

VICTORY VULTUR



A power plant in Oklahoma long had been plagued with black vultures (*Coragyps atratus*) roosting on the steel structure over its boilers. Their numbers were increasing each year and conservatively were estimated at between 450 and 500 vultures. Their droppings were a significant problem as they created smell, discoloration and corrosion of the steel structure. They also posed a health risk to the employees.

Last spring, Predator Impact LLC was contracted for an experimental project to determine whether the vulture population could be dispersed using nonlethal methods. The Bartlesville, Okla.-based company is known for using falconry and chase dogs along with more traditional bird and wildlife management strategies.

Distribution and droppings

Black vultures are a common sight throughout their U.S. range (see Fig. 1 on p. 30). Northeast Oklahoma is at the northern edge of the range. The birds reside in place year-round and will migrate short distances only, if at all, which explains the year-round presence at this location.

Black vultures are highly gregarious birds and often will roost in large numbers. They have a relatively poor sense of smell, so their primary means of finding the carrion upon which they feed is to follow turkey vultures (*Cathartes aura*), which are known to have an excellent sense of smell.

While turkey vultures are slightly larger, black vultures travel in packs, overwhelm the larger birds in smaller flocks, and often steal the carcasses. That said, a few turkey vultures were observed roosting with black vultures at the power plant.

While their strong stomach acid kills any diseases in the carcasses they feed on, their droppings spread a few common diseases, including histoplasmosis, salmonellosis, psittacosis (parrot fever), avian flu and occasionally cryptococcosis. In addition, the droppings smell vile, are highly acidic and leave a chalky white residue from the bones they digest. Add the fact that these birds can live up to 25 years in the wild, and roosting sites can become major long-term problems.

Like turkey vultures, black vultures are poor fliers. They will travel long distances in search of carrion, but they prefer to soar rather than flap. This requires lift from warm air rising, called thermals. This can be air rising over a sun-warmed field, black roofs or parking lots or, as is the case at this power plant, warm air rising from the cooling towers.

Abatement options

It is possible to receive a federal permit to kill up to 10 black vultures, but this was deemed to be too few to have any real effect at the power plant, and the paperwork is daunting.

After speaking with other wildlife professionals and researching the literature, it became clear that preventing the vultures from roosting, or

OVER ES

Achieve non-lethal control with an integrated approach

By J. Mark Runnels, PE | PMP Contributor

“roost busting,” was the best chance for success in convincing them to leave the area. By denying them a calm, peaceful place to sleep, they should move to another location. This is a common, nonlethal and successful technique used to move large populations of grackles and other birds. There were plenty of options to try, but based on the logistics of the power plant and the windy Oklahoma environment, the team settled on a five-pronged approach:

▶ Certain frequencies of **lasers** terrify blackbirds, geese and herons. Nothing seemed to be published about whether it would work on black vultures, but the team decided it was worth testing. They selected Class IIIa 532nm <5mW green laser pointers.

▶ **Drone harassment** is known to be effective against geese, but again, there seemed to be no literature on its use against black vultures. Predator Impact employs a drone pilot licensed by the U.S. Federal Aviation Administration (FAA), and it decided to test the effect of the drone on the vultures.

▶ **Paintball** can be a very effective bird-frightening technique. It is crucial, however, to never hit the vulture with a paintball. Their bones are delicate and break easily. The noise of the gun, the impact of the paintball hitting nearby and the startling splatter are deterrent enough.

▶ **Trained dogs** are effective when black vultures are on the ground. The dogs cannot legally touch the vultures, but their running and barking can cause the birds to relocate.

▶ Hanging **dead vulture decoys** near roosts can help deter further roosting, according to literature. The team decided the best places to install them would involve leaving the catwalks and accessing the high steel areas, so the decoys became optional should the other components need them.

Initial test

Before officially implementing the project in full, the team decided to conduct a one-evening test to get a general idea whether roost-busting would work on this population.

Several years ago, the team performed an abatement job on a roost of great egrets (*Ardea alba*), in Oklahoma City. The project was not successful, but there was a small roost of turkey vultures that stayed in the area looking for dead egrets and chicks. When the lasers used to frighten the egrets got close to the turkey vultures, they reacted with panic. Based on this very limited information, the team decided to try the laser first.

On Feb. 3, 2025, the author and a power plant representative stood on the highest walkway above the boilers just as the sun began to set. A quick estimate counted about 450 black vultures and a few turkey vultures perched on the iron works above the boilers, or soaring above, preparing to land (see Fig. 2 on p. 30).

Black vultures roost on top of a power plant account.

Continued on page 30

Continued from page 29

The laser was used to chase the birds as they settled in to roost. After about 20 minutes of harassing the vultures with the laser, the site was completely clean. The team stayed on-site until it was completely dark and no vultures remained.

Although the majority of the vultures returned in the following days, it was decided the test was successful enough to warrant a full-scale abatement project, with the understanding that the project was an experiment with unpredictable results. The first day of abatement was March 20, 2025.

The project begins

Because laser harassment is simple yet effective, the team decided to start with the laser and add additional treatments as warranted. Each day, the number of vultures present on the site were estimated and recorded before laser harassment.

The lasers either were used from as high a vantage point as possible or against a solid backstop

Distribution of the Black Vulture

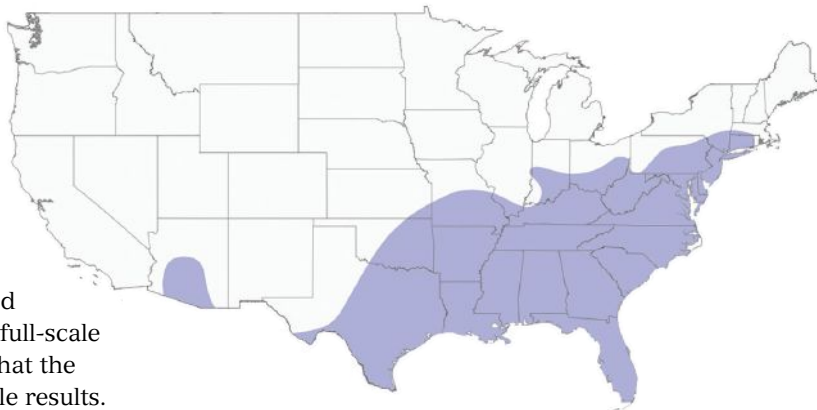


FIG. 1. Current year-round distribution of black vultures in the continental U.S. Their range seems to creep north each season.

SOURCES: BIRDLIFE INTERNATIONAL AND CORNELL LAB OF ORNITHOLOGY

to minimize the laser exposure above the facility. After the second night of treatment, the estimated population was reduced about 50 percent.

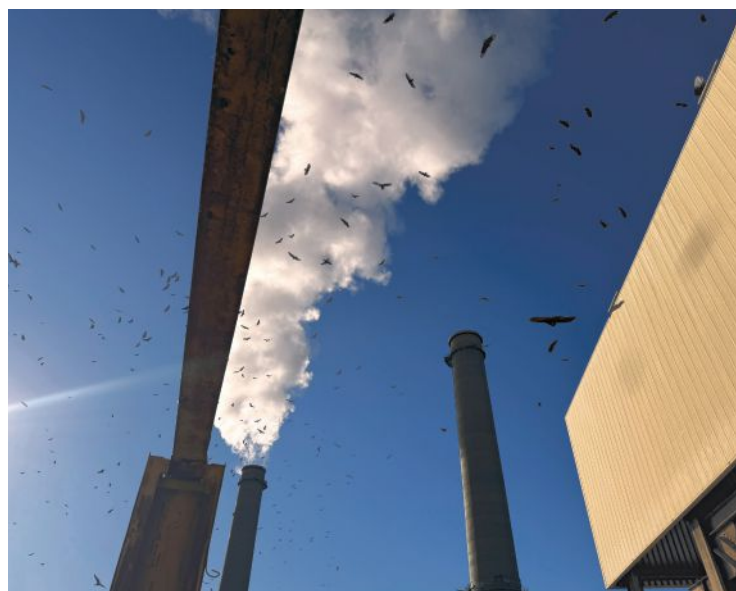
On March 22, 2025, Predator Impact's drone pilot brought in a professional-grade quadcopter drone to test drone harassment on the vultures. Before flying the drone near the power plant's boilers, he tested it on a group of vultures perching on nearby surplus equipment. Unfortunately, the drone proved to have a minimal impact on the vultures. When it

FIG. 2. Approximately 200 vultures are visible in this photo from Feb. 3, 2025. It shows less than half of the total present.

got close, they would casually move to another perch nearby — without the expected fear response. No further drone harassment was performed.

Continued on page 32

PHOTO: J. MARK RUNNELS





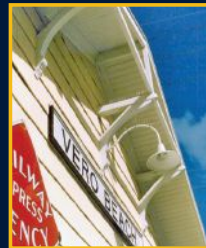
NIXALITE®

Grow Your Business with **Proven** Nixalite® Bird Control Products

Nixalite® Premium All Stainless Steel Bird Spikes

Proven Effective Spikes for All Birds on All Surfaces. The ONLY Spikes with a 20 Year Warranty!

MADE in the USA



- All Stainless Steel Construction
- No Plastics or Composites Used
- Proven Effective for All Pest Birds
- Installs on All Types of Surfaces
- Effective Climbing Animal Barrier
- Available in ColorCoat Colors
- Designed and Made in the USA



K-Net HT® Heavy Duty Bird Exclusion Netting



Toughest Net in Bird Control

- Industry Leading 15 yr. Warranty
- 12-Ply High Density Polyethylene
- 75 lbs. Knotted Breaking Strength
- Abrasion, UV and Rot Resistant
- 3/4" Mesh to Keep Out All Birds
- A True Square Net, No Stretching!
- Steam Set Knots for No-Slip Nets



Hot Products with Easy Installation!



SolaTrim Barriers
For Solar Panels



Dryer Wall Vents
HOT Product!



Defender Access
Dryer Vent Guards



Scan the QR Code
For More Hot Products

For details visit nixalite.com or call 800.624.1189



Nixalite® of America Inc
Exceptional Bird Control Since 1950



76 Years
1950
2026

www.nixalite.com • birdcontrol@nixalite.com • P 309-755-8771 • F 309-755-0077

Pigeon Control

Without Dead or Dying Birds!

"It's Planned Pigeonhood!"



Pigeons Eat Bait



Eggs Don't Hatch



No New Pigeons



Population Shrinks 90%

OvoControl P®
(nicarbazin 0.5%)

OvoControl.com
or
800.303.5660

OvoControl® is a registered trademark of Innolytics, LLC, La Quinta, CA 92253

VICTORY OVER VULTURES



◀ The black vultures at the power plant were unfazed by drone harassment.

▼ Shadow, left, and her mom, Chase, are Predator Impact's trained harassment K9s.



Continued from page 30

The trained harassment dogs had a similar effect. While the two long-haired dachshunds chased the vultures enthusiastically while the vultures were on the ground, the vultures just moved to a perch out of the dogs' reach and then ignored them.

The team continued the laser harassment, and the day-over-day population reduction continued. After a week, about a dozen vultures persisted in trying to perch above the boilers. There is an iron structure there that they could hide behind to avoid the laser.

The team brought in a paintball gun with clear paintballs. The paintballs were deliberately shot to hit the metal structure near the vultures; they never made contact with the vultures. The sharp noise of the gun firing rapidly, the sound of the paintballs hitting the steel structure, and the splatter of the paintballs proved to be the final factor in denying the vultures a roosting site. All vultures abandoned the property after the second week of treatment.

The team continued to monitor the site, but while there were a

few vultures overhead looking for lift from the cooling towers, there were no more vultures roosting anywhere on-site. The project concluded on April 17, 2025.

Successful combination

The combination of the laser and paintball eliminated any vultures roosting on-site, without any need at this time to install decoys. Twelve months later, the team continues to monitor the account. Vultures continue to soar over the power plant, looking for lift from the cooling towers, but do not seem to even try to roost. If they do, the process will be repeated. **PMP**

J. Mark Runnels, PE, is managing partner of Predator Impact. He can be reached at info@predatorimpact.com.



PHOTOS: J. MARK RUNNELS

Scavenger biology

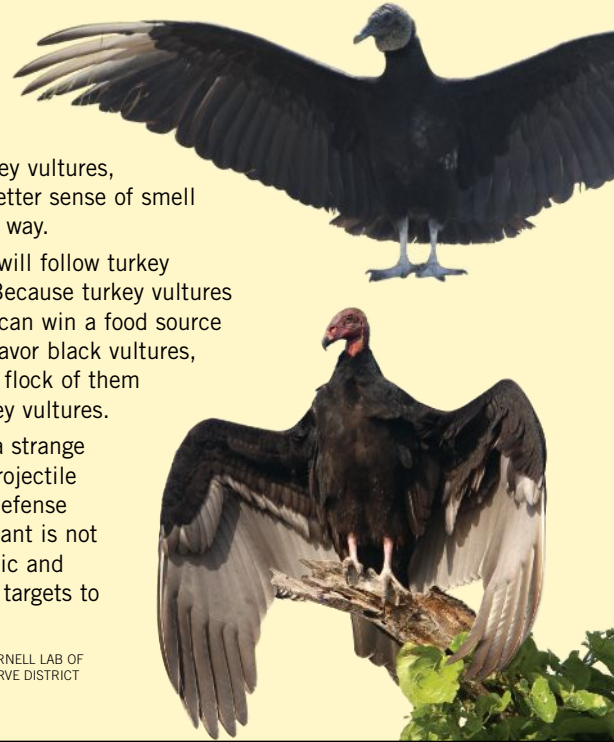
Who's who in the carrion crew? Turkey vultures (*Cathartes aura*) are much more common in the U.S. than black vultures (*Coragyps atratus*), although the latter is expanding its range farther north each year. Here are some other creature features to keep in mind:

- ▶ Turkey vultures are migratory, leaving the northern and northwestern parts of their range each winter. Black vultures are not migratory, and their range is much smaller.
- ▶ Turkey vultures are a bit larger, with a 6-foot wingspan on average, vs. black vultures' typical 5-foot wingspan. They stand an average of 29 inches tall, while black vultures generally are about 25 inches tall.
- ▶ Both species often glide more than flap, but black vultures need to flap a little more because of their shorter wings. Both species' wings feature white patches, but a turkey vulture's run the length of its wings and are also on its tails. Black vultures only have white feathers at their wingtips.
- ▶ The heads of both species lack any feathers. This is an adaptation to keep their heads contaminant-free. Their common names focus on their heads: One head is grayish-black and the other is red and resembles a turkey head. Feather-wise, turkey vultures' are dark brown and black vultures' are black. That said, juvenile

turkey vultures resemble black vultures, with dark-colored heads and bills.

- ▶ The main diet of both species is carrion (dead animals), but black vultures are known to kill prey. They have excellent vision and can see a 3-foot-long animal from 4 miles away. Turkey vultures, meanwhile, possess a better sense of smell and often find food that way.
- ▶ Black vultures often will follow turkey vultures to their finds. Because turkey vultures are bigger, they usually can win a food source competition. The odds favor black vultures, however, when there's a flock of them vs. only one or two turkey vultures.
- ▶ Black vultures have a strange superpower. They can projectile vomit on demand as a defense mechanism. The projectant is not venomous, but it is acidic and causes the eyes of their targets to feel burning sensations.

"Vulture culture" differs slightly between black vultures (*Coragyps atratus*), top, and turkey vultures (*Cathartes aura*), bottom.



SOURCES: NATIONAL PARK SERVICE, CORNELL LAB OF ORTHINOLOGY AND THE FOREST PRESERVE DISTRICT OF WILL COUNTY, ILL.

GETTY IMAGES: GCPHOTOS (TOP), CAJUWE (BOTTOM) / ISTOCK / GETTY IMAGES PLUS

Wildlife Control Supplies

▶ Experience ▶ Knowledge ▶ Products for Professionals ▶ "One-Stop" Shopping

We know Wildlife!®

Your bird control headquarters!

BD-135 Bird Repellent



#BD-135-6

Flight Control® Max Goose Repellent



#NGMFCM-1

Intimidator Visual Bird Deterrent



#INTMDR

WCS™ Handheld Laser Bird Repellent



#WCSLASER

Premier Supplier to Wildlife & Pest Control Professionals

www.ShopWCS.com



Call us at 860-844-0101

10+ Years • 10,000+ Installs • 4-Year Warranty

Built for the Toughest Jobs

Yes, Optical Gel may collect dust over time.
Yes, the color may change in the sun.
But performance doesn't fade.

In many applications, Optical Gel outperforms spikes, paints, sound deterrents, decoys, lasers, hazing chemicals, electric tracks, bird wire, and many other bird deterrents. By combining a multi-sensory approach into one device, it delivers long-term control without call-backs or complaints.

Why PMPs Choose Optical Gel:

- Fast, easy installation
- Effective on all bird species
- Solves high pressure nesting
- Proven long-term results

If your customers want lasting, hassle-free bird control, Optical Gel delivers what they demand:

A bird-free solution for the long haul.

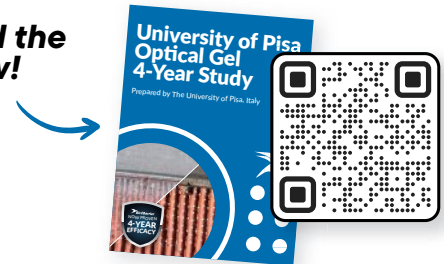
Proof It Works

An independent study published by the University of Pisa (Italy) tracked an Optical Gel installation on a heavily bird-infested roof.

Four years later, and counting, the structure remained 100% pigeon-free. Since introducing Optical Gel more than 10 years ago, it has been installed on tens of thousands of structures worldwide. The outcome is remarkably consistent:

Once birds leave, they don't come back.

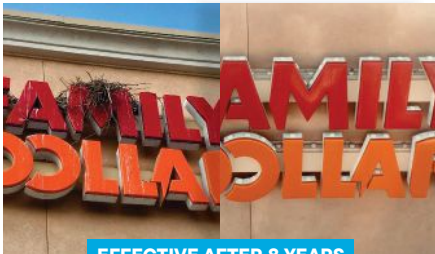
Download the study now!



"One of the most effective bird deterrents.

Our company has installed thousands of Optical Gel discs. The results have been consistently outstanding. It delivers long-lasting results and our customers are extremely happy. I highly recommend Bird Barrier Optical Gel to anyone looking for a proven and effective bird control solution."

Chris Lunn - RM Wildlife Solutions, NWCOA President



EFFECTIVE AFTER 8 YEARS



EFFECTIVE AFTER 5 YEARS



EFFECTIVE AFTER 6 YEARS



BIRDBARRIER.COM | 800.NO.BIRDS | CUSTOMERCARE@BIRDBARRIER.COM

Get the add-on advantage

When implemented with the right equipment and know-how, managing birds is a great way for pest management professionals (PMPs) to capture more revenue. There are also a number of other add-on services, from pest-proofing to public health protection, odor control and beyond, that can strengthen customer reach. What follows are solutions, tips and predictions from nine top suppliers. Which ancillary services are working for you? Send us an email at pmpeditor@northcoastmedia.net to share your take on this industry segment.



Arkion Life Sciences

By BJ Harrington
Sales & Marketing Director

RECENT INNOVATIONS: Last year, Arkion launched a new, trademarked product for PMPs: Eraditick Tick Killer Concentrate. The patent-pending formulation allows for low-risk treatment to combat ticks around residential and public use areas. It falls under the U.S. Environmental Protection Agency’s (EPA) Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) Section 25(b) exemption, which means it is considered minimal risk and does not require federal registration.

The “Get off my lawn!” mindset has never been more appropriate than when dealing with ticks. They are a top pest concern for homeowners and were named the 2025 Pest of the Year by the National Pest Management Association. Also, according to the Centers for Disease Control and Prevention (CDC), emergency room visits for tick bites are at an eight-year high.

Pointing out a few basic facts about ticks and natural-oil Eraditick should make tick treatment an easy add-on service — and beneficial to customers’ peace of mind. Even better, Eraditick is a companion product to Arkion’s popular, all-natural Stop the Bites! product, and can be applied with standard fogging, misting and spray equipment.

PREDICTIONS: The CDC predicts tick attacks will continue to rise again this summer. Offering an Eraditick treatment as an add-on service to regular pest control treatments is a smart, family- and pet-friendly and profitable add-on service for PMPs. The local news media will continue to cover growing tick concerns by homeowners, and we predict you will be prepared with an Arkion Eraditick treatment, ready to go.



Avian Enterprises

By Jon Stone
President

RECENT INNOVATIONS: Avian Enterprises’ line of Avian Control bird repellents provides you with the tools, training and support to make adding bird control and prevention service seamless for you and your technicians.

For example, use Avian Control for targeted spray treatments on building facades, ledges, eaves, light fixtures and other roosting surfaces. For automated, low-maintenance protection of patios, entryways, loading docks, eaves and other enclosed or semi-enclosed spaces, deploy Avian FogForce TR Bird Repellent automatic dispensers, providing continuous deterrence.

For additional protection from infected birds, Avian Fog Force TR releases an invisible aerosol mist that keeps those birds away. Keep flocks flu-free with Avian Migrate Goose and Bird Repellent, a non-lethal, liquid solution that discourages geese, ducks and other aquatic birds from visiting your farm or ranch. By irritating their pain centers and creating an unpleasant sensation, it teaches them to avoid treated areas. To create an even more effective deterrent, InvisiDye UV Marker is a non-lethal ultraviolet light (UV) marker training tool you can mix with Avian Migrate.

PREDICTIONS: The U.S. bird repellent market size stands at \$403.8 million in 2025 and is forecast to reach \$501.7 million by 2030. Growth has been driven by increasing awareness of bird-related infrastructure damage and the associated maintenance costs. Commercial building managers are increasingly recognizing bird control as a preventive maintenance strategy that reduces cleaning costs, structural damage, and liability risks associated with slip hazards caused by bird droppings.





Bird Barrier

By Cameron Riddell
President

RECENT INNOVATIONS: Bird control isn't a niche service. It's a specialty that demands proven solutions and informed execution. At Bird Barrier, our focus remains on protecting people, profits and property with solutions that perform in real-world conditions.

Optical Gel is a clear example of that approach. We recently doubled Optical Gel's warranty from two to four years when properly cleaned and installed to specification. The reason is simple: It works long term, even beyond warranty.

An independent study published by the University of Pisa followed an Optical Gel installation on a heavily fouled roof. Four years later, the structure remained 100 percent pigeon-free and continues that way. Since its introduction over 10 years ago, Optical Gel has been installed on tens of thousands of structures worldwide. With few exceptions, installations dating back to 2016 with disks still in place today, remain bird-free.

That level of performance mirrors what PMPs consistently see in the field at Optical Gel-protected sites: Once birds leave, they don't come back, including new birds. Optical Gel is permanent, just like spikes, netting and other mechanical devices.

Of course, no single product solves every problem. That's why Bird Barrier offers a complete lineup, including Optical Gel, Bird-Flite, StealthNet, Bird-Wire, BirdSlide, Daddi Long Legs, polyvinyl chloride (PVC)-coated metal mesh, Eagle Eye systems and Bird-Shock. Used together with Bird Barrier's project specialists' guidance, these tools allow PMPs to design site-specific bird management strategies.

PREDICTIONS: The future of bird control lies in expanding applications for proven systems.

As PMPs build their portfolios, solutions like Optical Gel continue to show effectiveness across a wider range of structures, bird pressures and environments.

Bird Barrier's ProL@bb programs provide PMPs with the training and real-world knowledge needed to confidently design and install modern bird control solutions. By pairing proven systems with professional education, PMPs can meet rising expectations, positioning themselves as leaders in a growing market.



Bird-X

By Fonda Moyers
Senior Product Manager

RECENT INNOVATIONS: New and improved for 2026, AviAngle is a modular, 45-degree ledge exclusion system designed to physically block pest birds and nuisance wildlife from landing, roosting or nesting on ledges that are 6 to 12 inches deep. By eliminating flat perching surfaces, AviAngle helps maintain cleaner, more visually appealing structures by reducing the buildup of droppings.

Proudly made in the USA from UV-stabilized rigid PVC, each lightweight section features an updated, installer-friendly design and can be trimmed onsite for a precise, seamless fit across eaves, I-beams, concrete girders, angle iron, parking garages, bridges and other structural ledges. The low-profile design is intended to physically block birds from gaining the secure footing required to perch or roost, providing long-term physical exclusion while blending in with surrounding architecture.

The system's durable interlocking panels are weather- and UV-resistant to help protect underlying coatings and substrates from degradation associated with environmental buildup. New features include:

- ▶ Refined interlocking panels for a more secure, seamless fit
- ▶ Enhanced rigidity for improved structural stability
- ▶ Streamlined profile for a cleaner, more discreet appearance
- ▶ Installer-friendly sections that trim easily for faster onsite customization

PREDICTIONS: The global bird repellent market is valued at approximately \$2.5 billion in 2025 and is projected to grow at a 6.4 percent compound annual growth rate (CAGR) through 2030, reaching \$3.4 billion. Growth is being driven primarily by intelligent bird repellent technologies and is fueled by increasing urbanization, the need for crop protection and efforts to reduce chemical use.





EarthCare Products

By Bill Vaughan
CEO

RECENT INNOVATIONS: EarthCare Odor Remover Bags have been around for many years. Initially used to eliminate dead rodent odors, PMPs continue to find many new uses to provide add-on services to their customers for all types of odors. For example:

- ▶ **Residential trash bins:** Tie an EarthCare Bag to the bin's hinge, hanging on the inside to eliminate odors in and near garages. This solution will last three to six months and is an especially valuable service in hot climates.
- ▶ **Commercial dumpsters:** Hang EarthCare Bags inside dumpsters and change them out every month. This is a big benefit for urban areas or anywhere trash bins are stored inside buildings. It also helps reduce the attraction of several pests and cuts down fly populations.
- ▶ **Pest cleanout accounts:** At the end of every cleanout, hang EarthCare Bags in the area to eliminate any residual odors. This also is helpful in public

housing and other rental property accounts, where management has to rehab an odor-filled and trashed rental unit after eviction.

▶ **Quarterly moisture service:**

In many areas, homes and commercial buildings are subjected to a lot of moisture and frequent flooding, which results in musty mildew odors. EarthCare Bags are ideal for eliminating these odors and offer PMPs an opportunity to set up quarterly service contracts.

Visit EarthCareProducts.biz for more examples and to add your own!

PREDICTIONS: More PMPs will realize significant add-on sales and service to their customer base in the coming years, as they learn of the benefits derived from adding EarthCare's solutions to common odor issues existing in their current customer base. One-time permanent fixes, monthly, quarterly and semiannual service contracts can result.



Ninety nine problems but geese ain't one!

Spray on. Birds gone. **Avian Migrate**[®]
Goose and Bird Repellent



Avian Enterprises, LLC Sylvan Lake, Michigan • 888-707-4355 • Sales@AvianControl.com • www.AvianControl.com

The Professional Choice. Designed for Thoughtful Monitoring.



A glue board designed to support effective monitoring, manufactured by Web-Cote Industries.

Pro-Trap™ delivers the performance and durability expected in real-world service environments. Designed to be water-resistant and built to support effective monitoring and control, each board reflects the standards required to protect health, food, and property.

Developed through decades of experience producing glue boards for the pest management industry, Pro-Trap brings proven manufacturing discipline into a solution **designed to be used with intention and responsibility.**

Learn more at web-cote.com/pro-trap

Manufactured by

WEB-COTE
INDUSTRIES™

**MADE
IN THE USA**





Innolytics

By Erick Wolf
CEO

RECENT INNOVATIONS: OvoControl P (nicarbazin 0.5 percent) is a ready-to-use kibble, representing birth control for pigeons. Affectionately known as “Planned Pigeonhood,” OvoControl is most often used at larger facilities where conventional pigeon control methods are either impractical or cost-prohibitive. OvoControl represents an “abatement” strategy, as opposed to one focused on exclusion. There are no issues in using both strategies together for the best outcome for your project.

To apply the bait consistently to the birds, we always recommend an automatic tripod wildlife feeder. These machines dispense a prescribed quantity of bait consistently each morning. Our newest feeders are now Bluetooth-enabled, making programming much easier.

The traditional tripod feeder is ideally placed on a flat rooftop where it is secure from unwanted visitors. Many pigeon-impacted customers, however, do not have a handy rooftop. For example, if the rooftops in an area are pitched, a tripod feeder simply will not work.



In 2025, we introduced the “Urban Feeder” to address OvoControl applications where a tripod feeder was not ideal. Functionally, this new model does the same thing as the original, although it has a heavy-duty design meant for installation in areas where people might be present. Once installed, the new feeder resembles a trash can that you often see in a park. These new units seamlessly blend into the landscape.

The new Urban Feeder is ideal for parks, parking garages and lots, campuses, manufacturing plants and any other facility where a flat rooftop might not be immediately available.

PREDICTIONS: We all live in a world that is rapidly changing. Customers continue to prefer products and treatments that are safe and humane. If the past five years are any indication, we predict the bird business will continue to grow at a rate exceeding general pest control as customers seek out bird-friendly innovations for their control.



Nisus

By Harry Bryan
VP of Business Development

RECENT INNOVATIONS: Add-on services are gaining ground because the math works. Customer acquisition costs keep climbing, labor isn’t getting cheaper, and discounted renewals have their limits. The cheapest sale you’ll ever make is to the customer you already have. Add-ons increase revenue per stop, improve route efficiency and create stickiness — all without adding routes, trucks or headcount.

Nisus launched its trademarked Pro-Shield Nsulation for PMPs looking to expand into a scalable segment.

Its borate-treated, blown-in cellulose improves comfort and energy performance while protecting against termites, cockroaches, ants and other labeled insects.

The insulation industry estimates that approximately 78 percent of homes are underinsulated in the attic. Think about that: Nearly eight out of 10 of your customers need this. They just don’t know it yet!



Many companies already are treating roof decking, trusses and attic flooring with Bora-Care. When you bundle Pro-Shield with those wood treatments, you’re not just doing a task anymore; you’re delivering a complete attic solution. Protect the wood, improve the home’s performance and leave the structure better than you found it. Operationally, it’s the same crew doing the wood treatment and the insulation on the same visit. You also can layer in attic disinfection or sanitization, especially if there has been wildlife or rodent activity.

PREDICTIONS: Over the next few years, add-ons will continue to gain traction in pest control. Labor constraints aren’t going away, and pricing pressure on traditional services will continue to squeeze. Homeowners will keep investing in comfort, durability and prevention, even if they don’t say it that way. The companies that win won’t be the ones selling more line items; they’ll bundle solutions. Add-on services are the new muscles to strengthen profitability.

A Proven Perimeter Pest Treatment Program To Reduce Callbacks... As Easy as 1-2-3!



1

EcoVia[®] EC
emulsifiable concentrate

Apply repellent spray up to **3 ft above the grade** around the foundation. Also apply around doors, windows, eaves and other pest entry points.

- Quick Knockdown & Up To 90 Days Control of Crawling Insects

2

InTice¹⁰
perimeter bait

Apply InTice 10 Perimeter Bait in a **2 to 3 ft band** outside of the liquid spray. Also treat other areas attractive to insects such as woodpiles and remote landscapes.

- Perfect for Quarterly Service Programs

3

EcoVia[®] WD
wettable dust

For extended residual protection, apply as a dust or wettable powder. Spray the underside of eaves, spray or dust in cracks around windows and door frames, into weep holes and under edges of siding.

- No Pyrethroid or Neonic Use Restrictions

FOR MORE INFORMATION, SCAN THE QR CODE AND WATCH THE BRIEF VIDEO!



Always read and follow label directions. EcoVia[®], InTice[®], Perimeter Bait[™], Green Zone[™], Unfair Advantage[™], and Creating the Future of Pest Control[™] are trademarks of Rockwell Labs Ltd. ©2026 Rockwell Labs Ltd

www.rockwelllabs.com

UNFAIR ADVANTAGE[™]



Nixalite

By Cory Gellerstadt
President

RECENT INNOVATIONS: Solar bird control just got smarter: Solatrim Pest Bird Barrier, available from Nixalite, continues to lead the way in protecting solar installations from birds, squirrels, nesting debris and costly damage without restricting airflow or panel performance.

New for 2026, you have four size options: 4.5-, 5-, 5.5- and the original 6.75-inch tall units, making it easier than ever to match your exact panel clearance. Even better, Solatrim is now available by the individual strip, so you can order exactly what



you need instead of committing to full cases.

The new individual strip option reduces waste and lowers

upfront costs. The durable aluminum construction, peel-and-stick convenience, and proven field performance make Solatrim the practical choice for serious solar panel protection from birds and rodents. Learn more online at Nixalite.com/product/solatrim-pest-barrier.

PREDICTIONS: After more than 75 years in the bird control industry, Nixalite of America Inc. sees the next five years as a period of strong opportunity and transformation. Demand for effective bird and wildlife exclusion will continue rising as urban density increases, solar energy expands, and property owners place greater value on prevention rather than cleanup.

In addition, the industry is moving toward smarter, longer-lasting, humane solutions — an area where proven manufacturers with deep experience have a clear advantage. Innovation in materials, installation efficiency, and product versatility will shape the future, particularly in solar protection and architectural exclusion. Education and professional specification will also become more important as customers seek reliable expertise.

Companies that blend tradition with innovation, maintain product quality, and invest in forward-thinking solutions will lead the market, and Nixalite fully intends to remain at the forefront of that evolution.



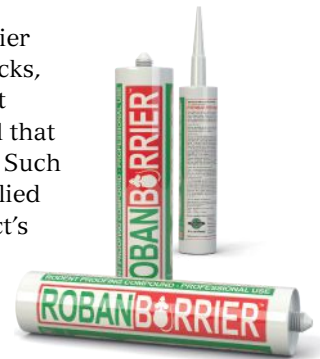
PelGar USA

By Andrej Branc
Americas Business Manager

RECENT INNOVATIONS: Exclusion is the ultimate rodent service add-on.

Few services offered by PMPs have as easy an add-on value as rodent control. Rodent exclusion services should be top of mind on any quarterly check or new rodent service. Entry areas are easy to spot, and rodent evidence (sebum, gnaw marks, droppings, etc.) is easy to point out. On top of that, the service has an immediate effect, especially if done correctly.

For small hole-proofing and exclusion work, use Roban Barrier compound. It's designed for cracks, gaps and holes where you might normally pop in some wire wool that small fingers can easily remove. Such paste compounds are easily applied with a caulking gun. The product's combination of metal fibers and polymers stops rodents from gnawing through, with the added bonus that it doesn't contain any active ingredients.



The newest product within PelGar's Roban Exclusion line, Roban Foam, is a huge asset for larger openings and wall voids. Created with PMPs in mind, it is not a super-expanding foam. Rather, it is very high-density to prevent the formation of large air gaps that rodents can chew right through.

Roban Foam also contains a strong chemical repellent to stop rodents from even trying to reopen the void. Because it takes an hour to harden, you can come back 10 to 15 minutes after application and manipulate the foam to become flush with the opening, reducing the need to return and cut globs away from the building surface.

These two products are just the tip of the iceberg in PelGar's expanding line of exclusion materials, but rodent exclusion can be one of the best and easiest add-on service growth areas for your company if you incorporate these products correctly.



PREDICTIONS: The next five years will be led by the exclusion segment, especially as an add-on to regular services. Rodent exclusion should be a part of your program to help minimize risk and reduce rodent incursions, all while growing your bottom line with high-margin dollars.