



ALLERGY TECHNOLOGIES

Joseph Latino
President

RECENT INNOVATION:

Allergy Technologies is the manufacturer of *ActiveGuard* Mattress Liners, which kill bed bugs. Easily installed on mattresses or box springs, these liners offer two-year continual prevention and control against any adult bed bugs, nymphs or eggs. *ActiveGuard* is registered by the U.S. Environmental Protection Agency (EPA) for sale nationwide, and has no cautionary signal words or use restrictions on its label. After short exposure to *ActiveGuard* of only 10 minutes, bed bugs — regardless of resistance level — begin to show significant reductions in feeding (biting) and a dramatic inability to lay eggs. This results in discontinuation of population growth, thereby halting progression of an incident to an infestation.

PREDICTIONS:

Prevention! Prevention! Prevention! While the introduction of a few bed bugs cannot be averted, prevention of infestations can be achieved. The November 2018 Global Bed Bug Summit evidenced a sea change from traditional reactive treatment to proactive preventive strategies in addressing bed bug infestations. Under the umbrella of integrated pest management, heightened attention to detailed education and inspection, the judicious application of field-proven, environmentally low-impact, long-residual products (such as *ActiveGuard*), and the selective use of monitors/barrier devices, represent an effective preventive strategy for hospitality, assisted living, dormitories and multi-occupant dwellings.

Several major service providers have already embraced prevention as the preferred bed bug control strategy. Adoption of effective prevention will cause

the frequency of bed bug infestations — and ultimately, introductions — to decline. Firms that adopt preventive strategies as core service elements will experience enormous growth, as the bed bug landscape transitions away from reactive treatment.



BASF

Dr. Jason Meyers

Technical Services Representative

RECENT INNOVATION:

BASF Pest Control offers several bed bug control products for pest management professionals (PMPs). If you need to repel them from an area, we have uncapped pyrethroids like PT Fendona Pressurized Insecticide (pictured). Our “bread and butter” is specializing in non-repellent products like the Alpine and Phantom lines, so you don’t chase bed bugs into other areas or rooms.

Our aerosolized versions of non-repellent products — like PT Alpine Pressurized Insecticide or PT Phantom II Pressurized Insecticide — enable even distribution of the active ingredient while allowing for greater bioavailability.

Saving on just a few of your callbacks can more than make up for any price differences in non-repellent products.

Our pipeline for new products is rich, and you can expect more innovation that will help you reduce callbacks and create recurring revenue.



PREDICTIONS: The future of bed bug control will continue to rise steadily, and the need for customers to have preventive measures taken will increase even more significantly than it has in recent years.

We have seen some very interesting changes in the bed bug market from a nationwide consumer perspective that tolerate fewer and fewer bed bugs. These changes will invariably lead to pressure on our industry to produce products and management regimes that create high-quality residual — not just on one surface in a lab, but on multiple surfaces tested in real-world conditions.