

BRAMAN

Termite & Pest Elimination Specialists

Since 1890

To whom it may concern:

Re-infestation on any bed bug treatment can be very costly and take all of the profits out of the job. As our company moves away from chemical treatments to heat treatment I was especially concerned about re introductions. As we all know prep and client co-operation can be difficult at times, especially dealing with multi dwelling units.

I was first introduced to *ActiveGuard* Mattress Liners while looking to add additional revenues to our retail sales. I was very much against selling encasements as there were so many sizes and as we all know encasements can be very difficult to put on. I was very interested in these liners when I saw them at the NPMA Nationals 1 1/2 years ago. These liners only come in four sizes and are fitted sheets not encasements. Very simple to put on and are effective for two years as long as labeled directions are followed (re-accruing revenue). Now they had my interest.

We once used the *ActiveGuard* liner to try to give some relief to one of our customers whose bed was heavily infested. Due to client restraints when we returned 3 days after to do the service we were amazed that we had approx. 200 dead bed bugs on the liner. All of our sales team carry *ActiveGuard* Liners with them now.

When added to our heat/chemical treatments we are now able to extend our warranty an additional 90 days. This product has given the peace of mind that I needed and is a great add on service, along with retail sales with re-occurring revenue.

It was great to see a product deliver its promise.

Robert Guyette
General Manager
Braman Termite and Pest Elimination