



The Best in Pests™

# EXCLUSION BASICS: Your First Line of Defense Against Pests

Learn How To Help Stop Pests at the Door



# STOP PESTS FROM BREAKING AND ENTERING

## What Is Exclusion?

Do you feel like pests keep finding creative new ways into your business or facility? You're not imagining it. Even though you are careful about managing pests, these crafty creatures are always looking for holes in your defenses and will take any opportunity to get inside and disrupt your business operations.



**“Exclusion”** — a frequently used term — refers to services that include repairing, sealing off and shutting down common pest entry points.

This proactive safeguard is a vital part of any integrated pest management (IPM) plan, helping you to prevent pest problems before they begin.

Simply put, after implementing exclusion best practices, pests will have to work a lot harder if they want to break into your business.



## **Integrated Pest Management (IPM)**

IPM means an ongoing cycle of three critical activities that happen at every service visit: assessment, implementation and monitoring. It is a comprehensive method for pest management.

# THE 3 BIG BENEFITS OF EXCLUSION

Exclusion is a key weapon in your pest-fighting arsenal and a service that comes with plenty of extra advantages, including:



**1**

## Helping Prevent Pest Problems

This proactive measure helps solve a pest problem before it begins.

**2**

## Requiring Fewer Chemicals

Front-end exclusion techniques provide one alternative to chemical-based treatment options before pests are established.

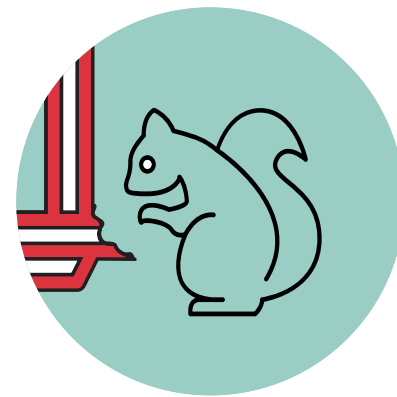
**3**

## Contributing to Energy Efficiency

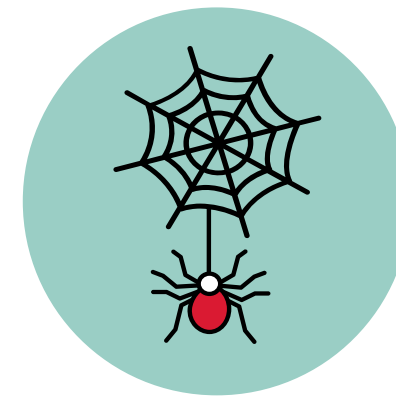
When a structure is sealed properly, it means your HVAC system doesn't have to work as hard, which contributes to energy savings.

# 6 SIGNS YOU MIGHT NEED AN EXCLUSION SERVICE

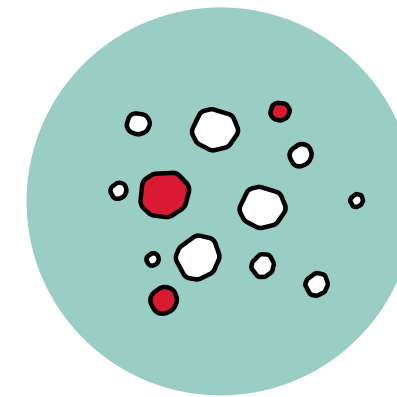
Even if you don't see pests, that doesn't mean that they aren't on the premises. Make sure to keep an eye out for common evidence of a problem. Though exclusion can help solve a problem before it begins, it also means addressing problems that might already exist.



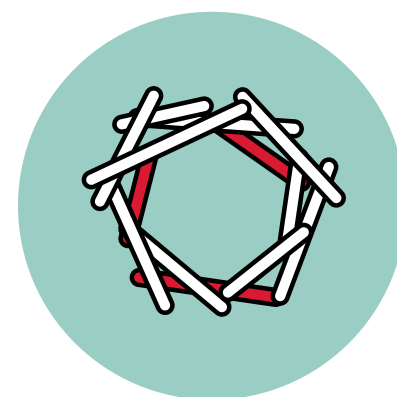
**Gnaw marks** on windowsills, wires, chords, etc. that may indicate the presence of rodents.



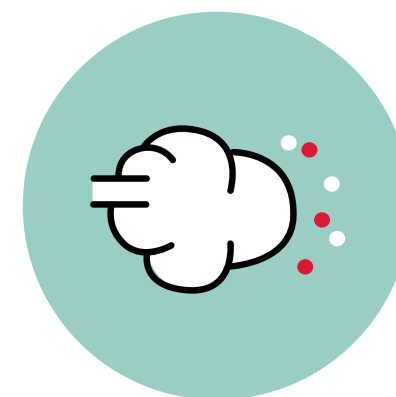
**Spiderwebs** are a visual cue that spiders (and whatever they eat) have established a presence.



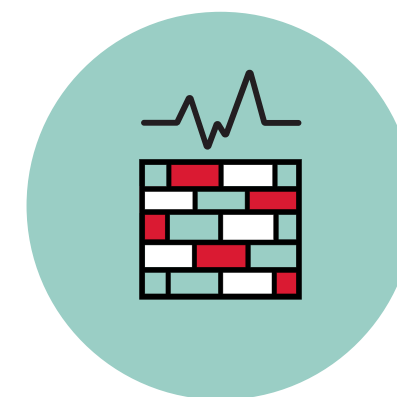
**Droppings and other leave-behinds** such as exoskeletons or dead pests.



**Nests or nesting material** like shredded paper, twigs, etc.



**Odor** could be the result of dead pests, urine or feces.

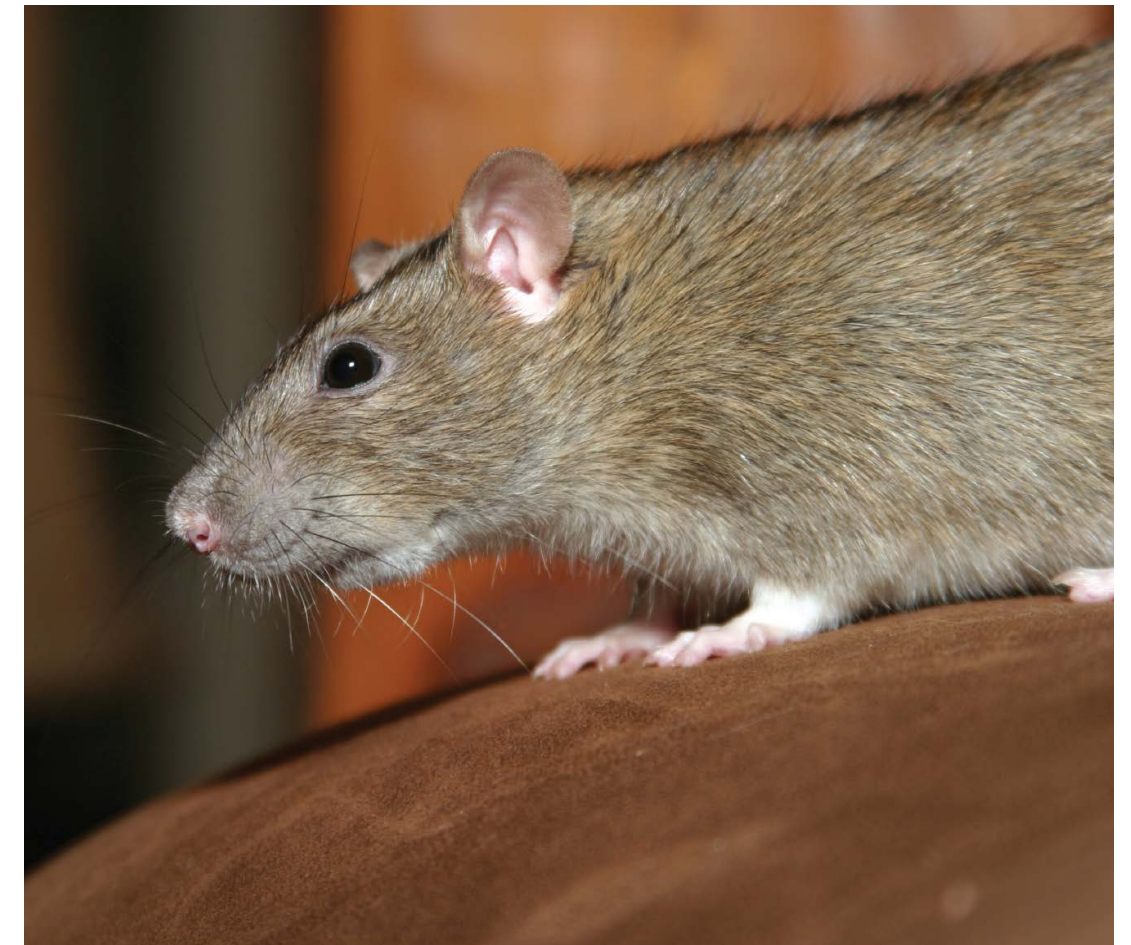


**Noise inside your walls**, like scratching or scurrying, could mean pests are inside the structure of your facility.

# WHEN YOU GIVE PESTS AN INCH...

Common pests typically need very little space to enter and cause damage. Here are just a few examples showing why protecting every inch is a necessary measure for your business.

- ◆ A mouse can squeeze through a crack that is wider than  $\frac{1}{4}$  inch, or a hole that is about the size of a dime.<sup>1</sup> A rat only needs  $\frac{3}{4}$  of an inch to make its way inside.
- ◆ Scientists discovered that the American cockroach can “squeeze through a crack the height of two stacked pennies in about a second.”<sup>2</sup>
- ◆ One fly that enters through a door or window can create as many as 1,000 eggs and bring thousands of harmful microorganisms.<sup>3</sup>
- ◆ Birds don’t just nest in trees. They can pose danger and cause damage by nesting in drains, heating, air and ventilation systems, rooftops, gutters and storage areas. Not to mention they can also carry and spread diseases, mites and other ectoparasites through their droppings.
- ◆ Ant colonies may be small, but some species can contain hundreds of thousands of adult ants in a mature colony.<sup>4</sup>



<sup>1</sup> <https://www.orkin.com/pests/rodents/mouse-control/house-mice/where-do-mice-hide-in-a-house>

<sup>2</sup> <https://www.nationalgeographic.com/science/article/watch-amazing-video-reveals-why-roaches-are-so-hard-to-squish>

<sup>3</sup> <https://www.orkin.com/commercial/blog/the-buzz-on-why-flies-are-bad-for-business>

<sup>4</sup> <https://www.orkin.com/pests/ants/carpenter-ants/carpenter-ant-size>

# WHAT DOES EXCLUSION INCLUDE?

Exclusion helps get to the root of a pest problem: eliminating the prime locations for pest entry. There are three primary components to exclusion services.

## STEP 1

### Property Assessment

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In any structure—new or old—there are opportunities for pests to enter. It is important to check the interior and exterior for doors and windows that don't close properly, cracks in the foundation, broken pipes, open vents and other small openings where pests can gain entrance and find the food, water or shelter they seek.

Most commercial building codes ensure a building can hold up against weather events, without consideration for pest best-practices. This makes most facilities vulnerable to infestation, even if they are up to code.

## STEP 2

### Treatment Implementation

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After a thorough search, it is time to create and implement a pest management plan that addresses current and potential problems. This can include tailored exclusion techniques and products that protect the structure.

Exclusion techniques include the materials, installations and strategies that are implemented during exclusion services.

[Read on to learn more about which might be right for your business.](#)

## STEP 3

### Ongoing Monitoring

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Continued monitoring is a key part of an IPM plan as conditions can change throughout the year. For instance, as the months get colder, overwintering pests will look for places indoor to hide and warm up. During the spring, these pests become much more active and visible. It is best to have proactive, year-round monitoring in place.

# EXCLUSION TECHNIQUES AND PRODUCTS

A thorough inspection of the property will help uncover the most common places where pests enter. Then, a combination of exclusion techniques will seal off those locations. Some of the most effective methods include:



**Weather-Resistant Sealants:** Weather-tight and also pest-resistant, sealants can fill holes, cracks and gaps to stop pests at the door.



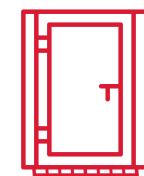
**Replacement Parts:** Identifying and replacing torn or missing window screens, door screens and vent covers will help seal gaps that lead to pests.



**Air Curtains:** Ideal for keeping out mosquitoes, flies and other flying pests, air curtains blow a stream of air that helps create a barrier between interior and exterior spaces.



**Bait Stations/Traps:** Safe and tried-and-true techniques like rodent bait stations and insect light traps attract pests without endangering other non-target animals or people.



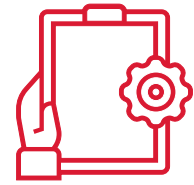
**Door Sweeps:** A door sweep is a long strip of a durable material placed on the bottom of doors to seal gaps where pests enter.



**Vinyl Strip Doors:** Clear and transparent, these vinyl strips are placed in doorways to keep pests out while allowing flexibility and ease for staff to come and go.

# DIY OR PROFESSIONAL EXCLUSION?

Exclusion techniques may seem simple in theory, but applying them takes research, expertise and patience, which is why it is best to work with your pest control partner to ensure everything is properly and effectively installed. Here are a few things to consider when deciding whether to tackle this on your own or enlist the help of a pro.



## Picking the Right Materials

Let's say you want to seal a crack. You'll need to choose the right type of sealant and purchase all the tools needed for mixing and applying it. Or, if you want to purchase a door sweep, you'll need to ensure that you have measured the size precisely to ensure it is airtight. Every exclusion technique will require research and investments.



## Identifying All Problem Areas

It's easy to spot visible cracks, holes and gaps. But from the foundation to the roof, there may be hidden problems that are lurking in the walls, plumbing and ventilation systems.



## Taking the Time

Some exclusion processes are very quick. Others—like installing an air curtain—require a bit more time and expertise. Consider the installation time and where it might fit into your day. Orkin can provide guidance and recommend brands that customers can reach out to directly for purchase and installation.



## Keeping an Eye Out

Exclusion isn't most effective as a one-time service. Changes in the season, in your business or in a structure itself, mean it's important to have a watchful eye monitoring for pests year-round.



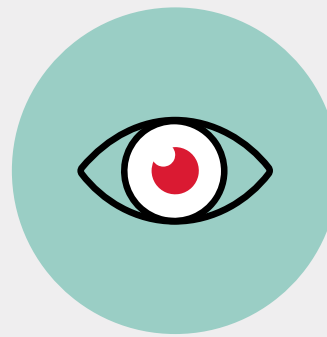
## Accomplishing Your Goals

What is the reason for your exclusion service? Better audit results? To ensure customer satisfaction? To uphold your company's reputation? Whatever your goals, a comprehensive exclusion plan will help you better reach them.

**These five factors should all be considered when creating and implementing an exclusion plan. When in doubt, a professional can help provide the expertise necessary to complete the job with absolute confidence.**

# POST-EXCLUSION: WHAT HAPPENS NOW?

After you have successfully implemented the right exclusion techniques, it's important to keep up the momentum with regular check-ins to:



## Monitor

Pests are persistent and opportunistic, looking for new openings to crawl, fly or burrow into. Consistent monitoring is important to ensure that if new measures are needed, you can implement them immediately for maximum effectiveness.



## Maintain

For new products or strategies put into place during exclusion services, a professional can help ensure that everything is working properly and operating at peak performance.



## Mobilize

Some exclusion techniques may mean changing policy or staff behavior that can contribute to pests entering a building. A professional can help create a [staff training plan](#) that jumpstarts change and gets the whole team on board.



# GET ABSOLUTE CONFIDENCE IN YOUR PEST CONTROL

You probably perform many duties in your day-to-day job, but pest management shouldn't have to be one of them. If you suspect that pests keep searching for new ways to get inside, it might be time to call in someone to stand guard.

The pros at Orkin have been setting the gold standard in commercial pest control for over 120 years, offering experience in every corner of the commercial industry, including:

- ◆ [Education](#)
- ◆ [Food and Beverages](#)
- ◆ [Food Service](#)
- ◆ [Government](#)
- ◆ [Healthcare](#)
- ◆ [Hospitality](#)
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Schedule a [no-obligation consultation](#) to find out how you can use exclusion services to help fortify your business against pest intruders.

