## **Answers to Common Questions**

### Question 1: Is XT-2000 Orange Oil Plus effective?

Studies have proven that XT-2000 Orange Oil Plus is effective and does what it claims. A fact to remember is that the pesticide registration process includes studies done by the US EPA confirming the product's claims.

### Question 2: Is XT-2000 Orange Oil Plus flammable?

XT-2000 Orange Oil Plus has a caution rating for flammability on the National Fire Protection Association (NFPA) Hazard rating system. XT-2000 Orange Oil Plus' rating 2 on the flammability chart. This means it has moderate flammability.

#### Here is a quick break down of the NFPA Flammability Code Ratings:

4	Danger	Flammable gas or extremely flammable liquid
3	Warning	Flammable liquid flash point below 100 F
2	<b>Caution</b>	Combustible liquid flash point 100 F to 200 F
1	-	Combustible if heated
0	_	Non combustible

### Here are examples of common household products for each NFPA Caution Flammability Rating:

4	3	2	1	0
propane liquid Hydrogen lighter fluid	gasoline acetone rubbing alcohol paint thinner	super glue pine-sol turtle wax scope mouthwash Dawn dishwashing detergent Old English Furniture Polish tar roofing cement	mineral oil vegetable oil	Water Concrete Sand Stone

# XT-2000 Orange Oil has been used to treat structures for 18 years. In that time, not one treated structure has ever caught fire due to treatment.

### Question 3: Can XT-2000 Orange Oil Plus be used to treat an entire home or is it only a local treatment?

Orange oil is a locally applied treatment. However, through the use of our scope and inject method it can be used for whole house warranty. This means that it is an approved method for homes that need escrow clearances. Our scope and inject method involves the use of optic technology to inspect wall voids and other areas that would normally be inaccessible so that all areas of infestation in a structure can be located and treated.

Companies can choose whether or not to offer XT-2000 Orange Oil Plus as local treatment or whole house treatment. Those that choose to offer whole house treatments have found that they are able to offer whole home warranties that match or exceed the warranties offered by companies using other treatment methods.

### Question 4: Do we further weaken the wood when we drill holes for the treatment process?

No, the holes that are drilled into the wood are 7/64" in diameter, which is only slightly larger than the tip of a writing pen. We drill a series of holes in a specified pattern that was designed to minimize the necessary number of holes that allows for a complete saturation of the wood member. Keep in mind, to structurally weaken a single piece of wood with that size drill bit would require hundreds of holes.

## **XT-2000 Orange Oil Treatments**

The day has arrived: your home will finally be rid of termites using Orange Oil – Congratulations! Here's some things you can be aware of and expect on the day of treatment:

- 1. There's no need to vacate your home during treatment!
- 2. You will have a lovely orange scent for 4-6 days after treatment. How long the scent lasts will depend on several factors, such as on the airflow in the area treated and the humidity.
- 3. The average home has 8-15 infestations. Each will be drilled, treated, and patched. They will not be drilling and treating every board in your house, only the actively infested ones.
- 4. Areas with open framing, such as attics, crawlspaces, and garages, are not normally patched after treatment.
- 5. Typically, you can expect 1 to 2 workers to be at your property for the day. They will be using ladders, tarps, drills, and other tools. When they first arrive, they will check in with you and discuss where they will be treating and how long they expect everything to take.

It is normal to continue to see frass (droppings) for a short time after treatment. If the infestation is around a door frame or in garage framing near a garage door that gets opened frequently, then the vibrations from opening and closing doors will cause frass still within the wood to sift out over the course of a few weeks following treatment. This is normal and should lessen and then stop within a short time. If the frass increases over time or continues for longer than expected, then call and request a service call.

## **Borescopes**

- As part of our scope and inject method, scopes are an <u>essential tool</u>. Borescopes can be the same technology used for viewing inside the human body during medical procedures such as biopsies and arthroscopic knee surgery.
- With technology such as true optics or fiber optics, areas that would have previously been considered inaccessible or only treatable by fumigation or heat are now made visible. A great advantage with viewing technology is there are no false positives in identifying. Remember, evidence looks the same when viewed through a scope or with the naked eye.
- Another great advantage is that by using the scope and inject method you are able to provide <u>Escrow</u> <u>clearance</u> sales as well as providing a complete whole house warranty.



