

THE INDUSTRY'S LEADING TECHNICAL JOURNAL SINCE 1933

PMP Pest Management PROFESSIONAL

2017

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Mattress matters

Platinum Pest Solutions finds dependable results with AmCan's top-quality mattress covers.

In the world of pest management, growth is the golden ticket — and a bed bug infestation can often facilitate it. Pest management professionals (PMPs) often find a new bed bug account as an opportunity to try new products or even bring on new employees.

For Jason Sayre, it was an opportunity to start his own company, Platinum Pest Solutions.

In just five years, the Lansing, Ill.-based company has grown from a few friends and a van treating



Jason Sayre

bed bugs to 45 vehicles, 65 employees and a booming business. Having spent 10 years in the pest management industry in Chicago, Sayre saw an opportunity for growth and decided to take it.

Nearly 50 percent of Platinum Pest Solutions' accounts are for bed bug service. With half of his business focused on such a specific critter, Sayre can't afford to be sloppy with his treatments. That's why he turns to AmCan mattress covers.

The mattress covers supplied by AmCan are made of a poly knit soft fabric. They feature a three-sided zipper and a patented BugStop Seal to ensure bed bugs can neither enter nor leave the mattress.

"They don't rip or tear, plus they have a bug lock seal on the inside that doesn't allow water or bugs to poke through," explains

Sayre. "That's what I love most about them."

Sayre recalls how his team was once called to treat an apartment complex in Chicago with more than 200 active cases that were ripping and tearing. "Anytime there is a hole, the piece becomes worthless," says Sayre.

Platinum Pest Solutions treated all the units with AmCan mattress covers, and success was achieved immediately.

"The manager started to get compliments on the encasements because they are 100 percent polyester, very soft, and when you put a sheet over them, you can't even tell they are there," Sayre says. "I have them on my beds at home, too."

FINDING THE RIGHT FIT

Platinum Pest Solutions has been doing business with AmCan since day one. Sayre and Lorne Chadnick, president of AmCan, met at a trade show and hit it off right away. Chadnick offered Sayre a consignment deal to help Platinum Pest Solutions get started in the business, allowing the firm to successfully complete its very first project: an apartment complex in Chicago with about 30 active bed bug cases.

Sayre has not forgotten Chadnick's kind act. "I'm really grateful for Lorne and his help," he says. And while this kind gesture certainly helped launch the relationship between AmCan and Platinum Pest Solutions, it's the efficiency of the products and the company that keeps Sayre coming back for more.

BED BUG BATTLE

COMPANY: Platinum Pest Solutions

BATTLEFIELD: Residential homes and apartments of Chicago

WAR STORY: The Platinum Pest Solutions team was once called to treat an apartment complex in Chicago with more than 200 active cases. Previous pest management companies had treated it with mattress covers that tore, rendering them ineffective. With the help of AmCan mattress covers, the units were cleared in no time.

WEAPON OF CHOICE

CONTROL SOLUTION: AmCan Mattress Covers

WEBSITE: AmCanProducts.com

"They're very high quality products," Sayre says. "We have not had any serious issues with them. I recommend them to almost anyone I talk to, because the price point and quality make them the best around."

With quality products, dependable employees and a fair price-point, Sayre says he looks forward to continuing a strong relationship between Platinum Pest Solutions and AmCan: "Hopefully this is five years of business together, going on 10!"



Magic answer

Heat innovator BedBug Chasers says Nuvan Prostrips is its go-to insecticide for sensitive jobs.

For BedBug Chasers in northern New Jersey, heat is the preferred means of eliminating bed bugs. The pest management company, which has franchises in six states across the U.S., invented an electric heating system that allows its technicians to resolve a bed bug problem in one visit.

However, sometimes customers have valuable objects they do not wish to be exposed to heat, such as the valuable violin owned by a member of a prominent symphony orchestra. In those cases, BedBug



Dean Averna

Chasers depends on Amvac Chemical Corp.'s Nuvan line of products — specifically, Nuvan Prostrips.

Dean Averna, founder and CEO of BedBug

Chasers, says his company uses Nuvan Prostrips to treat anything delicate that should not be exposed to the heat, such as old photos, oil paintings or musical instruments.

“We will place those items in a container or bag, seal it up, and — in accordance with the instructions — allow Nuvan to do its magic,” he explains, noting that objects typically stay bagged for about 14 days.

Averna estimates that he uses Nuvan Prostrips to supplement his jobs on a weekly basis, and that the product “works like a charm.”

“If it didn’t work, obviously, we would have sought something else,” he says.

MORE THAN AN EFFECTIVE BED BUG TREATMENT

In addition to successfully eliminating bed bugs, there are several reasons why Averna prefers Nuvan products. Lack of odor tops the list.

Second is ease of use. Pest management professionals can simply bag up an item, insert a Nuvan Prostrip, and the job is done. After two weeks or so, the item can be removed, giving the homeowner peace of mind that their precious possessions are both unharmed and bed bug-free, says Averna.

BedBug Chasers, which is headquartered in New Jersey, also gets called into Manhattan to work in a number of homes. Not only have technicians worked with professional musicians who need to protect their valuable instruments, they have also been called upon by artists and art collectors. A recent job was

BED BUG BATTLE

COMPANY: BedBug Chasers

BATTLEFIELD: Residences; multi-unit dwellings such as hotels, apartments and office buildings; and commercial properties including theaters, ships and schools

WAR STORY: BedBug Chasers CEO Dean Averna sees managing bed bugs as simple: “It’s just exceeding the critical mortality point of the bed bug. It’s all based on science — that is really what sums it up.”

WEAPON OF CHOICE

CONTROL SOLUTION: Nuvan Prostrips by Amvac

WEBSITE: Amvac-Chemical.com

for an artist who worked in the wax medium.

“Nearly all of the artwork she created, plus supplies, could not be exposed to heat nor could be wiped down,” says Averna. “We packed up the artwork and utilized Nuvan Prostrips to treat them. You couldn’t treat them any other way. You couldn’t spray them with chemicals.”

The use of the Nuvan strips prevented what could have been a disastrous situation and salvaged valuable supplies and artwork.

“Nuvan solved the problem,” Averna concludes.



Defense against pests

Brandley Inspections cuts re-entry times by utilizing two formulations of Alpine insecticides.

To Cory Brandley, owner of El Reno, Okla.-based Brandley Inspections, being a pest management professional (PMP) means giving customers their lives back.

Brandley started in pest management seven years ago to “help people and provide great customer service.” He found the right combination to do both with the versatility of Alpine WSG and PT Alpine Flea & Bed Bug Pressurized Insecticide by BASF.



Cory Brandley

“Our BASF rep, Jared Harris, educated me on the Alpine product line at one of our training seminars two years ago,” says Brandley, adding that his company began using BASF products shortly after its founding.

With the introduction of Alpine WSG and PT Alpine in Brandley Inspections’ treatment protocol, “fewer follow up visits were required to get a clean inspection and happy customer,” according to Brandley. Today, he says, the products are his company’s “go-to insecticides for all bed bug treatments.”

BRING THEM HOME MORE QUICKLY

Brandley was attracted to the Alpine line’s different modes of application: Alpine WSG, a water-soluble granular insecticide his technicians could use in sprayers, and PT Alpine Flea & Bed Bug, a

pressurized aerosol. Additionally, each product has a feature instrumental in reducing the time Brandley’s customers must wait before returning to their homes.

“As an aerosol application, PT Alpine Flea & Bed Bug really puts down a fine mist,” says Brandley.

His company uses the product on customers’ furniture surfaces, as the application mode allows “coverage at a better rate without having much moisture.” Once the product is dry, residents can re-enter the structure and start putting their life back together, and less moisture means shorter drying time.

Brandley most appreciates that Alpine WSG has no odor. His technicians don’t have to wait for an odor to fade before welcoming customers back to their homes.

“A lot of companies will tell customers they have to wait six to eight hours, or even the next day before returning,” says Brandley. “We’re re-entering somewhere in the two-hour range.”

SOLUTIONS SIZED FOR THE PROBLEM

The most challenging bed bug jobs Brandley’s team has faced were those where customers first tried to manage the infestations themselves. As experienced PMPs know, measures customer use — such as applying off-the-shelf products that repel the bed bugs rather than eliminate them — usually does more harm than good.

“Most bed bug problems — maybe 90 percent of them — can be localized around headboards, bedding and night stands,” says

BED BUG BATTLE

COMPANY: Brandley Inspections

BATTLEFIELD: Residences

WAR STORY: For bed bug infestations, owner Cory Brandley recommends using Alpine WSG and PT Alpine Flea & Bed Bug Pressurized Insecticide together, calling them “the perfect one-two punch for bed bugs.”

WEAPON OF CHOICE

CONTROL SOLUTION: Alpine WSG and PT Alpine Flea & Bed Bug Pressurized Insecticide by BASF

WEBSITE: PestControl.BASF.us

Brandley. “But once customers start self-treating, the bugs will scatter into corners of rooms, hallways and closets — odd places throughout the house.”

With Alpine WSG and PT Alpine, Brandley Inspections can implement a comprehensive treatment protocol that kills bed bugs wherever they may hide.

“The broad labels allow us to get good coverage throughout the house, and still be very effective in those occasions where the infestations have spread beyond the bedroom,” Brandley concludes.



BED BUG BATTLE

COMPANY: Pine State Pest Solutions

BATTLEFIELD: Residences, condos and apartments, schools, hotels and motels, fitness centers, nursing homes, daycare facilities, and other commercial properties

WAR STORY: Before CleanRest became part of Pine State's standard protocol, Adams had a tough infestation at a residential group home on a budget. He understood the hesitancy to spend the money on the encasements, but when several callbacks to continually chase the bugs around the facility started adding up, Adams convinced them of the encasements' importance. Once his team had encasements on all the beds, they were able to determine which rooms had the recurring problems in their follow-up visits. And because the encasements are all white and have no folds, it's easy to see the telltale bed bug spotting, says Adams. "Now their employees can easily monitor which rooms might need future treatments," he says — saving the customer, and Pine State, time and money.

WEAPON OF CHOICE

CONTROL SOLUTION: CleanRest Pro mattress and box spring encasements by CleanBrands

WEBSITE: CleanBrands.com

Mandatory encasements

CleanRest mattress encasements are a must on every bed bug job for Pine State Pest Solutions.

If it were possible to have a favorite pest, Parker Adams, owner of Auburn, Maine-based Pine State Pest Solutions, would choose the bed bug. After all, when he first got into the business, it was with tackling that one particular pest in mind.



Parker Adams

“When I founded my company originally in 2010, we started out just doing bed bugs,” says Adams, who adds there were fewer resources for bed bug treatments available at that time.

Since then, he's seen an increase in research on bed bug treatments, following the pest's resurgence. New technology and ongoing research have led to more efficient products that save time and money for both customers and pest management professionals.

One such product that has proved indispensable for Adams and his technicians in the battle against bed bugs is the CleanRest mattress and box spring encasement system. CleanRest by CleanBrands, with its patented Zip-N-Click closure system, is so effective that Adams specifies the product as part of his required bed bug treatment protocol.

In addition, Adams uses them on his own bed — and all his family members' beds — at home.

CleanRest Pro encasements are 100 percent bed bug bite- and escape-proof, waterproof and

come with a 10-year full product warranty, according to the company's website. “We go through thousands of these every year, and we never have to call in the warranties,” says Adams.

Adams says mattresses and box springs can be all sorts of different colors, and have hundreds of places for bed bugs to hide — within dimples, folds, piping and plastic corner caps. It can take one of his techs quite a while to fully inspect a bed for the elusive pests. However, after treating the room and bed, and putting the CleanRest encasement on, technicians can easily see in their follow-up visits whether the room is still infested. This saves his techs time, and in turn, saves the customer money.

Increasing the effectiveness of each treatment and reducing the amount of time needed to conduct inspections are key reasons why Adams requires CleanRest on every bed bug call.

Adams said the CleanRest encasements are incredibly useful for hotels, residential group homes and other facilities where beds are part of the property's assets.

“They're flexible, washable and lockable, so you can tell if someone has tampered with it,” he says.

Since Pine State began using CleanRest encasements on

every job, bed bug calls require fewer treatments, achieve faster results and result in fewer callbacks. This has allowed Adams' company the spare time and manpower to expand the scope of his company to treat for other pest problems.



Lasting effects

MGK's CrossFire offers unparalleled residual control for Getem Services.

As the operations manager for Getem Services, a third-generation, family-owned pest management company in coastal Virginia, part of Jimmy Murphy's job is testing new products and deciding whether they make the cut out in the field. And while Getem has experience dealing with all kinds of pests — from termites to mosquitoes — no new products are more welcome right now than those meant to



Jimmy Murphy

battle bed bugs. In the more than 20 years that Murphy has been in the pest management business, he's seen bed bug calls increase dramatically.

Bed bugs are notoriously difficult to kill for a number of different reasons, chief among them that they only feed on blood.

Because bed bugs don't take pesticide baits back to a nest or crawl through pesticide traps and spread the material to other insects, what was really needed, Murphy says, was a pesticide with a strong residual effect.

Enter MGK's CrossFire.

"We've been using CrossFire for a long time," says Murphy. "It's working extremely well for us and is part of our arsenal."

CrossFire, from Minnesota-based MGK, is available in both a concentrate form and an aerosol spray. The product is formulated to

kill even pyrethroid-resistant bed bug strains, and begins offering residual control within minutes of exposure, according to the company's website.

Murphy has seen residual control for up to six months in some applications. "And CrossFire will kill bed bugs in all life stages, from eggs to adults," he says.

CrossFire is approved for direct application to mattresses, box springs, headboards, walls, floors and baseboards. It is non-staining and can be used in residential, commercial and institutional settings. The aerosol application is also labeled for use in areas of the home frequented by pets, including their sleeping areas, bedding, floors and floor coverings.

Murphy's techs at Getem find the CrossFire concentrate particularly effective. He says the residual effects make it especially useful when treating cracks, crevices, baseboards and furniture — and they've had fewer callbacks as a result.

Even in a densely packed residential setting such as a nearby university, Murphy says the CrossFire treatment stands up to the high demands of the environment.

CrossFire's patented technology, formulated in both the concentrate and aerosol, offers pest management professionals (PMPs) two actives:

BED BUG BATTLE

COMPANY: Getem Services

BATTLEFIELD: Residences, and commercial properties such as hotels and universities

WAR STORY: When operations manager Jimmy Murphy was initially testing CrossFire, he wanted to see what the product could do in the toughest of situations. His company received a call from a homeowner with a bad bed bug infestation. "You could see them crawling down the hallways. We went in with the CrossFire first to see what it could do, and were very pleased with the results," Murphy says. Now CrossFire is part of Getem's regular treatment protocols.

WEAPON OF CHOICE

CONTROL SOLUTION: CrossFire Concentrate by MGK

WEBSITE: MGK.com/Crossfire

one for fast knockdown and kill with direct spraying, and the other for residual control.

CrossFire's effectiveness and residual presence are two of the main reasons why PMPs like Murphy deploy it as a mainstay of their treatment protocol.



A critical solution

Revolution Pest Solutions counts on Cimi-Shield to deliver minimal callbacks for its substantial bed bug service.

Bed bugs do not discriminate. Peter Coony, president and CEO of Carson, Calif.-based Revolution Pest Solutions, has treated bed bugs at a variety of locales — including luxury homes in Beverly Hills, apartments, hotels, and even furniture warehouses. In fact, bed bug calls comprise about 25 percent of his company’s business.

Coony, who has been in pest management since 1987, has been a customer of Pest Barrier for years, initially using the company’s Bird Barrier products. When he launched Revolution Pest Solutions in 2015, he expanded the use of Pest Barrier’s products. For bed bug calls specifically, he reports having great success with Cimi-Shield.

Pest Barrier’s Cimi-Shield is a FIFRA 25(b) solution, which means it’s considered minimum risk under the Federal Insecticide, Fungicide & Rodenticide Act. It is labeled for not only bed bugs, but several other pests, including cockroaches, ants and ticks. The product is sprayed



from a pump sprayer and works by pulling the waxy coating off bed bugs, which causes the bugs to dehydrate and die.

“It is such a great product,” says Coony, adding he has never used anything like it. “I can’t tell you how happy I am with it.”

Cimi-Shield works over and over again, even with just one treatment. According to Coony, the product will continue working as long as box springs or carpets are not washed — even if a carrier inadvertently reintroduces bed bugs.

Coony says that the residual action of Cimi-Shield has enabled him to give an extended warranty.

“With most bed bug treatments, you get a 30-day warranty,” he says. “With this product, we can give up to six months.”

Coony’s company was called in to treat a severe bed bug infestation at a housing facility for veterans.

“It was probably one of the worst I’ve seen,” says Coony. His team treated

BED BUG BATTLE

COMPANY: Revolution Pest Solutions

BATTLEFIELD: Residences and housing community properties, including apartments and group homes, as well as commercial properties, such as food service, hospitality, healthcare and retail facilities, etc.

WAR STORY: CEO Peter Coony takes a four-fold approach to eliminating bed bugs: “Conduct an excellent inspection; make sure that you treat the electrical outlets; vacuum, which is the key before you treat; and then treat.”

WEAPON OF CHOICE

CONTROL SOLUTION: Cimi-Shield by Pest Barrier

WEBSITE: PestBarrier.com/cimishield

with Cimi-Shield and conducted a seven-day follow-up. “They haven’t had any activity since, and that was 12 months ago.”

The facility was so pleased with the results, it hired Revolution Pest Solutions to manage three additional facilities, Coony says.

SUCCESS IN SATISFACTION

A key to a successful business is customer satisfaction, and Coony’s low callback rates attest to that.

When Revolution Pest Solutions return for a follow-up seven days after treatment, retreatment is only warranted 0.5 percent of the time. Coony says this low callback rate proves Cimi-Shield’s cost-effectiveness, saving his company time and repeated labor. The fact that the products are environmentally friendly is also a plus, as many of Coony’s customers are trying to go green when possible.

Coony also praises Pest Barrier’s customer service.

“They’ve actually delivered product to us when we were out of town,” he says. “They’ve done nothing but help my business grow.”



CEO Peter Coony (left) with his team. Revolution Pest Solutions is dedicated to having at least 40 percent of its workforce comprised of veterans, according to the company’s website.

Case in point

Protect-A-Bed's mattress encasements prove effective on every bed bug job for Rapid Pest Solutions.

When Wayne Ritenour joined Munster, Ind.-based Rapid Pest Solutions as a branch manager five years ago, he brought along his secret weapon.

Protect-A-Bed's Mattress and Box Spring encasement had proven to work wonders for Ritenour at his previous company. The encasements cover the mattress and box spring on all sides, and are too thick for



Wayne Ritenour

bed bugs to get in or to get out.

Bed bug treatments comprise a good chunk of the revenue for Rapid Pest Solutions. The company has its

own pest management weaponry that includes traditional chemicals, but also depends on Protect-A-Bed's bed covers.

"When we first get the call to do an inspection, we inspect all the rooms to determine how big of an issue we're going to have," says Ritenour. "Whether I see a heavy infestation, a light infestation or just a problem in only one room, I automatically recommend these bed bug covers."

In fact, the encasements have proven to be so effective that Ritenour refers to them as the "Cadillac of the industry."

One major draw for Ritenour is the ease of installation.

"I can install one on a queen-sized mattress myself," he says,

adding he has never had zipper failures with the product.

"The zipper is very strong, and that was a big attractor."

Ritenour recommends installing the mattress encasements on every job he does. When customers choose to use Protect-A-Bed covers, Ritenour adds, it makes Rapid Pest Solutions' regular three-week post-treatment inspection much easier. And at those accounts, anytime they have had callbacks, it has had nothing to do with the mattresses.

"If I have a callback, it's usually related to something else, like a wall area or headboard or frame," he says. "Once you do the mattresses, there are no callbacks."

Though Ritenour's company has faced many tough bed bug infestations, one that stands out

BED BUG BATTLE

COMPANY: Rapid Pest Solutions

BATTLEFIELD: Residences

WAR STORY: Branch Manager Wayne Ritenour explains that "hard work pays off the best. We have not had a failure on a bed bug service by doing that. We get in and physically do the old-school work. Everyone else is out there trying to find the magic bullet, but I don't believe the magic bullet exists. I believe that hard work is how we get bed bugs."

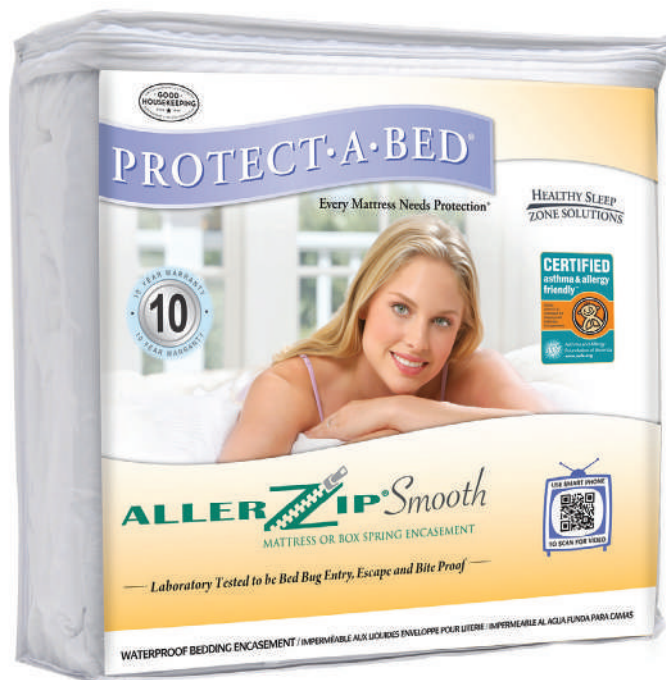
WEAPON OF CHOICE

CONTROL SOLUTION: Protect-A-Bed Mattress Encasements

WEBSITE: protectabed.com

in his mind is when he worked to combat a situation at a group home for residents with special needs.

"They had an unbelievably heavy infestation," Ritenour recalls. "I went in and did my treatment and put covers on the beds. When I went back for a follow-up inspection, the people that were in the home were really grateful. They started sleeping again; it was really heartwarming."



A complete solution

Aardvark Pest Management's founder views Sterifab dual-purpose insecticide and disinfectant as critical in the fight against bed bugs.

With almost 40 years of bed bug management experience under his belt, Marty Overline isn't satisfied with a product that does just one thing well.

The founder of Philadelphia, Pa.-based Aardvark Pest Management, who says he started managing bed bugs while serving overseas in the U.S. Air Force in 1978, relies on Sterifab by Noble Pine Products.



Marty Overline

“Sterifab is one of the first products I'll pull out when I go into a bed bug account,” says Overline, who has used the product since the early 2000s. “It kills them really quick — right on contact.”

The product is an insecticide and disinfectant that also kills viruses, bacteria, germs, mold, mildew and odors. Additionally, Sterifab can be used in sensitive areas. This, for Overline, makes all the difference in treating bed bugs and treating them effectively.

Bed bugs congregate in certain areas — such as the four corners of a bed frame, rather than the middle of the bed, Overline explains. Therefore, removing the bed bugs with a vacuum or killing them with an insecticide is not the end of the job.

“The bugs that remain are going to go back to the four corners,” says Overline. “That's where their

odors — their pheromones — are. For some reason, bed bugs know to go back to that area, that's a good, safe area for them.”

By using Sterifab, pest management professionals have a way to both kill the bed bugs and clean away their map back home — the odor and fecal material the bed bugs leave behind — in one step.

A JOB TO PROMOTE HEALTH

Because Aardvark Pest Management does a large amount of bed bug elimination work in healthcare facilities, Overline is familiar with the need to treat sensitive areas.

“A lot of times, Sterifab might be the only product we can use for a situation, especially at a hospital,” says Overline, adding that as a germicide and viricide, the product “serves other purposes that might be beneficial to the facility.”

In such settings, however, Aardvark Pest Management sees many clients with health issues that pose challenges to implementing bed bug treatments.

But sometimes solutions to challenges bring unexpected benefits. One of Overline's clients had a bed bug infestation and is confined to a wheelchair.

“We used Sterifab on his wheelchair and it worked really well,” says Overline, adding that the customer stayed out of his chair for a couple hours while the product dried.

“Sterifab serves a lot of purposes,” says Overline. “It kills something that might be

BED BUG BATTLE

COMPANY: Aardvark Pest Management

BATTLEFIELD: Residences, office properties, and education and healthcare facilities

WAR STORY: Founder Marty Overline says educating your customers is the most important measure you can take to eliminate bed bugs in a residence. He believes educating clients is key to ensuring the long-term success of a bed bug-free house. But it can be challenging: “People are hard-hitting, and they don't really want to be told what to do. And you must tell people what to do for a period of time before they're free of bed bugs — as far as how to position their bed, how to do their laundry, how to clean their room. The process of eliminating bed bugs goes much further than just pest management professionals applying whatever treatment is deemed necessary.”

WEAPON OF CHOICE

CONTROL SOLUTION: Sterifab by Noble Pine Products

WEBSITE: Sterifab.com

detrimental to somebody's health. And it also protects us as workers! That's why I like using it.”

Overline also appreciates Sterifab for its effectiveness.

“With proper inspection and application of Sterifab, you can kill an infestation of bed bugs without callbacks.”



The perfect tool for a budding business

Technicide's Exacticide Duster has helped an Ohio PMP grow his profit margin.

For Shawn Payne, owner of Cleveland, Ohio-based Lakewood Exterminating, the summer of 2016 was a hot one.

Many of Payne's customers needed treatments for their non-air-conditioned homes. Treating these homes



Shawn Payne

often left Payne dehydrated, so he began to search for a product to help him cut back on treatment time and manpower.

Luckily, the summer of 2016 was also when he discovered Technicide's Exacticide Duster.

Payne attended the Global Bed Bug Summit in Indianapolis, where he met Jim Harper, the owner of Technicide.

"After talking to Jim, I instantly gained a great deal of respect for him. His confidence and pride in his business is second to none," Payne remembers.

Payne purchased his first Exacticide Duster that July.

"The time I spent on bed bug services dropped dramatically," Payne remembers. "It paid for itself in under two weeks of using it."

Exacticide is a handheld, battery-powered duster that is compatible with both fine granule baits and dusts. It can be used for interior and exterior applications, and helps technicians avoid over-

application of products.

"The Exacticide duster is a highly specialized tool," explains Payne. "It positively charges the dust and allows for some real precision getting products into some really tight crevices."

The precision of the product was appealing, but the decrease in manual labor that originally attracted Payne to the product was the real selling point.

"The extension tubes and other accessories make it really versatile," he says. "I can put the extension tubes onto a telescopic pole and pump dust into a crevice 30 ft. above the ground.

"This battery is pretty durable, too," he continues. "I often go a couple weeks between charging it, which is impressive if you consider that I use it on nearly every job."

The addition of the duster meant more than just a new way to apply product and cut back on the physical toll of treating accounts. It also meant more time to spend growing the business.

"Soon after adopting the Exacticide Duster, I was able to fit an extra job into my route. Not many pieces of equipment can do that," Payne says.

With so many responsibilities at work and home, that's a huge plus.

BED BUG BATTLE

COMPANY: Lakewood Exterminating

BATTLEFIELD: Residential homes and apartments of Cleveland, Ohio

WAR STORY: Owner-operator Shawn Payne needed a product that would reduce manpower and time spent treating accounts, all while increasing the precision of product application.

WEAPON OF CHOICE

CONTROL SOLUTION: Technicide Exacticide Dusters

WEBSITE: Technicide.com

"Now I can make an extra \$100 per day and get home an hour early. That makes a huge difference in my well-being as an owner/operator," Payne says.

Payne offers the following tips for those interested in integrating the Exacticide Duster into their pest management regimen:

- For normal use, Payne suggests the fiber pole kit.
- Use the plastic canisters to store separate dusts in. Two spare canisters can fit in the carrying case.
- The 18-ft. extension tubes come in handy.
- The new version of the carpet application is really nice for treating fleas and bed bugs.
- Try the duster if you want to start doing crack-and-crevice treatments. It lowers pesticide exposure for you and your customers.





Make bed bugs your business

*Grow revenue
with one convenient,
comprehensive solution*

PT[®] Alpine[®]
Flea & Bed Bug
Pressurized Insecticide

Introducing the new, all-in-one tool for premium bed bug treatment, **PT[®] Alpine[®]** Flea & Bed Bug Pressurized Insecticide. This premixed, ready-to-use broadcast spray is now labeled for use on edges, tufts, folds, sides, and seams of mattresses and in suspected areas. Formulated for fast, convenient knockdown, it's ideal for clean outs, quickly killing bed bugs — even pyrethroid-resistant strains. Eliminate bed bugs and grow your business with **PT Alpine** Flea & Bed Bug Pressurized Insecticide.

For more information, visit pestcontrol.basf.us

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