

They Specialize In Pest Animal Control

As a trapper and a certified wildlife control professional, Alan Huot knows what works and what doesn't when it comes to capturing and controlling wildlife. His East Granby, Conn., business, Wildlife Control Supplies, LLC (WCS), offers a wide variety of traps, nets, snares, cages and other devices to control everything from mice to mountain lions.

The company works with many professional trappers but Huot notes that farmers and ranchers are also big customers. Many want to capture coyotes to protect sheep or calves.

"The Collarum™ is a species-specific, live capture device for canines," Huot says. "It's very safe and humane. The animal bites on a baited bite piece, and a cable loop is thrown over their head and around their neck, which is anchored to the ground. It's like placing a collar on a dog, hence the name, Collarum." An animal, such as a dog, can be easily released, unharmed.

Another useful product for customers who need to round up everything from pigeons and geese to deer and turkeys is the Martin Net Blaster™ distributed exclusively in the U.S. through Huot's business.

"This net blaster is an air-powered unit that fires four 4 1/2-lb. weights attached to a net," Huot says, noting that other "net cannons" use explosives. "Our net blaster can shoot a 40 by 60-ft. net at speeds up to 100 mph and has a 90 percent capture rate

for birds within 12 to 18 ft. of the launcher." (Retail for \$4,995, not including net. Hand-tossed nets also available.)

WCS carries an assortment of other items, including multiple catch traps for mice, glue traps for snakes, and repellents for deer, groundhogs and rabbits. They also make odor control products, long-handled snake tongs, and live trap cages with extra features only found in the professional market.

Employees who answer the phone listen to customers' needs and help select the best product for every job and provide information on how to use it. WCS also sells bait which is targeted specifically to the species you want to capture.

"We would not want to sell something you're not going to be successful with or is dangerous for you," Huot says. "One of the services we provide is a referral service for our professional customers. We can direct customers to wildlife control professionals in their area via www.animalremovalpro.com if a customer feels their problem is more than they can handle themselves."

Hiring a pro may be the best approach for problems such as eliminating bats in an attic, for example.

"We've been in business for over 10 years," Huot says.

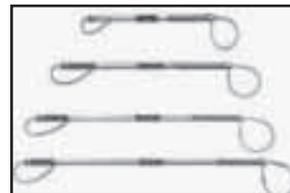
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Air-powered net blaster fires four 4 1/2-lb. weights attached to a net.



Wildlife Control offers a wide variety of pest control products including the Collarum live capture device for canines (above left), large pigeon trap (above right), snake tongs (lower left), and snares.



They Straighten And Restore Old Barns

Unless it's a pile of rubble, there's a good chance Woodford Bros., Inc., can fix and restore old barns, homes and other buildings, for about one third the cost to build new.

Mike Woodford is vice president of the company, started by his father and three uncles more than 40 years ago. "We jack and support the structure, take out the bad parts and laminate new material."

The New York-based company averages about 300 projects a year in New York and surrounding states, and they've traveled as far as northern Minnesota.

"We run the gamut, from replacing concrete blocks in a garage to taking a structure apart, moving it and making it into a home," Woodford says.

About half their work is agricultural buildings - many owners just want to get sagging buildings solid and square. Woodford Bros. has about 30 employees who work out of a couple of well-equipped trucks.

"The work we do is very specialized and requires lots of knowledge. It takes five to six years to train employees," Woodford says. "We're big on safety training and understanding how to use equipment for rigging and how to manipulate the structure."

In order to cover such a large territory, the company developed a few strategies. For example, employees working on a project more than 600 miles from home, work eight days, then are flown home for six days off. To do cost estimates of distant projects, the Woodford website includes a free ballpark figure estimator. Potential customers answer questions and take photos to submit to the company. If the customer is inter-

ested after receiving a ballpark bid, an on-site visit is made to determine a final cost. While projects vary greatly, Woodford says a typical project lasts five days, and averages \$12,000.

"On every project we start with the worst thing that needs to be addressed," Woodford says. "Everything we do is to make the building stronger. We work from worst to best on list; we've never lost a structure or had a failure."

The company uses hydraulic lifting, tension rod, and pneumatic lifting systems to do the following: foundation straightening, replacement and lifting; structural moving and cabling; floor and roof leveling; and beam repairs and replacement.

Every project has unique challenges, but Woodford says it's rewarding to save old buildings. He's noticed that people in Wisconsin and Minnesota tend to be more inclined to salvage old barns.

Besides using laminates and modern materials, about 5 percent of Woodford Bros.' work involves using original material and methods, such as taking solid beams and making them hand-hewn. One favorite project was taking an old barn that was on the National Register of Historic Places, moving it 50 ft. to a new foundation and remodeling it into a well-used recreation hall.

Woodford notes that the demand for barn restoration is diminishing, but it's a worthwhile niche in the construction industry, and the company is willing to expand to more states.

Contact: FARM SHOW Followup, Woodford Bros., Inc., P.O. Box 108, Apulia Station, N.Y. 13020 (ph 800 653-2276; www.woodfordbros.com).



Before (above) and after photos show what Woodford Bros. can do to fix and restore an old barn. The company also restores homes and other buildings.

