



EXCLUSION

SOLUTIONS THAT LAST



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Exclusion: What is it?

Exclusion is a crucial piece of an integrated pest management process (IPM) that involves sealing gaps, cracks and openings to keep pests from entering a building. When used in addition to pesticides, traps and bait stations, exclusion provides superior protection against pests.

Most pest management companies have traditionally provided exclusion recommendations for areas of pest risk, also known as "Conditions," as part of their regular service. Many companies, like Wil-Kil, offer these services as an add-on service to existing clients.





Conditions requiring exclusion can vary greatly from facility to facility, but some of the most common areas to find structural deficiencies include:

Gaps around conduits entering the facility: It is not uncommon to cut a hole in the exterior of a building that is slightly larger than the conduit entering it for ease of installation. A proper installation should be sealed, but not all are, like the example on the next page. In addition to the absence of a seal, it is also not an uncommon issue for the seal to crumble or pull away from the conduit.

Dock areas: Loading docks get frequent use, and it is not uncommon to see wear and tear. From loading dock doors with seals that don't close, to dock levelers with worn seals, and missing or damaged dock plugs, dock areas are a hotbed of pest risk.



Entry door seals: Whether it is a man door by dock areas, or main entry doors for employees, customers and vendors, frequent use allows door sweeps and door seals to get damaged or worn. In addition, doors being propped open can result in dents and cracks on the door or threshold, which also creates a potential for pest entry.

Gaps in exterior materials: Another common place for pest entry is along the exterior of a building. Gaps frequently appear (or were always present) around exterior finishing surfaces such as siding or stone, and along roof lines. Believe it or not, mice can climb a wall if it's made out of the right material, so small gaps can mean big pest problems.



Exclusion: Rodent & Wildlife Facts



Exclusion protects your facility from small wildlife such as mice, rats, pest birds (pigeons, seagulls, starlings, etc.), raccoons, squirrels, and bats. In addition to causing expensive damage, pests put the health and safety of your customers and staff at-risk.

DID YOU KNOW

Mice and small bats can fit into .25" gaps - that's the width of a pencil!



Pest birds aren't just a nuisance, they can put health at risk due to the diseases they carry such as histoplasmosis and salmonellosis. As their droppings accumulate, they can also be a slip hazard and contaminate products and surfaces.

Raccoons are omnivores, eating birds, rodents, vegetables, and fruit, in addition to your trash. Raccoons can also transmit rabies and cause considerable damage to structures once they've entered them.

Rodents such as squirrels, rats and mice have teeth that never stop growing. Gnawing constantly wears them down, but can also damage products, structures and even create a fire risk if the gnaw on wiring. Not only does gnawing pose a threat, but urine and feces can contaminate surfaces and products, transferring dangers pathogens such as salmonellosis, plague and hantavirus.





Exclusion: How It Works

1

Inspection

Exclusion starts with a thorough inspection to identify entry points. While inspecting your facility for gaps and cracks, our technicians also look for signs of pest activity such as rub marks, chew marks, and droppings.



2

Exclusion Repairs

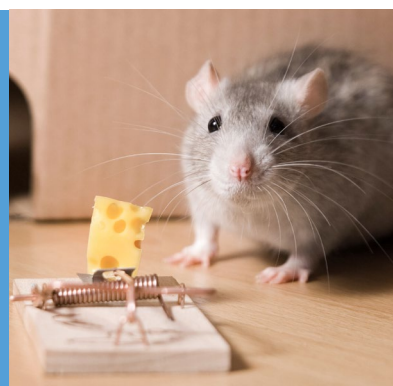
Knowing the pest and the size of each entry point is crucial in determining the best fastener for lasting results. Caulk, sealant, expanding foam, and sweeps are a few products that may be used to secure your building.



3

Ongoing Prevention

Sealed entry points should be regularly inspected for ensured success. In addition to exclusion services, successful IPM programs should include a regular treatment plan for comprehensive pest prevention.





We have the tools & experience to get the job done right.

We work with premier partners in exclusion materials. Here are some of the materials you may see us using:

- **Xcluder rodent control material:**

This may look like steel wool, but it will hold up to the weather for the long term. It is used to fill gaps, cracks and holes that rodents may be drawn to.

- **Sealant:** Not to be confused with caulk, the sealant we use holds up to gnawing and maintains its flexibility in harsh conditions.

- **Vent caps:** Vents are tricky, as air needs to escape, but pests can easily gain entry if it is left open. To seal vents, we use vent caps and screens to prevent large pests while allowing for air escape.



- **Various construction supplies:** In addition to pest-specific materials, we will also use wood, glass or concrete fill to repair gaps, cracks and holes in the exterior of your building.

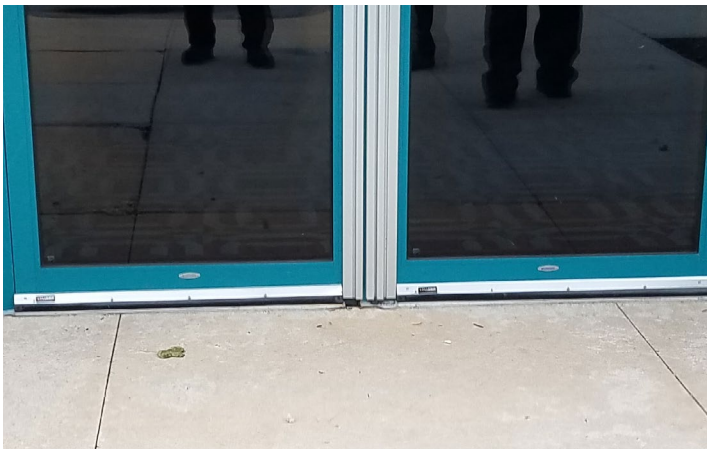
Depending on the location where the exclusion work is performed, it may be essential that the finish matches the rest of the area. If that is the case for your facility, we will ensure we discuss finish colors and materials with you before prior to your service.



Exclusion: Before & After



BEFORE



AFTER

Example of commercial wildlife exclusion completed in 2019.



Exclusion: Case Studies

Manufacturing - Food

A client involved in the food supply chain was seeing intermittent issues with rodents entering the interior areas of the building. Despite exterior bait stations, interior traps and regular service visits, mice were still gaining entry. One of our exclusion specialists did an inspection to identify possible rodent entry points and found areas around doors and dock levelers that needed to be sealed, and cracks and crevices large enough for rodent entry around conduits and exterior structures.

Service was performed towards the end of 2019 to seal all openings with rodent-proof materials and to add rodent-proof dock plugs. The client went from 9 rodent captures inside their building in the 12-months prior to service to 4 rodent captures inside their building the 12-months since service - a 56% decrease in rodent captures.

Warehouse

A client involved in food storage was seeing intermittent issues with rodents entering the interior areas of the building. Despite exterior bait stations, interior traps and regular service visits, mice were still gaining entry. One of our exclusion specialists did an inspection to identify possible rodent entry points and found door sweeps, door seals, dock levelers and gaps on the exterior façade of the building that were large enough for rodent entry.

Service was performed earlier this year to seal all openings with rodent-proof materials, add rodent-proof dock plugs and leveler seals, creating



access points to the building. Where we are just approaching the peak of rodent entry season, between May and August of 2019, this client saw 3 rodent captures inside the building, and only 1 rodent capture inside the building from May to August of 2020 - a decrease of 67%.

Manufacturing - Non-Food

A small manufacturing client was seeing repeat rodent entries despite efforts with interior rodent traps, exterior rodent bait stations and monthly service. The business was in a high-risk area, surrounded by a retention pond and a natural area, providing a constant supply of pest pressures. One of our exclusion specialists inspected the facility and found several entry points for rodents including loose mortar around exterior doors and gaps in the front of the building between the two types of construction materials – tile and siding.

Service was performed at the end of 2017 to seal all openings using rodent-proof sealant to seal cracks, and cement patches and rodent-proof material to fill larger holes. In order to be proactive and plan for future issues, the service was designed as a recurring service where each year our specialist returns to identify any new openings, seal them, and verify that the existing exclusion services continue to prevent rodent entry.

When exclusion services were first done, there had been 10 rodent entries in the previous year. The first year after exclusion service, that number dropped to 7 (though several immediately following the service, which was likely pests locked in by the exclusion services) - a 30% decrease, and the third year after exclusion service, that number dropped to zero!



Frequently Asked Questions

How long do exclusion repairs last for?

Ideally, exclusion repairs will last for several years! Pests are creative, which is why ongoing inspection, prevention, and monitoring are critical to maintaining a pest-free environment.

Why should I hire Wil-Kil to make these repairs?

Pest management professionals like those you find at Wil-Kil have an intimate knowledge of pest habits. We've seen it all. A pest management professional knows where pests are most likely to enter, where common problem areas are, and how to seal against the specific pest of concern. While an outside contractor or your in-house maintenance staff could technically make the repairs, they don't have the time or experience necessary to do a thorough inspection, identify all entry points and seal out the specific pests of concern.

Do I still need ongoing pest management services?

Yes. Pests are creative and unpredictable. While exclusion certainly reduces your likelihood of a pest break-in, it will never completely eliminate it. We recommend ongoing preventative services in addition to exclusion repairs.

How much does exclusion cost?

The cost of exclusion varies. The expense depends on the square footage of your facility and the extent of the repairs needed. Your specialist(s) will provide you with a quote following inspection.



Schedule an Exclusion Inspection

If you notice any signs of rodent or wildlife breaching, or openings in the foundation, consider contacting Wil-Kil's exclusion team. Our certified technicians have been ridding homes and businesses in the Midwest of rodents and other pest animals since 1924, and we're ready to protect your facility today.



GIVE US A CALL
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SEND AN EMAIL
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