A SPECIAL SECTION TO

PMP

Pest Management Professional

BASF B2
Nisus B3
Liphatech B4
Polti B6
Technicide B7
Zoëcon B8



2026 BED BUG BATTLES

GETTY IMAGES: ALEVANDA (BED BUG), ANKOMANDO / ISTOCK / GETTY IMAGES PLUS (CROSSHAIR), ENJOYNZ (CAMO) / DIGITALVISION VECTORS

SPECIAL ADVERTORIAL SECTION

Premium Products, Fewer Callbacks

For Associate Certified Entomologist (ACE) Dwayne Epps, choosing a product is never a matter of price. It's about how long the results will hold up once he's driven away from the job.

Epps, owner of AllAbout Pest Solutions in Ball Ground, Ga., has spent 11 years in pest management. He started by working for smaller, local companies before branching out on his own about four years ago.

"I realized it wasn't doing me any favors working for somebody else when I love what I do so much," he says.

Epps is a sole proprietor serving mostly residential customers, with some commercial accounts. With no crew to send back on a repeat visit, the products he trusts have to work the first time. He looks for long-term efficacy and a solid return on investment, especially when it comes to bed bug accounts.



"That's why I always choose PT Alpine Flea & Bed Bug," he states.

Epps has relied on BASF products throughout his career and has used them in his own company for a little over two years. He has had a consistently positive experience with the company.



> **"It's guaranteed control if you do it correctly."**
> **— Dwayne Epps**

"I've never had any issue," he says, adding that BASF representatives he has met with in the field and at conferences have impressed him.

When the call involves fleas or bed bugs, Epps reaches for PT Alpine & Bed Bug every time.

Product is only half of it, though. Epps describes himself as detail-oriented in his treatments.

"It's guaranteed control if you do it correctly," he says. "Complete elimination within a couple of treatments."

Epps doesn't keep his product preferences to himself. He collaborates with other local owners in his area, and his recommendation is consistent: Use PT Alpine Flea & Bed Bug for fleas and bed bugs.

His advice to any pro considering the product is simple. "Get it, 100 percent."

Bed Bug Battle

COMPANY: AllAbout Pest Solutions

BATTLEFIELD: 10 percent commercial, 90 percent residential

WAR STORY: When Epps arrived for an initial home inspection, he could tell the customer had a serious bed bug problem.

The source turned out to be a bed frame the homeowner had bought from a retirement home — without realizing what came with it. Retirement homes are one of the places Epps most often traces bed bugs back to, with hotels and recent travel in general rounding out his top suspects.

"It was pretty extensive," he says.

Epps got to work with his usual approach, which he describes as detail-oriented from start to finish. He took the bed apart and treated every egg he found, then worked baseboards, seams and corners with PT Alpine Flea & Bed Bug. Because the product is ovicidal, it controls bed bug eggs, nymphs and adults, so he wasn't chasing one life stage while another rebuilt the infestation.

"It only took me two treatments to get rid of the problem completely," Epps says, noting that because of the extensiveness of the infestation, the timeline beat his expectations.

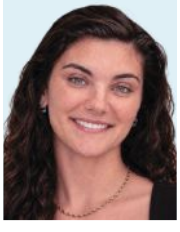
WEAPON OF CHOICE

PROVEN SOLUTION: PT Alpine Flea & Bed Bug from BASF

WEBSITE: PestControl.BASF.us

A Trusted Partner in Pest Management

With approximately 11 years of experience in the pest management industry, pest management professional (PMP) Melissa Buono brings a hands-on perspective to her role at Buono Pest Control, a Belmont, Mass.-based business run by her father, Steve, and cousin Marillian. As part of the next generation of the company, Buono works across both field and office operations, supporting technicians and helping meet the needs of a diverse customer base.


Melissa Buono

Buono's varied responsibilities give her firsthand insight into the products and practices that help support the company's day-to-day operations.

One product that has remained a familiar part of the company's pest management approach is Steri-fab from Nisus. This non-residual product deodorizes, disinfects, sanitizes and is labeled to eliminate bed bugs (and their eggs), as well as fleas, ticks, lice, mites and more.



The clear, unperfumed formula dries within minutes and can be sprayed directly onto mattresses, carpets and upholstery without the risk of staining.

Buono appreciates the product's role in helping create cleaner treatment environments, particularly when addressing pest challenges that require additional attention to sanitation.

"I like using Steri-fab because it just makes it feel cleaner," she says, noting its disinfectant and deodorizing properties and its role in addressing bacteria and fungi.

Steri-fab is a familiar choice for Buono Pest Control's bed bug treatments, and the company also uses it in other pest management applications. Buono describes the product as a dependable option for accounts with specific facility requirements, where the environment and air intake can limit which products are suitable for use.

"Honestly, we haven't really used anything else besides Steri-fab," says Buono. "It has always been our go-to."

Buono adds that the value of working with Nisus extends beyond the product itself. She appreciates the relationships she has built with the company's representatives and the technical knowledge and collaboration they bring to customer projects.

"They're great," says Buono. "It's just having that really good friendship and being able to help us out with the project that we're doing."

Whether contributing insight to a collaborative project or providing assistance when questions arise, the Nisus team has remained a trusted point of contact.

Based on her experience, Buono encourages fellow pest management professionals to consider Steri-fab for their own operations.

"It's a really good fit, and they should start if they don't already, and maybe start discussing with their customers as well," she says.

For Buono Pest Control, Steri-fab is more than a familiar product in the toolbox. It's part of an approach to pest management that values practical solutions, cleaner treatment environments and trusted industry relationships.

Bed Bug Battle

COMPANY: Buono Pest Control

BATTLEFIELD: 90 percent commercial, 10 percent residential

WAR STORY: When Buono Pest Control encountered a bed bug issue at a sensitive commercial laboratory account, the team needed to take a careful approach. Facility conditions, including air intake and treatment-area considerations, limited which products could be used, making it essential to find a practical solution that would minimize disruption to the customer.

Steri-fab provided a convenient option that the team could incorporate into its regular bed bug management service. Its ease of use helped technicians address the situation while remaining mindful of the facility's specific requirements.

WEAPON OF CHOICE

PROVEN SOLUTION: Steri-fab from Noble Pine and supplied by Nisus

WEBSITE: NisusCorp.com

A More Flexible Approach to Bed Bug Monitoring

Myles Guevremont, vice president of Carneys Point, N.J.-based Tri-County Termite & Pest Control, has spent nearly 17 years with the company and began his career during the resurgence of bed bugs.

His experience with bed bugs spans a variety of settings, including municipalities, government and public facilities, and commercial buildings. Guevremont is also a certified trainer who provides education for pest management professionals (PMPs) and customers while continuing to spend time in the field.


Myles Guevremont

Guevremont's team was already conducting extensive bed bug monitoring when they were introduced to BugScents Bed Bug Detection Traps by Liphatech. What stood out to him was the product's use of the bed bug aggregation pheromone rather than compounds designed to mimic human scent.

"This helps reduce the competition between the monitor and an actual human presence," he explains, adding that this gave his team greater confidence when monitoring accounts, particularly in occupied environments.

Another major differentiator for Guevremont is BugScents' flexible placement. The monitor uses an adhesive that allows it to be attached directly to a targeted surface, rather than on the floor nearby. Its discreet placement also reduces the likelihood of the monitor being kicked, moved or otherwise displaced.

For Tri-County, the value of BugScents isn't necessarily about replacing its existing monitoring program. Instead, this new product provides another option for expanding what the company can monitor and where it can monitor it.

"Even professionals who are already happy with their current monitoring system may find unique applications for BugScents," Guevremont concludes.



Bed Bug Battle

COMPANY: Tri-County Termite & Pest Control

BATTLEFIELD: 80 percent commercial, 20 percent residential

WAR STORY: It started with a purse at a commercial account. An employee set it on a desk in the middle of a busy office and walked away, unaware of the bed bugs that hitchhiked their way inside.

"Bed bugs don't announce themselves. They don't march across open carpet toward a trap on the floor," Guevremont quips. "These bugs slipped off the bag and settled into the seams of a chair, the joints of a desk and the folds of a cubicle divider."

These tight, dark spaces were well above the floor-level monitors meant to catch them. Weeks could have passed before anyone noticed. Floor-level monitoring is built to catch bugs on the move, Guevremont explains, but the introduction happens up high.

That's where Tri-County changed its approach to this account. With BugScents, the team didn't have to wait for the bugs to wander down. Because the monitor attaches directly to a surface, they placed it right where the problem would begin: on the desk, the chair and the divider.

The bugs never got the chance to settle in. The first sign of trouble appeared at the source and was handled immediately.

WEAPON OF CHOICE

PROVEN SOLUTION: BugScents Bed Bug Detection Traps from Liphatech

WEBSITE: Liphatech.com

TAKE THE GUESSWORK OUT OF BED BUG DETECTION



bug scents™ Sentry Pro
POWERED BY LIPHATECH

Finally, a bed bug monitor that makes BugScents. With its patented pheromone lure and insect-inspired design, the BugScents™ Sentry Pro provides effective bed bug detection. BugScents empowers PMPs with a quick and precise assessment of the level of infestation, allowing initial detection in as little as 24 hours*, treatment monitoring and ongoing inspection.

Scan the QR code to learn more or visit **liphatech.com/bugscents**

LIPHATECH®

888.831.7900 liphatech.com

*Based on simulated bedroom studies. For best results, use in occupied rooms for 24 to 96 hours.

A Targeted Approach to Bed Bug Treatment

"I'm not a desk guy. I don't like to sit in my office."

That was the response of Ryan Kelley, ACE, when asked if he still finds time to get into the field as director of operations at Rottler Pest Solutions. Kelley has spent his entire 13-and-a-half-year pest management career with the St. Louis, Mo.-based company, working through multiple leadership roles and gaining firsthand experience across its operations.


Ryan Kelley

Today, Rottler handles bed bug jobs in residential and commercial settings, including multifamily housing and hotels. Approximately four years ago, the company began transitioning from primarily whole-structure heat treatments to using a more targeted steam approach at appropriate accounts. Rottler now has at least 50 of Polti's Cimex Eradicator Bed Bug Killer steamers in its fleet, which are used almost daily.



Kelley says the change has given technicians more flexibility when treating challenging environments. In mobile homes, for example, sustained heat can potentially damage the structure. In multifamily housing, whole-structure heat can also create concerns about bed bugs moving into neighboring units.

"It's kind of the shotgun approach vs. the focused approach," Kelley says.

Rottler was also looking for equipment that could withstand frequent use. Kelley says the Polti steamers have proven durable, with very little maintenance or repair needed. After approximately four years, few of the company's steamers have needed to be retired.

Not only have the callbacks decreased since switching to Polti steamers, Kelley says, but the team is able to solve most of the return-visit issues with a localized steam treatment.

"Because steam treatment offers immediate results, we can resolve problems quickly," Kelley says.

The approach has also expanded access to bed bug equipment. Rather than relying on eight to 10 technicians trained for heat treatments, Rottler's approximately 235 technicians can be trained to use the Polti steamers and access the equipment when needed.

"If somebody's looking to speed up their response time and reduce the impact of a bed bug job on a customer's home, I think it's worth a serious look," he says.

Bed Bug Battle

COMPANY: Rottler Pest Solutions

BATTLEFIELD: 30 percent commercial, 70 percent residential

WAR STORY: One Rottler Pest Solutions bed bug job involved a basement bedroom with an extremely heavy bed bug infestation. The unfinished basement was packed with surrounding storage, with bugs spreading into shoes, nightstands and piles of clothing. Even the mission-style furniture presented a challenge, because the connecting slats and joints provided plenty of places for juvenile bed bugs to hide.

Polti's Cimex Eradicator Bed Bug Killer steamers gave technicians a way to reach deep inside furniture joints and directly into otherwise-concealed areas.

The difference was immediate. By accessing hard-to-reach areas and driving bed bugs out of hiding on the first visit, the Rottler team was able to make significant progress right away. What initially looked like a daunting infestation ultimately became a quicker success than expected.

WEAPON OF CHOICE

PROVEN SOLUTION: Cimex Eradicator Bed Bug Killer from Polti

WEBSITE: Polti.com

Dusting the Bugs Away

When it comes to operating a one-person pest control operation, efficiency and precision are essential for success. As both the manager and field technician of his own company, Mip Urbano Yurecuaro, Jair Villanueva Mora handles everything from customer communication and inspections to diagnosis and treatment. Based in Yurecuaro, Michaocán, Mexico, this four-year industry veteran has developed a treatment philosophy centered on understanding pest biology and selecting the right tools for each situation.



Jair Villanueva Mora

Mora's relationship with Technicide began with the company's Tech-Reach Bait Pro bait applicator extension, which he uses to make precise gel bait applications in elevated and hard-to-reach areas, particularly during cockroach treatments.

That experience led him to try Exacticide, Technicide's professional battery-powered duster, this summer. Before putting it to work, he read the instructions, assembled the unit, charged the battery and tested its output. He quickly identified the potentiometer, which allows him to regulate output and airflow, as one of Exacticide's most valuable features.



"I'm looking to leave a very thin layer," Mora says. "I don't want to apply more product than necessary."

That control has been particularly useful during bed bug treatments. On a four-bedroom home with activity throughout all four rooms, he used Exacticide's hose-and-brush attachment to make targeted applications around chair casters, underneath nightstand legs and behind headboards. The application tubes also helped him work precisely around areas such as electrical outlets.

Compared with the manual bulb duster he previously relied on, Mora says Exacticide gives him greater control over the amount of dust being applied. Its transparent containers also allow him to monitor product levels, helping him work efficiently and reduce waste.

Although Mora has only used Exacticide for a relatively short time, his experience so far has been positive.

"I've seen good results on the jobs where I've used it, along with cleaner and more professional applications for my customers," he says.

Bed Bug Battle

COMPANY: Mip Urbano Yurecuaro

BATTLEFIELD: 20 percent commercial, 80 percent residential

WAR STORY: One particularly challenging bed bug case began before Mora ever arrived. The homeowner, attempting to handle the infestation independently, had spread powdered laundry detergent across two full-size beds.

Faced with the heavy layer of powder, Mora decided that immediately introducing steam was not the best first step. Instead, he began by thoroughly vacuuming the beds, removing the excess detergent along with bed bugs and debris.

Once the beds were cleared, he moved onto treatment. He applied liquid insecticide into cracks and crevices in the wooden bed frames, concentrating on areas where bed bugs could hide. He then used Technicide's Exacticide battery-powered duster to make precise dust applications in additional areas where bed bugs could harbor. The experience reinforced the importance of assessing conditions before beginning treatment. By combining thorough preparation with targeted applications, Exacticide gave Mora another tool for addressing difficult-to-reach areas while maintaining control over the amount of dust applied.

WEAPON OF CHOICE

PROVEN SOLUTION: Exacticide from Technicide

WEBSITE: Technicide.com

A Multi-treatment IGR Approach to Bed Bug Control

Pest management professional (PMP) Arron McCarty is no stranger to bed bug control. McCarty has been in the pest control industry for more than two decades and helped develop an integrated pest management (IPM) program for bed bugs at a previous company before founding A&A McCarty Pest Solutions in 2010.


Arron McCarty

The Bellevue, Neb.-based company primarily serves apartment complexes. Although McCarty has four technicians, he still regularly works in the field. From the start, he has relied on products from Zoëcon — including Gentrol IGR Concentrate. This insect growth regulator (IGR) features a translocating active ingredient to reach hard-to-reach areas and break the life cycle of a variety of pests, including bed bugs.

For McCarty, bed bug work isn't an occasional service. His team treats approximately five to 10 new bed bug units each week, making an effective and repeatable treatment strategy especially important.



McCarty's team typically performs an initial treatment and follows up approximately two weeks later. Even highly effective treatments may require multiple applications, particularly with larger infestations. He describes the process as a series of reductions, with each treatment further reducing the remaining population until the infestation is eliminated.

"Using Gentrol IGR seems to help reduce that," McCarty says, referring to bed bug activity between treatments.

McCarty and his team incorporate Gentrol IGR alongside other products as part of their bed bug treatment program. Based on his experience, he says he believes Gentrol helps reduce bed bug feeding and mobility between treatments.

McCarty said his team's approach has evolved since incorporating Gentrol IGR. Earlier in his career, three treatments were the minimum for his bed bug program. Today, his team has moved to a minimum of two treatments.

"Adding Gentrol IGR into the mix is one of the reasons we've gone to a minimum of two," McCarty explains. "That alone saves my customers money, saves me time and makes everybody happy."

For PMPs considering Gentrol for bed bug control, McCarty's recommendation is direct: "If they're going for bed bugs, it is 100 percent worth the try."

Bed Bug Battle

COMPANY: A&A McCarty Pest Solutions

BATTLEFIELD: 100 percent commercial

WAR STORY: A&A McCarty Pest Solutions' clients are primarily large apartment complexes. But McCarty recalls one recent job at a senior living community that he had never serviced before that demonstrated how quickly a seemingly isolated issue can become a building-wide problem.

His company was called about a single bed bug. As part of their standard integrated pest management (IPM) approach, they inspected all surrounding areas — and by the time the full property inspection was completed, they found live bed bugs in approximately 50 percent of the building.

Instead of treating the issue as an individual-unit problem, the team had to approach it as a larger, property-wide challenge. As part of the bed bug treatment protocol, Gentrol IGR Concentrate knocked down the infestation by stopping the breeding cycle.

McCarty says it's a lesson well learned: In multi-unit housing, treating the visible problem isn't always enough. A broader inspection and treatment strategy can be necessary.

WEAPON OF CHOICE

PROVEN SOLUTION: Gentrol IGR Concentrate from Zoëcon Professional Products

WEBSITE: Zoecon.com

ATAHC COMPLETE



What If...

Resident Entry Was No Longer an Issue in Affordable Housing?

ATAHC *Complete* Solves the Problem that Most Often Prevents Effective Pest Control in this Environment.

OVER THE PAST 5 YEARS, WE'VE LEARNED A FEW THINGS:

#1
Most property managers ARE concerned about infestations. They are simply too busy and don't understand the nature of pests, or how to sustainably control them.

#2
A preventive strategy like ATAHC means treating every unit in the building, not one-offs, presenting a significant revenue opportunity.

#3
Considering 1 and 2, implementing ATAHC is an easy sell for PMPs, and an easy decision for property managers.

ATAHC *Complete* is an Effective and Profitable Way to Treat Bed Bugs, Roaches, Rodents and ALL Public Health Nuisance Pests in Affordable Housing.

Become an ATAHC Certified Provider.
Call 866.978.6288

atahcnow.com • info@allergytechnologies.com • 866.978.6288