Exclusion Work Made More Effective

By June Van Klaveren

Imagine an add-on service that solves problems for your customers, increases your income and adds to your "green" program. Now imagine that you had a tool that would help enable these things to become a reality.

Brad Thorstenson, owner, Interstate Pest Control, Kelso, Wash., said that the Xcluder Rodent and Pest Control permanent fill fabric is helping him achieve this goal. "We found Xcluder to be easy to use and economical. And we really like the way it looks when it's applied because it blends well with surrounding surfaces. We've completely switched to Xcluder for our exclusion work in our IPM program."

Exclusion work is not new, but it continues to be one of the best IPM practices for preventing rodent and pest entry. Rodents access buildings through openings as small as ¼ inch or by gnawing or digging their way through walls, door frames, foundations or other barriers. Modern IPM practices recommend that rodents be excluded from moving through these pathways by sealing the openings. Thorstenson says as part of his company's IPM program they promote using the least amount of insecticide and rodenticide as possible.

Rodent expert Bobby Corrigan says simple, common sense methods like exclusion have been lost as the industry has come to rely on chemical applications. Careful inspections for structural access by rodents and pests take time and require a technician to think like a pest. "If exclusion work were a major part of all pest control companies' procedures, many of the pest issues we face would not even exist," Corrigan says. "The mayor of New York City is advocating that all buildings be energy efficient and pest proofing fits right in to that initiative."

Pest control consultant Austin Frishman agrees that exclusion work doesn't fit into the technician's normal schedule because it requires extra work and time. He says that progressive companies establish special crews that do only exclusion work.

Brian Kelly, general manager, ABC Home & Commercial Services, Austin, Texas, said ABC established a division in which crews specialize in exclusion work for pests and wildlife.

Norm Soep of Global Material Technologies, the maker of Xcluder Rodent and Pest Control permanent fill fabric, says, "We saw a need for a new type of exclusion product for the pest control industry and developed Xcluder to fill this need. To ensure that the product worked as expected, we engaged the Department of Agriculture to do extensive testing on Xcluder before we introduced it to the market. The full report is available on our Web site." Xcluder combines patented stainless steel with a polyfiber technology to produce an easy-to-install, chew-proof barrier against rodents and pests. The fact that this product has no impact on the environment, is non-toxic and is flexible and easy to install make it ideal for all exclusion work, both inside and outside the pest control industry.

Frank Morrissey, Great Southwest Construction, is an electrical contractor that installs high-voltage lines throughout the U.S. "We had been having long-term problems with pests getting into our equipment and control houses through a conduit system. We now apply Xcluder around conduits to prevent pests from getting into the equipment and causing difficult-to-correct problems."

GMT, the makers of Xcluder, also offers a GEO product made of the same material that prevents turf damage by burrowing animals.

Rodents cause significant damage to humans and natural resources and effective barriers can prevent or reduce rodents' access to resources, providing economic relief. Xcluder is one of the products that effectively keeps rodents and pests out of a structure. Because bats, bees, yellow jackets, spiders, scorpions, snakes...all can enter small openings and cause health problems, Xcluder can and should be used as a preventive measure to plug up all the openings a PMP comes across before the pest finds it, according to the manufacturer.

For more information about Xcluder, visit www.getxcluder.com.