so. 0 = Strong No  These scores can be subjective so feel free to adjust them as you please.	Green Termite Bait Systems™	Exterra™	Sentricon II™	Nemesis™	Smartdisc™	Terminat™	EPS Termite Nester™	Predator™	Termite Trap™ D.I.Y.	Complete Termite Boxes™	CSIRO Bait Box™ D.I.Y.	Home made bait box	Home made plumbers pipe stuffed with timber. Add any other system and check it off.
	Not susceptible to ants or other unwanted non-target species	5	0	0	0	0	0	3	2	0	0	0	0
Low Initial Price for the Customer	5	0	2	2	2	2	2	1	2	1	4	5	5
Low Maintenance Price Year to Year	5	0	1	3	3	3	3	3	5	5	5	5	5
No need to pay ongoing commissions	5	2	5	5	5	5	5	5	5	5	5	5	5
Customer owns the system	5	2	5	5	5	5	5	5	5	5	5	5	5
Customer can easily switch to DIY	5	2	3	5	5	5	5	5	5	5	5	5	5
Easy to install in lawn	4	3	3	3	3	3	3	2	0	0	0	0	0
Easy to install in level and undulating gardens	5	2	2	3	2	2	2	1	3	1	1	1	1
Easy to install in concrete after core drilling	4	1	1	3	1	1	2	1	0	0	0	0	1
Easy to Install in hard rocky ground	3	0	0	0	0	0	0	0	0	0	0	0	0
Easy for customer to install	5	1	1	1	1	1	1	1	3	1	1	1	1
Will fit neatly into tight areas	5	3	3	3	3	3	3	3	1	0	0	0	1
Neat and tidy when installed	5	5	5	5	5	5	5	5	0	1	0	0	0
Easy to find	5	3	3	3	3	3	3	3	5	5	5	5	5
Easy to monitor for pest controller	5	2	2	2	2	2	2	2	5	2	3	3	3
Easy to monitor for customer	5	2	1	1	1	1	1	1	5	2	3	3	3
Easy to service or replace	5	3	3	2	3	3	3	2	2	3	3	3	4
No need for scanner	5	2	5	5	5	5	5	5	5	5	5	5	5
Uniquely different from competitors	5	2	1	1	0	0	3	4	3	1	0	0	0
Can be effectively treated with a variety of termiticides	5	1	1	3	3	3	3	3	3	3	3	3	3
Can be easily treated by any company licenced for termite work	5	1	3	4	3	3	4	4	2	5	5	5	5
Has a proven statistical success rate over 99% around Australian homes	5	0	0	0	0	0	0	0	0	0	0	0	0
Australian Made	5	0	0	5	0	0	5	5	5	5	5	5	5
Well known in Australia	4	5	5	3	1	1	1	1	1	1	3	1	1
Usually stops termite activity within 1 month	5	1	2	2	2	2	2	4	1	4	4	4	1
Comes with a customer DIY manual	5	5	0	0	5	5	0	0	5	5	3	5	5
Has no moving parts to break, crack or jam	5	0	0	0	0	0	0	0	5	3	3	3	3
Actual effectiveness improves with age	5	3	3	3	3	3	3	3	3	3	3	3	3
Will not flood easily during heavy rain	5	0	0	0	0	0	0	0	3	0	0	0	0
Will not fill with unwanted soil	5	0	0	0	0	0	5	4	5	3	3	3	3
Low susceptibility to mould and other fungal termite inhibitors	4	4	4	4	4	4	4	4	0	0	0	0	4
Service manual and 1 on 1 training for distributors available	5	5	3	3	0	0	3	0	0	0	0	0	0
Has customized support materials	5	5	5	5	1	1	5	3	0	2	0	0	0
Comes with a customer service history booklet or equivalent	5	0	0	0	0	0	0	0	0	0	0	0	0
Effective in Australia since 1996	5	0	0	0	0	0	0	0	0	0	5	3	3
Home Warranty Available	5	5	0	0	0	0	0	0	0	0	0	0	0
Toll Free Phone to place orders	5	5	0	0	0	0	0	0	0	0	0	0	0
30 Day money back satisfaction guarantee	5	5	0	0	0	0	0	0	0	0	0	0	0
12 Month New for Old replacement Warranty for DIY customers	5	5	0	0	0	0	0	0	0	0	0	0	0
Lifetime new for old warranty for full service customers	5	5	0	0	0	0	0	0	0	0	0	0	0
<b>Total / 200</b>	<b>194</b>	<b>87</b>	<b>70</b>	<b>84</b>	<b>71</b>	<b>66</b>	<b>91</b>	<b>82</b>	<b>86</b>	<b>76</b>	<b>82</b>	<b>81</b>	<b>85</b>