



## The complete guide to Rodent and Wildlife Exclusion

What is it? And why does it matter to your business?



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## INVADING PESTS SPELL BIG TROUBLE FOR YOUR BUSINESS

Pests are a ubiquitous problem for businesses. Human structures and products are attractive to pests for the same reasons they are attractive to humans: they provide shelter and food.

Insects, rodents, nuisance wildlife, and even birds can invade commercial structures at any point during the year. However, as temperatures fall or severe weather strikes, mice, rats, nuisance wildlife, and birds may be more likely to seek out resources inside our buildings. In the process, they can create serious risks for your business.



### PARTY POOPER

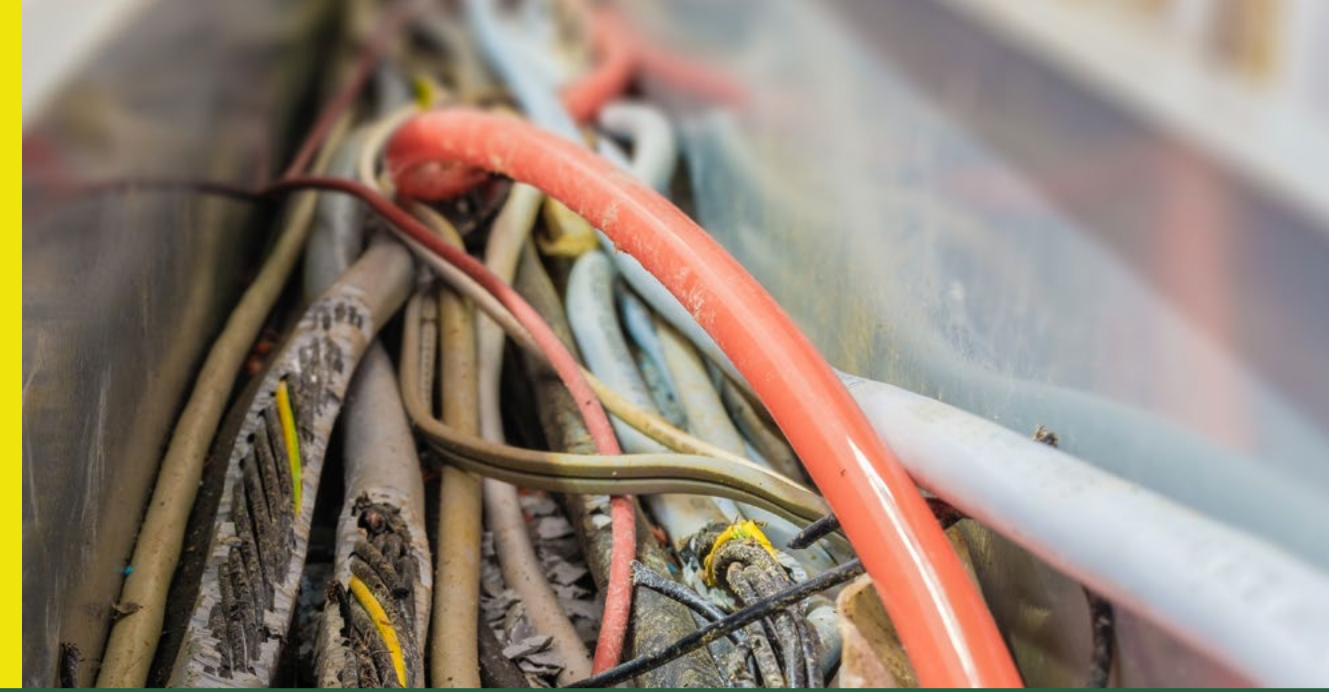
Mice and rats can potentially transmit up to 200 pathogens and 35 diseases to humans. In addition, they can trigger allergic responses or asthma for some people.

Source: [National Pest Management Association](#)

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### DAMAGE RISK

- Wiring, equipment and machinery, and HVAC
- Insulation and structures
- Raw materials, finished products, and inventory



### HEALTH AND SAFETY RISKS

- Health concerns
- Contamination and food safety
- Fire hazards



### OPERATIONAL AND FINANCIAL RISKS

- Audit, regulatory, and health department issues
- Odors
- Disruptions to your business
- Costly cleanup expenses and repairs







## HOW RODENT AND WILDLIFE PESTS GET INSIDE

Even the most well-constructed building has small cracks, gaps, and opportunities that can allow pests to get inside or take advantage of a structure.

As structures age or undergo remodeling or additions, new cracks, crevices, gaps, and holes can appear, whether through physical damage, breakdown of construction materials and seals, settling, and more.

Pests looking for shelter or food can take advantage of small openings to get inside, or by widening small openings through gnawing and scratching behavior.

### COMMONLY OVERLOOKED PEST ENTRY POINTS

- Gaps under exterior doors
- Cracks and crevices around windows
- Spaces around pipe chases, cables, and wiring entry points
- Often open loading dock/garage doors
- Vents
- Chimneys and exhaust pipes
- Structural gaps near eaves and gutterlines
- Small holes, cracks, and crevices



### NOT-SO-FUN PEST FACTS

Where do pest entry opportunities exist in your building?



**MICE CAN FIT THROUGH AN OPENING THE SIZE OF A DIME**



**RATS CAN GNAW THROUGH CINDER BLOCK AND THIN GAUGE ALUMINUM SHEETING**



**SQUIRRELS CAN JUMP AS FAR AS TWENTY FEET**



**BATS CAN SQUEEZE INTO OPENINGS THE WIDTH OF A PENCIL**







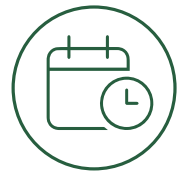
## WHAT IS EXCLUSION?

Exclusion is a non-chemical, proactive, integrated pest management strategy that protects your structure by using pest-proof materials to seal cracks, crevices, voids, and holes that pests may exploit.

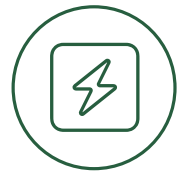
### OTHER BENEFITS OF EXCLUSION



Minimizing damage, repair, and cleanup costs that come with pest infestation



Labor / time savings by allowing you to allocate your existing maintenance and engineering resources to projects that require their expertise



Helping to improve energy efficiency by sealing openings that can reduce heating and cooling effectiveness

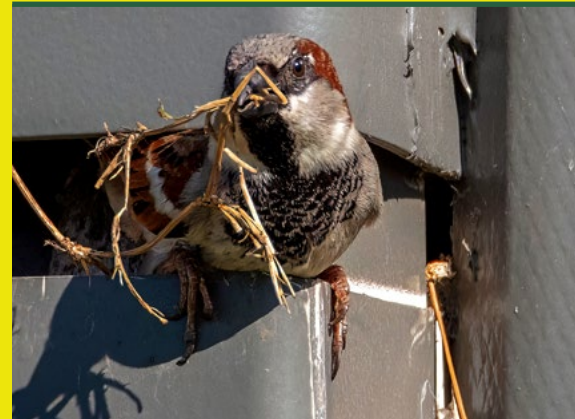


## WHAT PESTS IS EXCLUSION EFFECTIVE AGAINST?

In conjunction with your integrated pest management or general pest control service, utilizing exclusion can help reduce the likelihood of most pests getting inside your facility.



Rodents such as mice and rats



Birds and bats, including pigeons, house sparrows, and more



Some larger and overwintering insects (large cockroaches, brown marmorated stink bug, Asian lady beetles, etc.)



Nuisance wildlife including squirrels, opossums, raccoons, etc.





## IMPLEMENTING EXCLUSION AT YOUR BUSINESS

We recommend that commercial facilities do an exterior self-evaluation quarterly to identify any new potential pest entry points and seal them.

### WHY CHOOSE US?



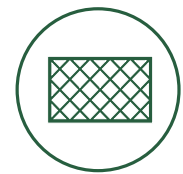
#### Time savings

Focus your team on other critical tasks where their expertise is better suited.



#### Labor efficiencies

Short-staffed? No full-time maintenance team? We can do the work at a comparable cost.



#### High-quality, pest-proof materials

We have tested its exclusion materials to ensure they can withstand determined pests.



#### Pest expertise

Our Technicians know pest behavior and can identify oft-overlooked potential pest entry points.

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## NOT SURE WHERE TO START? FOCUS ON THESE 5 KEY TASKS.



### 1. SEAL CRACKS AND CREVICES OF ¼-INCH OR LARGER.

Use rodent-proof materials, such as concrete patch, sealants, or the Flexi Armour range.



### 2. USE DOOR SWEEPS TO CLOSE GAPS UNDER EXTERIOR DOORS.

Don't forget to look at existing door sweeps, which can become damaged, bent, or lose bristles over time. Replace as needed.

### 3. CLOSE OPENINGS AROUND PIPE CHASES, CABLE, AND WIRING.

Remember, some rodents can fit through openings as small as the size of a dime! Use rodent-proof materials.



### 4. MAKE WINDOWS PEST-PROOF.

Apply heavy duty sealants to close small gaps around window frames. Ensure window screens are in good condition.



### 5. INSPECT YOUR ROOFTOP REGULARLY.

Cover or screen open vents and exhaust valves. Check for and seal gaps along roofline. Trim back tree branches that overhang the building.





## RODENT AND WILDLIFE EXCLUSION SERVICE

Our Rodent and Wildlife Exclusion Service seals both smaller and larger pest-entry points in your facility, minimizing the likelihood that pests can get inside, cause damage, or put health and safety at risk.

Different state and local regulations may apply when managing certain wildlife species. We have the expertise needed to understand these regulations and ensure adherence to them.

All of our Exclusion Services begin with a thorough and detailed inspection of the exterior of your facility to identify any pest entry points or potential pest activity.

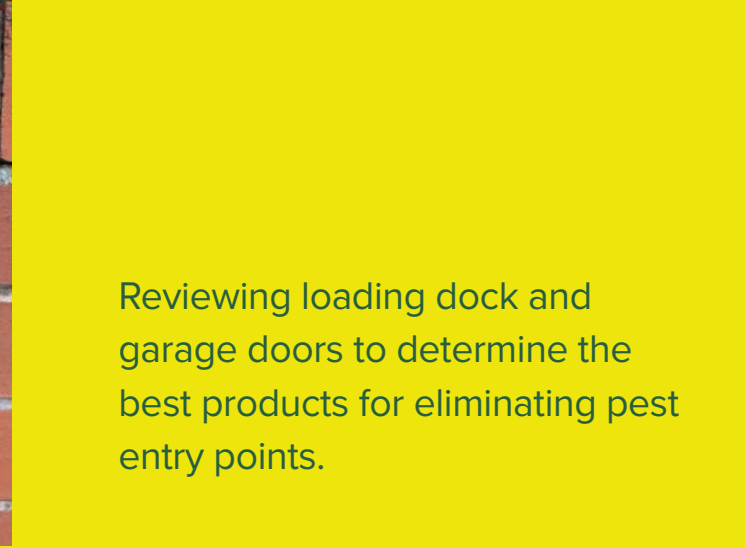
Your Exclusion Service may include any of the actions at right, although additional solutions may be proposed on a case-by-case basis.



Sealing gaps, cracks, and holes the size of a dime or larger with our Flexi Armour products, hybrid barrier products, or other sealants.



Using door sweeps to close gaps under exterior doors.



Reviewing loading dock and garage doors to determine the best products for eliminating pest entry points.



Closing gaps where pipes, cables, and wiring enter the building with Flexi Armour products, hybrid products, or other sealants.



Installing vent covers to prevent pest entry through these needed exhaust areas.



Installing chimney caps or other appropriate covers on chimneys and exhaust pipes to limit potential pest entry.



Reviewing eaves and gutter lines to seal any potential pest entry points with appropriate products.





## BIRD EXCLUSION SERVICE

Integrated bird management is a critical service to help protect facilities from nuisance birds and their droppings. While these services may often require the use of several tactics, exclusion is one of the primary tools used to keep birds out of areas where they tend to nest, congregate, or scout for food.

Bird droppings can contain a variety of pathogens and spores that can pose significant health risks. Beyond exclusion, additional service to clean up or disinfect areas where droppings are present may be required.

Every bird exclusion service is unique, as it depends largely on the bird species and where they are creating an issue, so a thorough inspection by an expert is critical.



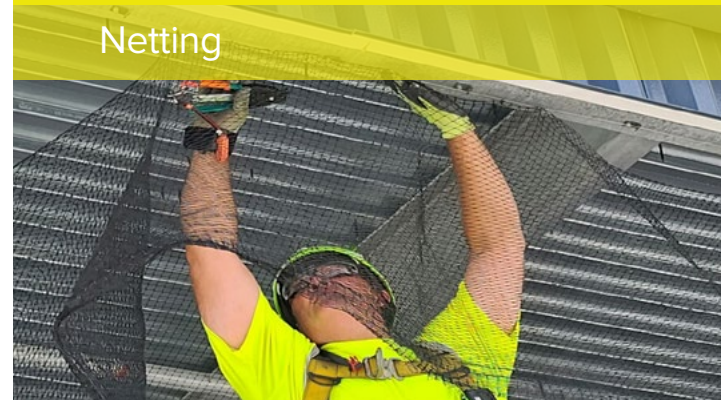
### BIRD AND BAT FACT

Some bird and bat droppings can contain a fungus called *Histoplasma*. When microscopic spores become airborne, people can breathe them in and may cause a serious lung disease called Histoplasmosis.

Source: [U.S. Centers for Disease Control and Prevention](https://www.cdc.gov/dpdx/histoplasmosis/)

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## MATERIALS USED FOR BIRD EXCLUSION



Netting



Bird wire



Sealants and other barriers

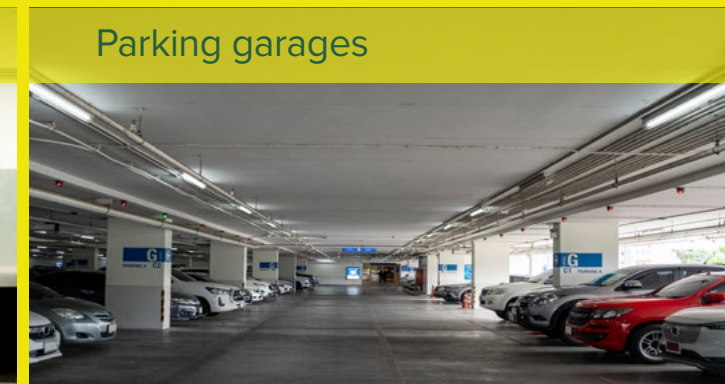
## WHERE BIRD EXCLUSION CAN BE USED



Signage



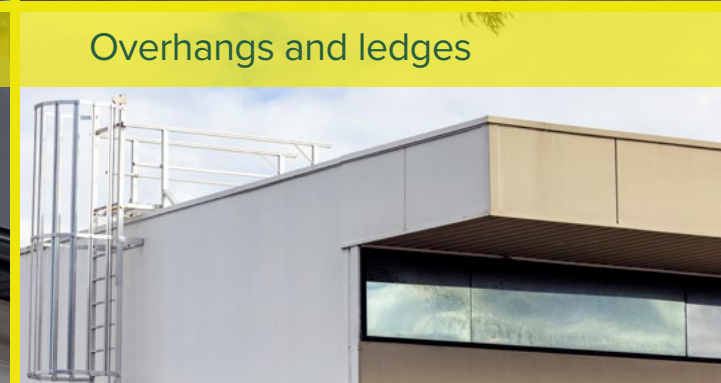
Loading docks



Parking garages



Eaves and gutters



Overhangs and ledges



Rooftops



HVAC systems



Solar panels



Bridges and overpasses





## BAT EXCLUSION SERVICE

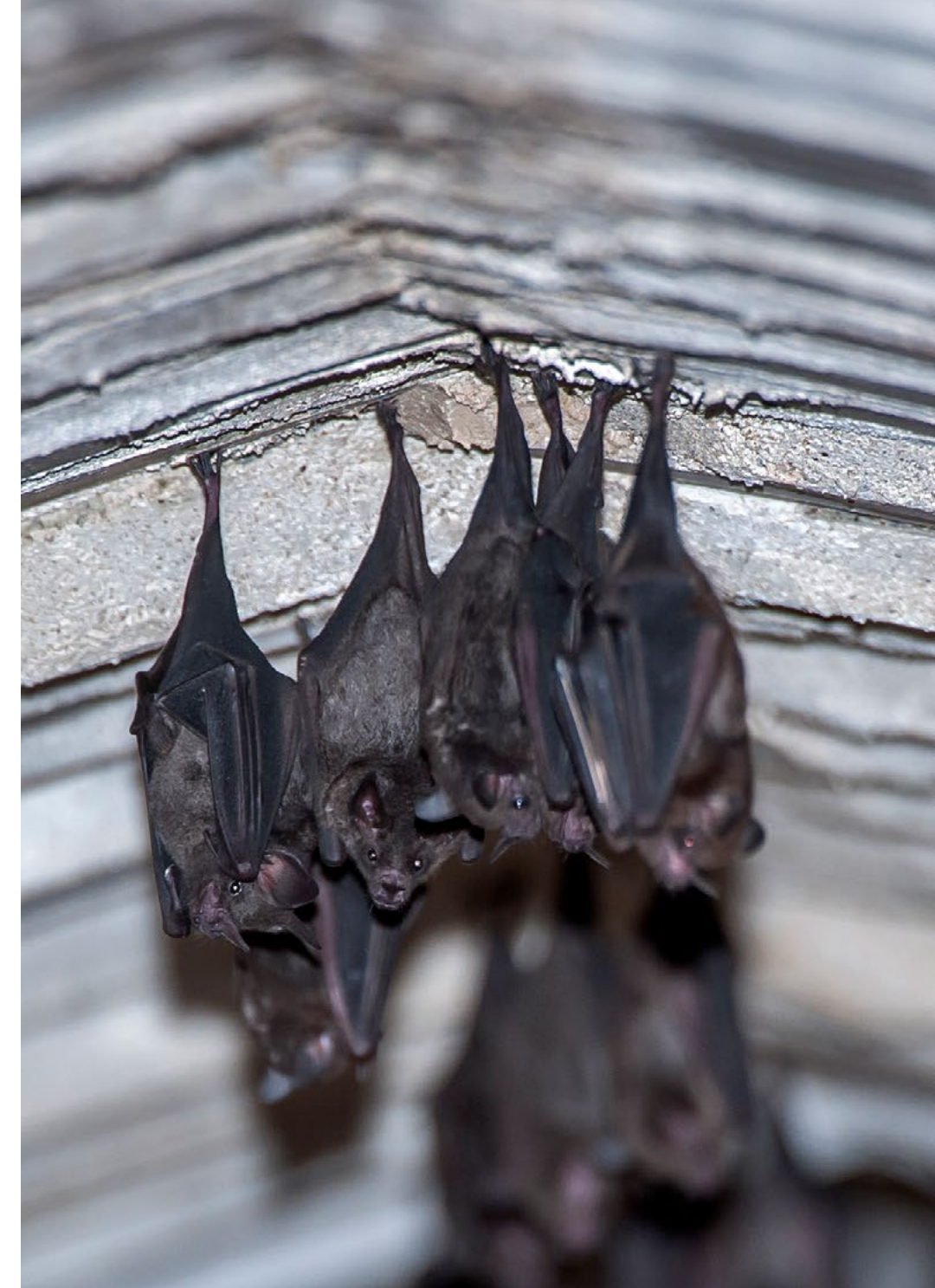
Bat control is a sensitive service that needs to be handled carefully for a variety of reasons. Bats serve a greater good in providing a natural pest control source and serving as pollinators. As such, many species of bat found in the U.S. are federally protected in their natural environments under the Endangered Species Act. Many states also have laws that protect bat species. As such, bat removal may require a special license or approval.

Once bats enter a building, they may be considered a health and safety hazard. However, in some situations, they may still be protected even when inside a building. As a company that wants to help preserve our planet, we take every precaution when working with bats to protect the animals from unnecessary stress and harm.

Bats are creatures of habit and will return to the same structure where they were born, if possible. This is true even of migrating bats who leave an area for a period of the year. This makes exclusion especially critical.

When bats roost in an area, they can leave behind droppings, otherwise known as bat guano. This guano can contain fungi that can be severely harmful to humans if inhaled, causing a condition known as histoplasmosis. Bats can also spread rabies to people through bites and scratches.

Many states regulate bat control and have restrictions on the time of year that it can be conducted, as well as what methods can be used. Every bat control service is customized for the building or area where bats are harboring. However, exclusion services are a critical component of all bat control work.



### OUR 4-STEP BAT EXCLUSION PROCESS

#### 1. INSPECT AND IDENTIFY

Our experts do a thorough inspection of your building to identify existing and potential entry points where bats could enter your facility.

#### 2. EVICTION AND EXCLUSION

First, technicians will seal all potential entry points except areas where bats are actively entering and exiting your facility. Then, we'll install specialized tools, such as bat cones or bat netting, to allow bats to exit your building naturally but that prohibit them from reentering. This can take up to 2 weeks to allow all bats in a colony to exit. Once all bats have exited, we'll seal the remaining entry points.

#### 3. CLEAN UP (IF REQUIRED)

Our team will clean the area where bats were roosting and remove any bat guano.

#### 4. ANNUAL MONITORING (OPTIONAL)

We'll come back annually to re-inspect and seal new entry points.





## CUSTOMIZED EXCLUSION FOR YOUR FACILITY

Because every facility is unique and no two rodent, wildlife, bird or bat problems are the same, every Exclusion Service is customized.

We use a variety of pest-proof materials to perform its exclusion services, working with your maintenance and engineering teams to ensure that the work is done in a manner consistent with your brand standards.

Depending on the type of pest and where the problem is occurring, we may use one or more of the following products below to exclude pests.



Flexi Armour  
product range



Hybrid material  
barrier products



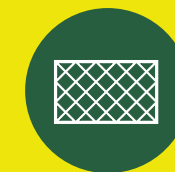
Heavy-duty  
sealants



Vent and  
chimney caps



Door sweeps



Netting and  
screening



Other exclusion  
materials as  
needed








## FLEXI ARMOUR: THE DURABLE, SUSTAINABLE PEST-PROOFING SOLUTION

When it comes to sealing cracks and holes, you need a product that will stand up to the determination of rodent and wildlife pests.

As part of our lineup of exclusion materials, we are proud to offer Flexi Armour products. The Flexi Armour range consists of two unique products that form an impervious barrier against rodents, wildlife, and other pests. These products are suitable for most environments and can be used on a variety of substrates to seal pest-entry points.

- **Flexi Armour Shield** is made of a thin and flexible stainless steel wire mesh and co-molded in a strong adhesive tape to create an impervious barrier against rodents and pests.
- **Flexi Armour Seal** fills holes and gaps, resisting gnawing rodents, pests, and wildlife. Made of a hybrid material consisting of a polymer compound mixed with stainless steel Omega strands, Flexi Armour Seal is 2.6 times harder<sup>1</sup> than alternative products on the market.

<sup>1</sup> Findings based on comparison hardness test conducted by Clarion Design in April 2022 using a Shore A durometer. Test compared Flexi Armour Seal and 4 competitive products.

| FLEXI ARMOUR  | SHIELD   | SEAL   |
|---|--|--|
|  |                         |   |
| <b>Use on nearly any surface</b>  | <ul style="list-style-type: none"><li>• Brickwork</li><li>• a</li><li>• Metal</li><li>• Plastics</li></ul> | <ul style="list-style-type: none"><li>• Wide variety of surfaces</li><li>• Building substrates</li><li>• Damp surfaces</li></ul> |
| <b>Can be used on interior</b>  | ✓  | ✓  |
| <b>Can be used on exterior</b>  | ✓  | ✓  |
| <b>Paintable</b>  | ✓  | ✓  |
| <b>Non-flammable</b>  | ✓  | ✓  |
| <b>Product lifespan</b>   | Up to 2.5 years  | Permanent  |





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