

# Termite Certificates & WDIR's in Louisiana



Presented by:

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# Termite Basics



Queen

Workers



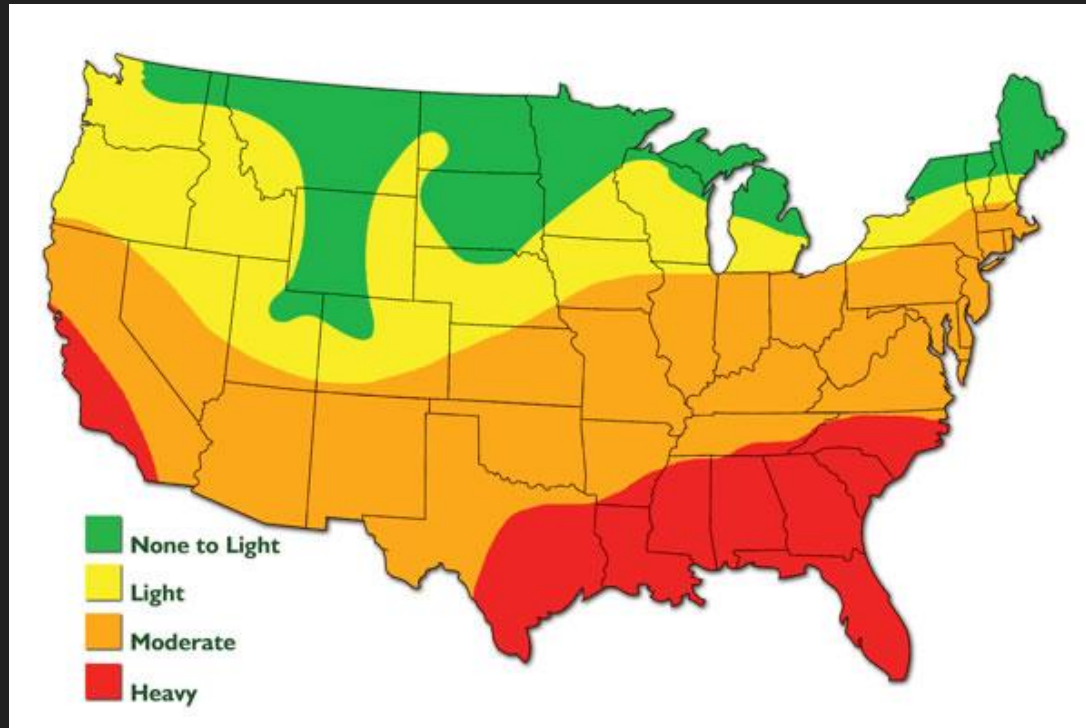
Soldiers



Reproductives,  
Alates, & Swarmers



Termite Pressure map:  
*Louisiana = Highest in continental U.S.*



**Leaking shower with termites:  
Termites and damage can be hidden and  
difficult to identify.**



# What is a WDIR?

- A WDIR is a: Wood Destroying Insect Report. IT IS NOT a Termite-Free Certificate.
- It is solely for the purpose of a refinance or transaction of a structure in Louisiana.
- A document certified by the Louisiana Department of Agriculture.
- WDIR reports are recorded and reported to the state every month.

# Why are WDIR's Important?

- Buyer and seller protection
- Protecting the largest financial investment your clients will likely make!

# How Long is a WDIR Valid?

- 90 days with LDAF, however some lenders only recognize for 30 days.

# What pests are included in “Termite Certificate”?

- Termites
- Carpenter Ants
- Carpenter Bees
- Powder post beetles
- Old House Borers



# The Legal Aspect

- The liability
- The reporting
- Using the correct document and graphs
- Can only report on what is seen at time of inspection
- Outside, inside, attic?, Crawlspace?

# What does the WDIR guarantee?

- NOTE THE CHANGE IN THE GUARANTEE!
- Treatment of **subterranean termites** found within 90 days of INSPECTION!
- No guarantee for damages to be covered.

# What should service look like?

- Scheduling: service within 48 hours is a great industry standard
- Tools needed: Flashlight and probing tool (screwdriver)
  - Optional: thermal cameras, moisture meters, termite radars, stethoscope
- Certification card on body of inspector and marked vehicle

# Conducive Conditions and Required Notes

- Dirt above grade (the most conducive)
- Wood to ground contact
- Visual bath-trap access (in tubs)
- Vegetation growing on exterior walls
- Graph required if not under contract with a the inspecting company
- Live wood destroying insects
- Insect parts
- Old damage & New damage (must be visible)

# Why can a WDIR Fail?

○ Guesses?

# Why Can a WDIR Fail?

- Any reason that the certified inspector chooses.
- Find a qualified and fair inspector you can develop a long-term relationship with!
- If one fails, make a genuine effort to understand why and also what needs to be done to get it to pass.

## Bonus Question:

○ Why do WDIR costs vary so much?

# Going the extra step

- Other things to inspect for as a pest control company:
  - Rodents
  - Ants
  - Moths
  - Bats
  - Wildlife
  - So many critters and pests!



# Thank you for your time

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