



**Active Guard**

Mattress Liners for Use Against Bed Bugs & Dust Mites

# The Bed Bug Authority

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## THE HIT LIST:

**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

## Allergy Technologies' FAQ:

**Are Bed Bugs for Real?**



**Active Guard**

Yes, there really are things called bed bugs or, scientifically called *Cimex lectularius* (Cimicidae). Adult bed bugs are about the size of an apple seed, with their earliest juvenile form approaching the size of a poppy seed. Bed bugs feed on the blood of warm blooded animals and have become a significant problem in the U.S. and around the world. Bed bugs tend to feed at night (nocturnal) when you are sleeping and then return to a safe and undisturbed harborage site, which are usually near the bed. Mattresses and box springs are notoriously favorite places where bed bugs will populate and lay eggs; therefore, protecting the bedding area (both the mattress and box spring) should be a prime focus.

## December 2015

## Bed Bug Myths - Series 1

Bed bugs are one of those elusive, mysterious pests that people don't quite understand. This commonly encountered pest can easily be brought into a home or business regardless of a person or business' best efforts. And, while the Internet is full of advice on how to avoid them, some of this advice is simply incorrect while other theories are really half-truths, false beliefs or remnants of 'old wives' tales' that won't effectively prevent a bed bug infestation from occurring.



In order to clear up some misconceptions about bed bugs we compiled the following list of bed bug myths. A thorough understanding of bed bugs and keen awareness of what to watch out for is necessary to keep your home or business safe from a bed bug infestation:

**Myth: Bed bugs only occur in dirty, low-income housing scenarios and cheap roadside motels. My home is safe from bed bugs.**

[Read the full article here...](#)

*(EDITORS NOTE: When seeking out information about bed bugs ensure that you are relying on a legitimate site such as a pest control company, state university or national association like the National Pest Management Association. We will continue to debunk bed bug myths and encourage you to send in questions about bed bugs to: [info@allergytechnologies.com](mailto:info@allergytechnologies.com).)*

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**The News Center:** WV: Increase in bed bug complaints

[Read More](#)

**SC Times:** St. Cloud HRA settles 1 bedbug case

[Read More](#)

**Delaware Online:** Bedbugs found in Delaware Library Books

[Read More](#)

**Philly Mag:** Bed Bugs Found at Two Library Branches

[Read More](#)

**WCPO:** Bed bugs spotted at North College Hill schools

[Read More](#)

The difficulty in treatment of bed bug infestations is that they also can hide behind head boards, in walls, behind pictures and even in computers and clock radios. That is why it is important to work with a Pest Management Professional specializing in bed bug remediation when confronted with this problem. Protecting the mattress and box spring is just one step in creating a successful comprehensive strategy for eliminating bed bugs. *ActiveGuard*® kills bed bugs in mattresses and box springs continuously for up to two years after installation, far exceeding the life span of this pest.

## 8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant

Whether making tweaks to current hotel room configurations or considering changes for future design plans, forethought and implementation of preventive bed bug measures can certainly assist in lowering the incidence of bed bug infestations in hotel rooms.

[Download your Free Copy of "8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant" by clicking here.](#)



### ActiveGuard® Videos



Drs. Susan Jones and Jim Ballard talk about

**PCT Online:** EPA Announces Bed Bugs in schools webinar [Read More](#)

## Disturbed!

Compared to other problematic room issues such as signs of smoking or lack of cleanliness, evidence of bed bugs is more likely to cause guests to switch hotels and seek compensation.



[Click here to read the full article](#)

## Active MultiMedia

### Furniture Rental Could Possibly Lead to Bed Bugs.

MADISON, Tenn. - A woman said she rented furniture from a Davidson County business, only to find out it was infested with bed bugs.



[Watch the Video](#)

## EPA Announces Bed Bugs in Schools Webinar

### EPA Announces Bed Bugs in Schools Webinar

Bed bugs continue to hitchhike into schools across the nation, creating challenges for the administrators, facility manager, and school nurses.

New *ActiveGuard*® developments.  
[Click here to see more](#)

### Do you have an *ActiveGuard*® story to tell?



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### Purchase *ActiveGuard*® Online Today!

Looking to purchase *ActiveGuard*® Mattress Liners? It's easy to buy *ActiveGuard*® online, just click [here](#)!

### Like Us on Facebook



Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard*® that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

### Follow & Like *ActiveGuard*® on Facebook, Linked In & Twitter!



Click on the links above to visit our social media sites and learn more about *ActiveGuard*®.

This presentation discusses the challenges bed bugs present and your important role in protecting students and staff. Successful bed bug management requires a proactive strategy and begins by engaging and educating the entire school community on how to recognize and stop them.

[Learn More & Register Here](#)

## On The Road with Allergy Technologies in December

Allergy Technologies will be "On the Road" at:

- December 1, 2015 - Residex Customer Appreciation Day, Hartford, CT
- December 3, 2015 - Residex Customer Appreciation Day, Norcross, GA
- December 6-8, 2015 - Ohio Pest Management Winter Conference, Columbus, OH
- December 8, 2015 - FPMA 12th Annual Clay Shoot Tournament, Yulee, FL
- December 8, 2015 - Univar Customer Education Day, Portland, OR
- December 8, 2015 - Univar Customer Education Day, Kent, WA
- December 8-10, 2015 - Missouri Pest Management Association/Greater St. Louis PCA Annual Conference, St Louis, MO
- December 15, 2105 - New Jersey Pest Management Roundtable, Mt. Laurel, NJ

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*ActiveGuard*® Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! Newest research supports that after short exposure to *ActiveGuard*® of only 10 min, bed bugs regardless of their level of resistance, begin to show significant reductions in feeding (biting) and a dramatic inability to lay eggs. Real world consequences of this data include discontinuation of population growth thereby halting progression of an incident to an infestation. If you are seeking a pro-active preventative approach, *ActiveGuard*® should be considered as the centerpiece of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*® is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two-year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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## Allergy Technologies' FAQ:

**My Pest Management Professional wants me to throw out my mattress and box spring because of bed bugs. Can I use ActiveGuard® instead?**



Bedding is hard to treat and some Pest Management Professionals will suggest that infested bedding be thrown away. This is because mattresses and box springs are sites where bed bugs and their eggs are hard to access and kill; many of these may be left alive even after a thorough treatment by a Pest Management Professional.

ActiveGuard® may be used to salvage infested bedding as part of a treatment program or to protect bedding from future infestation because its unique structure will

## November 2015

## Holiday Bed Bug Prevention

Bed bugs are in the news daily. Dorm rooms, city halls, libraries, hospitals, hotels and apartment complexes have all been in the news this past month alone for bed bug infestations. With the holiday travel season fast approaching how do you prevent bed bugs from infiltrating beds in your home, client accounts, hotel or inn?



These skilled hitchhikers can easily crawl onto personal belongings and make their way into a bedroom near you. Having a keen understanding of the signs of bed bugs and being vigilant about inspecting regularly for bed bugs will help to keep your bed and your client's bed bug free. Remember the following steps this holiday season and you too can prevent an infestation or at least uncover one early on:

**G**o Prepared. When traveling, be sure to pack a flashlight and [follow these steps](#) to inspect any bed you sleep in for bed bugs.

**U**ncover your mattress and box spring each week to inspect for bed bugs.

**A**wareness of the [signs of bed bugs](#) is key to prevention and early detection.

**R**ashes or bites on you or anyone in your home should be investigated to rule out the possibility of bed bugs.

**D**efend your beds at home with an [ActiveGuard® Mattress Liner](#). The first mattress liner to actually kill bed bugs; typically within 72 hours of contact. Stop the Bites...Prevent the Infestation!

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Baltimore Sun:** "Family awarded more than \$90,000 for bedbug infested apartment".... [Read More](#)

**NorthernLife.ca:** "Bedbug rep has tenants feeling like prisoners".... [Read More](#)

**The Argus Illinois Wesleyan University:** "Bedbugs found in IWU dorms" ... [Read More](#)

**SC Times:** "3 tenants sue St. Cloud HRA over bedbugs" ... [Read More](#)

**8ABC Tulsa:** "Bed bugs a pesky problem at OSU" ... [Read More](#)

kill hatched bed bugs even after the treatment is done.

## 8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant

Whether making tweaks to current hotel room configurations or considering these changes in future design plans, forethought and implementation of preventive bed bug measures can certainly assist in lowering the incidence of bed bug infestations in hotel rooms.

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### ActiveGuard® Videos



Drs. Susan Jones and Jim Ballard talk about New ActiveGuard® developments.  
[Click here to see more](#)

**Do you have an ActiveGuard® story to tell?**

**2KTUU:** "Officials: Bed bug infestations on the rise in Alaska" ...  
[Read More](#)

## If your school has bed bugs, should it close?

**Got bed bugs? Deptford High School does, and it won't shut down.**

"Finding a bed bug does not mean that our school building is infested," reads [a note from the school's principal](#). "Bed bugs are often unknowingly brought into the school by building occupants and as a result we may have future sightings." The source of bed bugs, however, has yet to be determined.

Call me crazy, but I think one bed bug is one too many to keep a school open. Close it for a day and fumigate- what's so bad about that? I'm curious about who pushed for the school to be open.

Many callers shared their experience with bed bugs (October 26th), and expressed concern that the school would still want kids to come in.

[Read More: If your school has bed bugs, should it close? \(Vote\)](#)

## Active MultiMedia

### Hospitals plan to battle bed bugs.

A Sioux Falls hospital recently dealt with a case of the bed bugs.



[Click here to watch the video](#)

## Vampires in the Sheets: The Terrible, Anxious Dread of a Bed Bug Infestation

...According to Lockwood, bed bugs tap into both our primal fears - they draw blood at night, during sleep when we are most vulnerable - and the culturally held fear of insects. That bedbugs are also difficult to kill give them what Lockwood describes as a vampiric quality in our minds. "All of that taps into our anxieties about being invaded; being penetrated," he said.



Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard*® as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard*® is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

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## On The Road with Allergy Technologies in November

Allergy Technologies will be "On the Road" at:

- November 3, 2015 - Winfield Academy, Houston, TX
- November 3-5, 2015 - University of Kentucky Short Course, Lexington, KY
- November 5, 2015 - Univar Open House - Sharon Hill, Sharon Hill, PA
- November 5, 2015 - Winfield Academy, San Antonio, TX
- November 5-6, 2015 - CPCO Fall Conference, Macon, GA
- November 5-6, 2015 - New England PMA, Nashua, NH
- November 9-10, 2015 - PA PMA Annual State Conference, Lancaster, PA
- November 10-12, 2015 - Univar Eastern Region CSR Meeting, Atlanta, GA
- November 11, 2015 - NY Pest Expo Ft. Lee, NJ
- November 11, 2015 - Winfield Academy, Waco, TX
- November 15, 2015 - Winfield Academy, Tulsa, OK
- November 17, 2015 - Target Specialty Fall Workshop, Tulsa, OK
- November 19, 2015 - MDPCA Early Bird Re-Certification, Millersville, MD
- November 30, 2015 - Residex Customer Appreciation Day, Orlando, FL
- December 1, 2015 - Residex Customer Appreciation Day, Hartford, CT
- December 2, 2015 - Residex Customer Appreciation Day, Norwood, CT
- December 2-3, 2015 - KPCA Winter Conference and Exhibition, Overland Park Hotel and Convention Center, Kansas City, KS
- December 6-8, 2015 - Ohio Pest Management Winter Conference, Columbus, OH
- December 8, 2015 - FPMA 12th Annual Clay Shoot Tournament, Yulee, FL
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In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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[Charleston Moms Spreading Awareness](#)

[Does Bed Bug Prevention Makes Sense?](#)

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### Allergy Technologies' FAQ:

**Who should use ActiveGuard® Mattress Liners**



# ActiveGuard®

Anyone who has a known bed bug infestation or is concerned about preventing a bed bug infestation should consider using ActiveGuard®. Bed bug bites are painful, itchy, and can even cause allergic reactions. Bed bugs are becoming increasingly prevalent, and can easily spread between homes, apartments, college dormitories and hotel rooms. Bed bugs feed on blood and, most commonly, bite people in their beds while they are sleeping. ActiveGuard® Mattress Liners offer protection because they kill bed bugs in mattresses and box springs. ActiveGuard® helps in preventing bedbugs from creating a home in your bedding and may help save costly mattress replacement if you should suffer a bedbug infestation.

### October 2015

### When Bed Bugs Strike Public Spaces

Bed bugs have been all over the news these last two months. But, unlike their name suggests, they are not just being found in beds. In the last month alone bed bugs sent City Hall workers home in Philadelphia, closed an elementary school and caused the relocation of a movie premiere in New York City. They've infiltrated numerous libraries and caused quite a stir on Philadelphia's SEPTA buses.



It's not surprising that after the busy summer travel season a slew of reports of bed bug activity have hit the news. These skilled hitchhikers will catch a ride on a person or their belongings and drop off again at their home, office or somewhere along the way. They can go for almost a year without a blood meal, hiding in cracks and crevices by day and seeking out their next blood meal by night.

If bed bugs are being reported in a city near you, don't panic. Be cautious where you place your belongings when you are out or about. Choose hard surfaces to lay your bags on rather than fabrics, as soft coverings offer more opportunities for hiding spots. Take care not to return your bags or other personal belongings to the sleeping area of your home when you return and wash and dry your clothing on the hottest setting possible for thirty minutes. Be vigilant and check for bed bugs in and around your mattress and box spring when you change your sheets (preferably every week). Remember, early detection makes control of the infestation much quicker, less expensive and certainly less psychologically distressing!

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**CBSPhilly:** "Social Media Buzzing After Photos of Possible Bed Bugs On SEPTA"... [Read More](#)

**Gothamist:** "Times Square AMC Theater's Bed Bug Problem Forces *Maze Runner* Premiere to Relocate Across the Street".... [Read More](#)

**6ABC:** "Discovery of Bed Bug Sends City Hall Workers Home" [Read More](#)

**PR Newswire:** "Bed Bugs on Campus: Kicking Bed Bugs Out of Dorm Rooms" [Read More](#)

**My Fox 8:** "Jury awards Winston-Salem woman \$100k over bed bugs in hotel room" [Read More](#)

ActiveGuard® should be used as part of every comprehensive bed bug management strategy. If you have an existing bed bug infestation, you should immediately contact a licensed Pest Management Professional.

Anyone who suffers from respiratory allergies, asthma, or skin allergies such as eczema or atopic dermatitis may also benefit from the use of ActiveGuard® Mattress Liners. Dust mite allergens are a leading symptom trigger for these conditions. ActiveGuard® kills dust mites and prevents them from returning for up to 2 years.

## 8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant

Whether making tweaks to current hotel room configurations or considering these changes in future design plans, forethought and implementation of preventive bed bug measures can certainly assist in lowering the incidence of bed bug infestations in hotel rooms.

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## Look Who's Joining Us at PestWorld 2015

**Fox 59:** "Are low gas prices helping to spread bed bugs?" [Read More](#)

## Horrorifying study shows how far bed bugs can spread in Apartment buildings

If bed bugs are living in your home, they are probably hiding out and waiting to sense the carbon dioxide from your breath to hone in on their next blood meal. But how did they get there in the first place? If you haven't recently picked up a mattress off the street (always a good plan), it's often assumed that they could have migrated from your neighbor's place. But how frequent these wanderings are, or if they actually happen, hasn't been demonstrated... until now! Here, scientists captured bed bugs from infested apartments in New Jersey, painted their backs, released them, and then watched over the next several months to see where the little monsters ended up. It turns out that, yes, bed bugs make the rounds of neighboring apartments, and they can live inside empty apartments for months without a blood meal. And perhaps the worst part? "The estimated number of bed bugs per apartment in the six apartments was 2,433-14,291." Sleep tight!

[Click here to read more](#)

## Active MultiMedia

### Charleston Moms Spreading Awareness About Bed Bugs; Looking to Amend State Code.

Bed bugs were the reason the Chamberlain Elementary in Kanawha City closed twice in September. Chamberlain parent Kacey Pauley said the issue isn't the school system, it's the housing system.



[Click here to watch the video](#)

## Does Bed Bug Prevention Make Sense?

The old adage '...an ounce of prevention is worth a pound of cure...' could not be more poignant than when applied to bed bug prevention. Pest management professionals (PMPs) now have in their arsenal a myriad of actives (e.g., bi-functionals, halogenated pyrroles, neonicotinoids, and silica-based dusts) and devices for active bed bug remediation (chemical/thermal/physical) however, very few are actually labeled for long-term prevention and control.

[As seen in the October 2015 Connectivity Newsletter pg. 10](#)

[Read the full article here](#)



Stop by our booth for a groovy photo-op at PestWorld 2015 taking place October 20-23 at the Gaylord Opryland Convention Center in Nashville, TN.

[Click here to watch the official Austin "ActiveGuard" Powers invitation](#)

### ActiveGuard® Videos



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- October 2, 2015 - Target Dallas/Ft. Worth Housewarming BBQ, TX
- October 2, 2015 - Colorado Pest Control Association Fall Conference, Black, CO
- October 6, 2015 - Residex Golf Outing, Blairsville, PA
- October 7, 2015 - Univar CAD Meeting, Anaheim, CA
- October 7-8, 2015 - GPCA South Georgia Annual Conference, Tifton, GA
- October 9, 2015 - Univar CAD Golf Outing, Sharon, PA
- October 10, 2015 - Univar CEU Workshop, Arlington, TX
- October 13, 2015 - Winfield Academy, Oklahoma, OK
- October 19-23, 2015 - PestWorld 2015, Nashville, TN
- October 26-27, 2015 - Greater Chicago PMA "Meeting of the Minds," Tinley, IL
- October 27, 2015 - 2<sup>nd</sup> Annual Fall Forum Clemson University Clemson, Columbia, SC
- October 27, 2015 - Winfield Academy, Tyler, TX
- October 27, 2015 - Univar CAD Meeting, Las Vegas, NV
- October 28, 2015 - Winfield Academy, Dallas, TX
- October 28-29, 2015 - Univar CAD, Chattanooga, TN
- October 29, 2015 - Winfield Academy, Wichita, TX
- October 30, 2015 - NJPMA Fall Conferences, Mt Laurel, NJ
- October 30, 2015 - Univar Customer Appreciation Day, Tucson, AZ

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### Allergy Technologies' FAQ: How do ActiveGuard® Mattress Liners Work?



ActiveGuard® Mattress Liners are made from special polyester fabric. The liners are placed over the mattress like a fitted sheet. Permethrin, the active ingredient in the liner, is locked into the liner allowing for sustained availability that kills bed bugs and dust mites continuously for two years. Based on permethrin's nature and widespread inclusion in mosquito proof military clothing, lice shampoo for children, and national brand outdoor manufacturers, it has been a very effective ingredient when used in close human proximity. Permethrin is ideally suited for use in bedding because it remains where it needs to be...in the liner and in contact with the mattress and box spring.

## September 2015

## Back to School and Bed Bugs? (Proactive Prevention)

The busy summer travel season is now behind us and the kids have gone from camp back to school. Whether you traveled personally or hosted summer travelers in your home, hotel or campus, you may be wondering if bed bugs could be a lingering side effect of summer travel.

Whether or not you are taking steps to prevent bed bugs in your home or business, regular inspections are critical to early detection. Dispelling myth, bed bugs are visible to the naked eye and beds and bedding should be carefully inspected each time the sheets are changed (ideally on a weekly basis). Adult bed bug adults are small, oval-shaped insects with 6 legs, one pair of antenna, and no wings. Younger juvenile forms are smaller and can be a bit more difficult for the untrained eye to see. Bed bugs are red to brown in color and very flat, unless they recently fed which will make them look rounded. These nocturnal blood-suckers typically hide during daylight hours and come out at night to feed off of their sleeping hosts.

If you do detect bed bugs, it is highly recommend that you work closely with a pest professional. Bed bugs can be extremely difficult to control solely with do-it-yourself measures.

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**The Washington Times:** "Whose Been Sleeping in Your (Dorm) Bed? Even the Most Prepared Students Should Protect Against Bed Bugs" [Read More...](#)

**The Exponent Online:** "A Warning to Students: Bed Bugs Rising at Unprecedented Levels" [Read More...](#)

**MEDPage Today:** "Bed Bug Resurgence a Multifactorial Issue" [Read More...](#)

**Medical Daily:** "Bed Bugs Are on the Rise: What Should You Know About Humanity's Eternal Pest" [Read More...](#)

**USA Today:** "Alex Morgan blasts the NWSL for bed bug-filled hotels" [Read More...](#)

## Bedliner may help prevent guests from bedbug pests

In Philadelphia, their presence precipitated the formation this year of the Bed Bug Task Force, said member Marty Overline, a professional bug battler for 37 years. Chances are that bedbug infestations could get worse next month, when a million-plus people from around the world are expected to descend on Center City for the pope's visit, filling hotels, inns,

## 8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant

Whether making tweaks to current hotel room configurations or considering these changes in future design plans, forethought and implementation of preventive bed bug measures can certainly assist in lowering the incidence of bed bug infestations in hotel rooms.

[Click here to download your Free Copy of "8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant"](#)



## Don't Miss Your Chance: Hotels can Put ActiveGuard® Mattress Liners to the Test in our Free Liner Trial for Hotels

Allergy Technologies' 'Free Liner Trial Program' for Hotels has been a huge success to date allowing hoteliers to trial the product in their own facility.



The program has been specifically designed and tailored to allow the user to exploit the features and benefits of ActiveGuard® Mattress Liners in both active bed bug remediation and long-term proactive prevention.

Your guests depend upon you to protect them from bed bugs during their stay at your facility. Allergy Technologies is confident that ActiveGuard® will help you to achieve your goals, both in active remediation and as the centerpiece in a pro-active preventative strategy. For your final chance to register for the program, [click here](#).

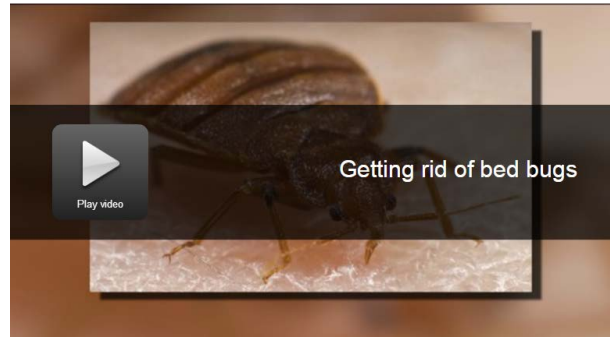
even private homes offering rooms for rent.

[Read The Philadelphia Inquirer Article](#)

## Active MultiMedia

### How to Treat a Bed Bug Infestation

See what Kevin Scott extermination expert and co-owner of Bed Bug Chasers has to say about getting, recognizing and treating bed bugs.



[Click here to watch the video](#)

## Can You Really Prevent Getting Bed Bugs?

What is being done for seniors who live in affordable but unhealthy housing? Fort Lincoln has more than 1,000 units specifically for seniors and handicapped residents, and most of those units are subsidized. But Fort Lincoln also is housing unwanted residents: bedbugs....Bedbugs have infested many units, causing health issues and displacement.

[Read the full article here...](#)

## On The Road with Allergy Technologies in September

Allergy Technologies will be "On the Road" at:

- September 9-10, 2015 - The Dalton Conference Dalton, GA
- September 10, 2015 - Target Specialty Fall Workshop Austin, TX
- September 11-12, 2015 - Washington State PMA Quarterly Leavenworth, WA
- September 15, 2015 -19<sup>th</sup> Annual CPCA Fall Seminar Cromwell, CT
- September 15-16, 2015 - Arkansas Pest Control Fall Conference Little Rock, AK
- September 17-18, 2015 - Oklahoma Pest Control Fall Conference Tulsa, OK
- September 18, 2015 - PPMA Fall Seminar Wilkes-Barre, PA
- September 23-24, 2015 - VPMA 10<sup>th</sup> State Technical Meeting Richmond, VA
- September 25, 2015 - CPCO Field Day
- September 25, 2015 - Univar Fall Conference San Marcos, TX
- September 26, 2015 - NYPMA Fall Conference Melville, NY
- September 28-29, 2015 - Texas Tech Lubbock Workshop Lubbock, TX

In addition, our sales representatives will be making personal

## ActiveGuard® Videos



Drs. Susan Jones and Jim Ballard talk about New ActiveGuard® developments.

[Click here to see more](#)

## Do you have an ActiveGuard® story to tell?



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## Purchase ActiveGuard® Online Today!

Looking to purchase ActiveGuard® Mattress Liners? It's easy to buy ActiveGuard® online, just click [here](#)!

## Like Us on Facebook



Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about ActiveGuard® that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

**Follow & Like ActiveGuard® on Facebook, Linked In & Twitter!**

presentations to pest management firms and our network of distributors throughout the country on how ActiveGuard® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about ActiveGuard® Mattress Liners and YOU!

ActiveGuard® Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. ActiveGuard®'s formulation represents a unique and proprietary delivery system that offers sustained bioavailability of permethrin for two years. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all ActiveGuard® proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

ActiveGuard® Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! Newest research supports that after short exposure to ActiveGuard® of only 10 min, bed bugs regardless of their level of resistance, begin to show significant reductions in feeding (biting) and a dramatic inability to lay eggs. Real world consequences of this data include discontinuation of population growth thereby halting progression of an incident to an infestation. If you are seeking a pro-active preventative approach, ActiveGuard® should be considered as the centerpiece of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard® is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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Click on the links above to visit our social media sites  
and learn more about *ActiveGuard*®.

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# ActiveGuard®

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

### In This Issue

[Visit Us on Facebook!](#)

[Bed Bug News -- From Around the Country!](#)

[Travel Tips to Keep the Bed Bugs from Biting](#)

[7 Exhausting Stages of Thinking you Have Bed Bugs](#)

[Can you really prevent bed bugs?](#)

[On the Road ... in August](#)

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**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



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Anyone who has a known bed bug infestation or is concerned about preventing a bed bug infestation should consider using *ActiveGuard*®. Bed bug bites are painful, itchy, and can even cause allergic reactions. Bed bugs are becoming increasingly prevalent, and can easily spread between homes, apartments, college dormitories and hotel rooms. Bed bugs feed on blood and, most commonly, bite people in their beds while they are sleeping. *ActiveGuard*® Mattress Liners offer protection because they kill bed bugs in mattresses and box springs. *ActiveGuard*® helps in preventing bedbugs from creating a home in your bedding and may help save costly mattress replacement if you should suffer a

### August 2015

### Back to School... Time for Proactive Bed Bug Prevention

August is here and for a large portion of the country it means Back-To-School time. Students and parents are preparing for yet another school year to begin by stocking up on supplies. If a boarding school, college or university is in your family's plans or under your area of responsibility, then this is a MUST read!



Dormitories and apartment buildings in college and university towns are often high traffic areas. Students come and students go, and not only during the school year.

Summer months may actually see a weekly turnaround in tenants. High turnover in rooms put them at high risk for the introduction of bed bugs. Students can and should be protected from these blood-sucking critters. While not known to carry disease at this time, they do pose a significant distraction, inconvenience, expense and psychological struggle for their victims.

Choosing proactive protection like an active mattress liner for dorm rooms and other student housing environments is a wise and cost-effective choice to stop an infestation 'dead in its tracks'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**MSN:** "10 Essential Tips to Avoid Bed Bugs While Traveling"  
[Read More...](#)

**NBC15:** "Bed Bug Problem: Two Coaches from Milwaukee Area Affected"  
[Read More...](#)

**CNYCentral.com:** "Bed Bug Infestation at Apartment Complex"  
[Read More...](#)

**NBC12:** "Henrico woman: Store delivered bed bug-infested mattress"  
[Read More...](#)

### Sleep Tight and ,Well, You Know the Rest: Travel Tips to Keep the Bed Bugs From Biting

Bed bugs are an ongoing and enormous problem for the travel industry -- from airlines and cruise ships to hotels, motels, and every place in between.

bedbug infestation. *ActiveGuard*® should be used as part of a comprehensive bed bug management strategy. If you have an existing bed bug infestation, you should immediately contact a licensed Pest Management Professional.

Furthermore, anyone who suffers from respiratory allergies, asthma, or skin allergies such as eczema or a topic dermatitis may benefit from the use of *ActiveGuard*® Mattress Liners. Dust mite allergens are a leading symptom trigger for these conditions. *ActiveGuard*® kills dust mites and prevents them from returning for up to 2 years.

### Don't Miss Your Chance: PMPs Put *ActiveGuard*® Mattress Liners to the Test in Free Liner Trial Program Which Ends This Month

As the saying goes all good things must come to an end. And soon, so will Allergy Technologies 'Free Liner Trial Program'. The program has been a huge success with hundreds of pest professionals trialing the product.

*ActiveGuard*

FREE LINER TRIAL PROGRAM

**August 2015 will be the final month to put the product to the test in your own Free Liner Trial.**

The Free Liner Trial Program was specifically designed for Pest Management Professionals to conduct a field demonstration to confirm the benefits of using *ActiveGuard*® in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients depend upon you to provide the most effective program possible! PMPs strive to ensure customer confidence, business growth and income (both earned and retained).

Allergy Technologies is confident that *ActiveGuard*® will perfect any program, both in active remediation and as the centerpiece in a pro-active preventative strategy. For your final chance to register for the program, [click here](#).

If you are a hotelier you can register by [clicking here](#).

### *ActiveGuard*® Videos



Just Google it. Every day there are news reports of hotels, lodges, cruise ships, and other guest accommodations battling the pests, as well as reports of families whose vacations were ruined because of them. Whether the room is budget-friendly or high-end luxury, bed bugs don't discriminate based on cleanliness or income.

[Click here to read the full article.](#)

### Active MultiMedia

## Could I have bed bugs?

This article is humorous take on the '7 Exhausting Stages of Thinking You Have Bed Bugs'

[Read More...](#)

### Can You Really Prevent Getting Bed Bugs?

Each year bed bugs affect millions of people in the United States alone. And these critters do not discriminate. They can be found in luxury homes, low-income apartments, hotels, movie theatres, schools, shelters, department stores and nearly anywhere people frequent. How do you determine if you are at high risk for a bed bug infestation?

[Find out here...](#)

### On The Road with Allergy Technologies in August

Allergy Technologies will be "On the Road" at:

- August 5, 2015 - Bed Bug Seminar, No Bugs, Philadelphia, PA
- August 13, 2015 - Residex Golf CAD, Essex, MD
- August 18, 2015 - GPCA Charity Golf Tournament, Conyers, GA
- August 18, 2015 - Residex Customer Appreciation Barbecue, Hicksville, NY
- August 20, 2015 - NJPMA Clinic, Tradeshow & Clambake, Rutgers College, NJ
- August 26, 2015 - Mississippi PCA Summer Workshop, Raymond, MS
- August 27, 2015 - Western Pennsylvania Pest Management Association, Mars, PA

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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Try it FREE today.



# ActiveGuard®

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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[Bed Bug News -- From Around the Country!](#)

[8 powerful modifications for hotel rooms](#)

[Protect yourself during summer travel season](#)

[Choose the right product](#)

[National Sales Promotion](#)

[On the Road ... in July](#)

### THE HIT LIST:

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ActiveGuard® Mattress Liners offer protection because they kill bed bugs in mattresses and box springs. ActiveGuard® helps in preventing bedbugs

### July 2015

### Proactive Prevention

Summer travel season is upon us. According to the AAA ('triple A'), 41.9 million Americans celebrated Independence Day with a holiday getaway this year.

With hotels, motels and university dorms filled to capacity for the summer it provides bed bugs a golden opportunity to make their way across the country. Bed bugs do not discriminate. They will infest any room from a roadside motel to a five star resort. They can be left behind by a camper in a campus dorm room and survive without a blood meal until the start of school in September, causing a major outbreak.



While there is simply no way you can prevent bed bugs from being introduced into an area, you can take proactive steps to stop an infestation before it establishes. Proactive prevention is our topic of discussion this month as we find ourselves in the midst of one of the busiest travel seasons to date. Read on to learn more about how you can protect your hotel, motel, campus dorm rooms, vacation home and even yourself personally from bed bugs.

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Huffington Post:** "The newest delegates to the United Nations are a bunch of bloodsucking parasites." - [Read More](#)

**NYPost.com:** "Bed Bugs Blamed for Fire that Destroys N.C. Mobile Home" - [Read More](#).

**WKMG Local 6 Orlando:** "Family says bed bugs at Kissimmee resort ruined their vacation" - [Read More](#)

**ABC News Cleveland:** "Elyria McDonald's battles bed bugs, closes temporarily" - [Read More](#)

**10 News Tampa Bay Sarasota:** "Bed bugs invade Lakeland fire station" [Read More](#)

### 8 Powerful Modifications to Make Your Hotel More

from creating a home in your bedding and may help save costly mattress replacement if you should suffer a bedbug infestation. *ActiveGuard*® should be used as part of every comprehensive bed bug management strategy. If you have an existing bed bug infestation, you should immediately contact a licensed Pest Management Professional.

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Each were created to conduct a field demonstration to confirm the benefits of using *ActiveGuard*® in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients and guests depend upon you to provide the most effective program possible! PMPs and hotels alike strive to ensure customer confidence, business growth and income (both earned and retained). Allergy Technologies is confident that *ActiveGuard*® will perfect any program, both in active remediation and as the centerpiece in a pro-active preventative strategy.

If you are a pest professional you can register for the program by [clicking here](#).

If you are a hotelier you can register by [clicking here](#).

### *ActiveGuard*® Videos



Drs. Susan Jones and Jim Ballard talk about New *ActiveGuard*® developments.

[Click here to see more](#)

## Bed Bug Resistant

The design choices that hotels make may be creating a welcoming environment for bed bugs. Bed bugs are elusive pests and an intrusive guest that no hotel wants. Making tweaks to current hotel room configurations, considering these changes in future design plans or implementing a preventive bed bug measure can certainly assist in lowering the incidence of bed bug infestations in hotel rooms.

[Click here to uncover the 8 Powerful Modifications to Make Your Hotel More Bed Bug Resistant](#)

## Active MultiMedia

### I am traveling this summer. What precautions can I take to protect myself against bed bugs?

Before you move in, always inspect your hotel room for bed bugs. [Learn how here](#)

### Preventive bed bug treatments are on the rise but do your homework when choosing the right product for the job

Bed bugs don't have to be a pest that you only react to. The latest survey from the National Pest Management Association (NPMA) and the University of Kentucky polled a nationwide sample of pest management professionals and found that 77% offer a preventive bed bug treatment.

But choosing the right product can make all of the difference, particularly when it comes to bedding covers. Encasements protect the bed while active bedding liners protect those sleeping in the bed and work to prevent an infestation. Active liners work by killing bed bugs that come into contact with the liner, most generally within 72 hours. However, a [study on \*ActiveGuard\*® Mattress Liners](#) recently demonstrated that after **ONLY ten minutes** of contact with the liner bed bugs stop their ability to drop their eggs and even feed. Bed bug prevention is particularly important to those high-risk accounts such as hotels, motels, campus dorms, housing authorities and more.

**Remember. Stop the Bites. Prevent the Infestation!**

## Allergy Technologies Announces National Sales Promotion for Pest Professionals

Bed bug infestations are on the rise and the summer travel season brings many opportunities for bed bugs to spread. Allergy Technologies is pleased to announce a Summer Savings Spectacular, a savings program for pest management professionals. Beginning July 1st pest professionals can receive 1 free case of *ActiveGuard*® for every 3 cases they purchase. The 3 cases must be purchased between the program period of July 1 through August 31, 2015. Cumulative purchases will qualify. To receive free product, proof of purchase must be sent to the company not later

## Do you have an *ActiveGuard*® story to tell?



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For complete program details visit [www.allergytechnologies.com/summersavings](http://www.allergytechnologies.com/summersavings)

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- July 10-12, 2015 - OPMA Summer Meeting, Loudonville, OH
- July 27-29, 2015 - Kentucky PMA Summer Meeting, Louisville, KY
- July 29-Aug 1, 2015 - Mid-Atlantic/Carolinas Summer Conference, Myrtle Beach, SC

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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**My Pest Management Professional suggested I use an encasement instead of ActiveGuard®.**

**Do encasements kill bed bugs?**

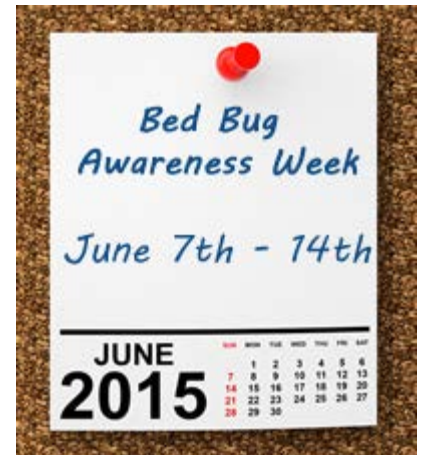


Encasements are a passive device originally developed to maintain the sanitary condition of mattresses and box springs. Closure improvements by some manufacturers provide that upon proper installation of their encasements, bed bugs may be sealed inside preventing them from escaping and feeding. Similarly, bed bugs should be prevented from entering a mattress or box spring once encased. Unfortunately, even the best encasements will rip or tear when being installed if they are ill-fitting or snag on a sharp surface. In addition, encasements can wear holes after they are installed through constant rubbing on rough

### June 2015

### Bed Bug Awareness Week

Next week (June 7th - 14th) the National Pest Management Association spearheads the observation of 'Bed Bug Awareness Week'. The timing couldn't be more perfect to educate and raise awareness to home and business owners about bed bugs, just as college students are returning from school and everyone is gearing up for the busy summer travel season.



Bed bugs do not discriminate!!!

According to a recent survey, nearly two out of three pest management

professionals report that bed bug infestations continue to be on the rise. Bed bugs can affect anyone from homeowner to business owner. We urge you to consider a proactive, preventive plan to protect yourself from the anxiety and ramifications of an infestation in your home or business. Ask your pest professional how you can protect yourself, your family and your business from bed bugs.

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Business Wire:** "The National Pest Management Association and the University of Kentucky find nearly all U.S. pest professionals have treated bed bugs in the past year."

[Read the full story here.](#)

**NYPPost.com:** "Bed Bugs Take Over Famous Synagogue Causing Shut Down"... [More.](#)

**The Columbia County News-Times:** "Bed Bug Sightings on the Rise in the U.S.... [More.](#)

**Fox 26 KPNP:** "Remember to check for bed bugs this travel season.... [More.](#)

**LAWeekly.com:** "This Means War: Bed bugs are infesting California.... [More.](#)

### Bed Bugs and Summer Travel How to Protect Yourself

surfaces. Any hole in an encasement will allow a bed bug to escape and seek a blood meal by biting a host. There is no field evidence that taping or repairing a ripped or torn encasement will provide any lasting relief and a damaged encasement should be replaced immediately.

In contrast, *ActiveGuard*® doesn't cover bed bugs, it kills them! *ActiveGuard*® is not dependent on zippers or the integrity of the encasement material. Puncture holes in the *ActiveGuard*® liner will not affect the effectiveness of the liner, which is designed to kill bed bugs in mattresses and box springs on the basis of contact.

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*ActiveGuard*

FREE LINER TRIAL PROGRAM

Each were created to conduct a field demonstration to confirm the benefits of using *ActiveGuard*® in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients and guests depend upon you to provide the most effective program possible! PMPs and hotels alike strive to ensure customer confidence, business growth and income (both earned and retained). Allergy Technologies is confident that *ActiveGuard*® will perfect any program, both in active remediation and as the centerpiece in a pro-active preventative strategy.

If you are a pest professional you can register for the program by [clicking here](#).

If you are a hotelier you can register by [clicking here](#).

***ActiveGuard*® Videos**



When summer arrives, all you can think about is that vacation getaway, getting the kids off to camp and traveling to visit friends and family. You're looking forward to spending some relaxing time away from your hectic everyday environment. Unfortunately, bed bugs feel the same way. They're itching to get out and see the world just as much as you are.

[Read more.](#)

### Active MultiMedia

#### With infestations on the rise can you proactively prevent bed bugs?

Yes, you can work with a pest professional to take proactive steps to prevent an infestation. Exterminators see big spike in bed bug calls.... [More.](#)

#### The National Pest Management Association and the University of Kentucky find nearly all U.S. pest professionals have treated bed bugs in the past year

Earlier this year, the National Pest Management Association (NPMA) and the University of Kentucky surveyed a nationwide sample of pest management professionals. Similar research was conducted in 2010, 2011, and 2013. This summary highlights findings of the current study and refers to the earlier surveys when comparisons are instructive. [Click here to read the Executive Summary](#)

### Calm Your Bed Bug Fears: Take Preventive Action



Drs. Susan Jones and Jim Ballard talk about New *ActiveGuard*<sup>®</sup> developments. [Click here to see more](#)

### Do you have an *ActiveGuard*<sup>®</sup> story to tell?



Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard*<sup>®</sup> as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard*<sup>®</sup> is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

### Purchase *ActiveGuard* Online Today!

Looking to purchase *ActiveGuard* Mattress Liners? It's easy to buy *ActiveGuard* online, just click [here](#)!

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Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

### Follow & Like *ActiveGuard* on Facebook, Linked In & Twitter!



Bed bugs! Do you fear the blood-sucking pest may invade your home? New Yorkers certainly do as bed bugs were listed [#32 on the list of New Yorkers' Worst Fears](#). But, is the fear of bed bugs among the average homeowner or apartment dweller real or unfounded? Do bed bugs really only lurk in seedy motels and dirty, unkept apartments? Or, is there a real chance that the average person can end up with a bed bug infestation in their home - [Click here to read more about how to calm your bed bug fears with a preventive approach](#).

### On The Road with Allergy Technologies in June

Allergy Technologies will be "On the Road" at:

- June 9, 2015 - Greater Houston Pest Control Association Meeting  
Speaker: Dr. Phil Koehler sponsored by Allergy Technologies
- June 23-25, 2015 - FPMA Summer Conference Atlanta, GA

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*<sup>®</sup> will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*<sup>®</sup> Mattress Liners and YOU!

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*ActiveGuard*<sup>®</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. *ActiveGuard*<sup>®</sup>'s formulation represents a unique and proprietary delivery system that offers sustained bioavailability of permethrin for two years. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard*<sup>®</sup> proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard*<sup>®</sup> Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Join Our List

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active preventative approach, *ActiveGuard*<sup>®</sup> should be considered as the centerpiece of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*<sup>®</sup> is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.



Try it FREE today.



# ActiveGuard

Mattress Liners for Use Against Bed Bugs & Dust Mites

# The Bed Bug Authority

May 2015

Bed Bugs and Summer Break

### In This Issue

[Visit Us on Facebook!](#)

[Bed Bug News -- From Around the Country!](#)

[Be Proactive about Returning College Kids](#)

[Call a Pest Pro](#)

[Angie's List](#)

[Avoid Bed Bugs at College \[Cheat Sheet\]](#)

[On the Road ... in May](#)

### THE HIT LIST:

**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

### Allergy Technologies' FAQ:

**Who Should Use ActiveGuard Mattress Liners?**



Anyone who has a known bed bug infestation or is concerned about preventing a bed bug infestation should consider using *ActiveGuard*®. Bed bug bites are painful, itchy, and can even cause allergic reactions. Bed bugs are becoming increasingly prevalent, and can easily spread between homes, apartments, college dormitories and hotel rooms. Bed bugs feed on blood and, most commonly, bite people in their beds while they are sleeping. *ActiveGuard*® Mattress Liners offer protection because they kill bed bugs in mattresses and box springs. *ActiveGuard*® helps in preventing bedbugs from creating a home in your bedding and may help save costly mattress replacement if you should suffer a bedbug infestation. *ActiveGuard*® should be used as part of every comprehensive bed bug management and preventive



College students from across the country are counting down the days until summer break while parents back home are anxiously awaiting their return. But stop right there! Before you welcome your college student back into your home along with all of their belongings, you will want to take a few precautions to ensure that they have come home alone. We're not talking about their new roommate hiding inside of their luggage but rather bringing home a very undesirable houseguest: the dreaded bed bug!

Bed bugs are a major problem assaulting college dorms and apartments. Any multi-unit housing environment with transient tenants like college students are at a heightened risk for bed bug infestations. Bed bugs are excellent hitchhikers and just as they hitchhiked their way into student housing, they can take an uninvited ride on your student's belongings and end up in your home. But fear not, we have you covered with tips from a mom who's been there, done that with three kids of her own.

Read on to meet Mom Patty and learn how she successfully prevents bed bugs from coming home with her three college-aged sons.

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KVOE.com Emporia, KS:** "Two rooms in the Trusler Hall dorms at Emporia State are almost done being treated for bed bugs [Read the full story here](#)

**Pittsburgh Action News 4:** "Community College Closes Second Campus in Bed Bug Scare" [Read the full story here](#)

**StarFM Online:** "Bed Bugs Invade Adisadel College" [Read the full story](#)

strategy. If you have an existing bed bug infestation, you should immediately contact a licensed Pest Management Professional. Anyone who suffers from respiratory allergies, asthma, or skin allergies such as eczema or atopic dermatitis may benefit from the use of *ActiveGuard*® Mattress Liners. Dust mite allergens are a leading symptom trigger for these conditions. *ActiveGuard*® kills dust mites and prevents them from returning for up to 2 years.

## Free Liner Trial Program Gives PMPs & Hotels Instant Access to *ActiveGuard* Mattress Liners

For a limited time, Allergy Technologies has implemented a 'Free Liner Trial Program', one specifically designed for Pest Management Professionals and one for hotels.

*ActiveGuard*

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### *ActiveGuard*® Videos



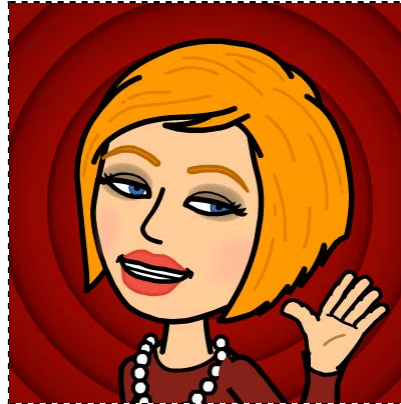
Drs. Susan Jones and Jim Ballard talk about New *ActiveGuard*® developments. [Click here to see more](#)

[here](#)

**WishTV 8 Indianapolis:** "AMC Showplace Traders Point 12 Movie Theatre reports they had bed bugs inside one of their theaters" [Read the full story here](#)

**The Cook County Record:** "Chicago couple sues landlord over bed bug issue" [Read the full story here](#)

## Be Proactive and Prevent Bed Bugs from Coming Home with Your College Student with Advice from Mom Patty



Meet Mom Patty! She has successfully protected her home from bed bugs even with the comings and goings of three college-aged boys living away at school and returning home each summer. Her system can help protect your children while away at school and your home from bed bug infestations. [Click here to read more](#)

### Active MultiMedia

What is the first thing you do if you suspect you have bed bugs? Call a pest professional...

A person was seriously injured late Sunday when gasoline that was being used against bed bugs ignited and exploded inside an Omaha home. ... [Click here to read more](#)

### Angie's List: the best way to get rid of bed bugs

Their name implies that they're confined to your bedroom, but bed bugs can live anywhere: hotels, offices, even movie theatres have had infestations.

Removing them is a half-a-billion-dollar-a-year industry and, as this

### Do you have an *ActiveGuard*® story to tell?



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### Join Our List

Angie's List Report states, the problem is only getting worse.

To read more [click here](#).

## Student's Ultimate Cheat Sheet to Avoid Bed Bugs at College



As bed bugs have reached epidemic proportions, more and more college campuses are gearing up to battle this bloodthirsty pest. Students need to equip themselves with facts and information about bed bugs so they can identify an infestation early on, take action if they notice bed bug activity in their room, but, most importantly, take steps to prevent them entirely.

For a complete set of tips [click here](#).

## On The Road with Allergy Technologies in April

Allergy Technologies will be "On the Road" at:

- May 2, 2015 - Pee Dee PCA - Clay Shoot, Kingstree, SC
- May 3-6, 2015 Southeast Pest Management Conference, Gainesville, FL
- May 13, 2015 - Univar 14<sup>th</sup> Annual Invitational Golf Tourney, Suwanee, GA
- May 19, 2015 - Residex Training Seminar, Silver Springs, MD
- May 29, 2015 - MD PCA Last Chance Recertification and Exhibitor Meeting, Linthicum, MD

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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homeless and women's shelters and asthma clinics.

*ActiveGuard*<sup>®</sup> Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a proactive preventative approach, *ActiveGuard*<sup>®</sup> should be considered as the centerpiece of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*<sup>®</sup> is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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# ActiveGuard

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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[New Research Study](#)

[Hotels Handling Bed Bug Complaints](#)

[10 Tips for Creating Your Hotel's Bed Bug Complaint Action Plan](#)

[Travel Health & Safety Tips](#)

[On the Road ... in April](#)

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**How do ActiveGuard® Mattress Liners work?**



# ActiveGuard

ActiveGuard® Mattress Liners are made from special polyester fabric. The liners are placed over the mattress or box spring like a fitted sheet. Permethrin, the active ingredient in the liner, is locked into the liner with sustained bioavailability over time that kills bed bugs and dust mites. Based on permethrin's nature and widespread inclusion in mosquito proof military clothing, lice shampoo for children, and national brand outdoor manufacturers, it has been a very effective ingredient when used in close human proximity. Permethrin is ideally suited for use in bedding because it remains where it needs to be...in the liner and in contact with the mattress and box spring.

### April 2015



when students and families return from their spring break travels? Answer: a potential onslaught of concerned residents over whether or not they have a bed bug infestation on their hands. Read on for more information about bed bugs on spring break, in hotels, old age homes, residencies and more.

### Preventing Bed Bugs in Hotels

It's Spring Break 2015 and a new kind of travel warning is hitting the news: Beware of Bed Bugs! From the Travel Channel to ABC News you can find tips for travelers to avoid bringing home these blood sucking hitchhikers. But can the average person really spot an infested hotel room? Bed bug's nocturnal tendencies and small, thin bodies make them very difficult for even the trained eye to detect. What will this mean for hotels, schools, homeowners and property managers

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**ABC15 Phoenix:** "A family visiting the Valley from California for Spring Break said they cut their visit short after finding bed bugs at their Phoenix hotel." [Read the full story here.](#)

**10 On Your Side WavyTV.com:** "A senior citizen group home in Hampton is closing, but residents being forced to move can't take their belongings to their new homes..." [More.](#)

**Seattle My Northwest.com KIRO Radio:** "Reports of bed bugs on the rise, but you're not without rights when infestation strikes. Since Seattle is a major port city and hub for travelers, it doesn't help the situation. Neither does the weather. Colder weather extends the life cycle of bed bugs..." [More.](#)

**MyCentralJersey.com:** "5 Years of Bed Bugs: Somerville landlord blocked from accepting new tenants..." [More.](#)

### Study Shows that Even Highly Resistant Bed Bugs Lay Markedly Fewer Eggs When Exposed to ActiveGuard®

This latest research from [Dr. Susan Jones \(The Ohio State University\)](#) may be actually considered 'landmark' as to the dramatic impact of ActiveGuard® on bed bugs. Dr. Jones and her team have demonstrated that after only ten minutes of exposure to ActiveGuard® fabric, almost all female bed bugs lose their ability to deposit eggs. Furthermore, after this

## Free Liner Trial Program Gives PMPs & Hotels Instant Access to ActiveGuard Mattress Liners

For a limited time, Allergy Technologies has implemented a 'Free Liner Trial Program'. In fact, there are two tailored programs available, one for Pest Management Professionals and one for Hoteliers. Both programs have been specifically designed and tailored to allow the user to conduct a field demonstration to confirm the benefits of using ActiveGuard® in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients depend upon you to provide the most effective program possible! Allergy Technologies is confident that ActiveGuard® will perfect any program, both in active remediation and as the centerpiece in a proactive preventative strategy. To register for the program, [click here](#).

# ActiveGuard®

**FREE LINER TRIAL PROGRAM**

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### ActiveGuard® Videos



Drs. Susan Jones and Jim Ballard talk about New ActiveGuard® developments. [Click here to see more](#)

### Do you have an ActiveGuard® story to tell?



Allergy Technologies is looking for a few more PMPs who are using ActiveGuard® as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how ActiveGuard® is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

brief contact with the fabric, bed bugs lose their inclination and/or ability to feed to completion. Surprisingly, these phenomena, described as 'sublethal effects' by Dr. Jones, first begin to develop after only 1 minute of contact.

What does this newly published research mean to a pest professional, "When a bed bug cannot feed the results are less bites; a loss in the ability to mature; and, the inability to reproduce. Consequently, this likely translates to profound long-term effects on the reduction of bed bug populations," said Joseph Latino, President of Allergy Technologies, home of ActiveGuard® Mattress Liners.

Please [Click Here](#) to download the full article entitled, "Sublethal Effects of ActiveGuard® Exposure on Feeding Behavior and Fecundity of the Bed Bug (Hemiptera: Cimicidae)"

[Click here](#) to read the article taken from Entomology Today, the blog of the Entomological Society of America.

## From The Hotelier's Vantage Point: Active MultiMedia

How one traveler got her refund after being subjected to bed bugs at the hotel she was staying.



Local 10 Lauderhill Florida: "Local 10 news worked with Travelocity to secure a viewer a refund from a hotel she claimed was unsanitary and bug infested.... [More](#).

## Following a spring break trip you may be asking yourself or perhaps you are being asked the question: Could I have bed bugs? Read on for Six Signs of a Bed Bug Infestation...

Concerned homeowners often ask the question, 'Do I have bed bugs'? The best way to determine whether or not you have bed bugs is to regularly inspect your home, and particularly your sleeping areas, for signs of an

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and nocturnal habits.  
To read more [click here](#).

infestation and less so for the bed bugs themselves, which could be quite difficult to find due to their size

### Spring Travel Health & Safety Tips

Are you or your college student planning a trip this spring? If so, keep in mind some important information to help you return safely and bed bug free with these tips...[Read more](#)

### On The Road with Allergy Technologies in April

Allergy Technologies will be "On the Road" at:


- April 10, 2015 - PA PMA Moosic, PA
- April 22, 2015 - Chamber of Wildwood, Wildwood, NJ
- April 23, 2015 -Univar Annual Crawfish Broil, New Orleans, LA
- April 29, 2015 -Spring Fling VIII Howard Beach, NY
- April 21-23, 2015 -UPFDA Meeting Scottsdale, AZ

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!



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## The Bed Bug Authority

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[Hotels Handling Bed Bug Complaints](#)

[10 Tips for Creating Your Hotel's Bed Bug Complaint Action Plan](#)

[Download: NPMA Guidelines - Response to Bed Bugs in Hotels & Lodging](#)

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**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**Allergy Technologies' FAQ:  
Will ActiveGuard® Mattress Liners  
kill bed bugs?**



### ActiveGuard

Bed bugs can live in a variety of places like bedding, head boards, side tables, radios, pictures and under carpets and in wall voids. *ActiveGuard®* kills bed bugs in mattresses and box springs, two prime areas where bed bugs like to live. We strongly recommend that, in cases of an active bed bug infestation, you contact a licensed Pest Management Professional who will treat all areas of your room. Quite often, there will be multiple treatments required before total elimination of this pest. For maximum protection, make sure that your infested mattresses and box springs once treated are subsequently covered with *ActiveGuard®* to kill any

### March 2015

### Preventing Bed Bugs in Hotels



No hotel is immune to the introduction of bed bugs. In fact, hotels with high occupancy and turnover rates are especially vulnerable to bed bugs since there is statistically a greater chance of guests unknowingly carrying bed bugs into the hotel. So, if you are a hotel owner, operator, manager or pest

professional struggling with bed bug infestations, must you just stand by idly waiting to react to the next outbreak? Are you under the impression that there is little that can be done to 'prevent' a bed bug infestation? While it is true that you cannot stop guests from introducing bed bugs into a hotel, you can take proactive preventive measures to stop bed bugs from spreading and establishing an infestation. This month's Bed Bug Authority focuses on the growing epidemic of bed bug outbreaks in hotels and the proven preventive measures that hoteliers and their pest management companies can take to ward off these infestations early.

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Fox4:** "Expert: SWFL bed bug outbreak to get worse before it gets better" Bed bugs are crawling into Southwest Florida in record numbers and a pest control expert predicts the problem will get worse before it gets better. [Read the full story here.](#)

**WSBTV:** "Woman Suing Hotel Over Bed Bug Bites" edA woman says her body is so scarred from the bed bug attack, it is affecting her dating life. Now she has filed a lawsuit against the hotel where she said the insects bit her over a three-day period...[More.](#)

**The New York Times:** "In Bedbugs, Scientists See a Model of Evolution" Scientists are struggling to learn more about bedbugs, which have returned with a vengeance in recent years, partly because they have evolved resistance to pesticides.... [More.](#)

**NY Daily News:** "Canadian mom kills infant, sickens 4 other children after using pesticide in apartment against bedbugs: officials" Officials evaluated The Fort McMurray, Alberta, apartment after a mom used a pesticide illegally inside her home to fumigate for bedbugs, poisoning her five children.... [More.](#)

**Canadian Press:** "Health Canada issues warning about bedbug control products" - The federal government is warning Canadians of what it calls the "extreme danger" of using unregistered products to fight bedbugs. The Health Canada warning comes after two children in northern Alberta died from a toxic insecticide brought back by the family from Pakistan....

remaining bed bugs or eggs yet hatched that have inadvertently been missed after the initial treatment is completed.

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[More.](#)

## Allergy Technologies - Platinum Sponsor of the 2015 Global Bed Bug Summit offers Preventive Solution to the Bed Bug Problem



Allergy Technologies LLC makers of **ActiveGuard®** Mattress Liners, a revolutionary mattress and box spring cover that kills bed bugs, was the Platinum sponsor at January's Global Bed Bug Summit where the meeting appeared to be heavily focused on proactive strategies for bed bug prevention.....[click here](#).

### From The Hotelier's Vantage Point: Active MultiMedia

How would your hotel's front desk handle a bed bug complaint?



Woman Seeking Compensation After Bed Bug Incident At Local Hotel lands on local news....[Click here to watch the Video.](#)

### Ten Tips for Creating Your Hotel's Bed Bug Complaint Action Plan

A negative experience by a guest, like uncovering bed bugs, can quickly go one of two ways: it can be a non-event if handled correctly or it can

money while killing more bed bugs. Email us [here](#) to tell your story.

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turn into a public relations nightmare resulting in your appearance on the local news, [bedbugregistry.com](#) and [tripadvisor.com](#). Bed bugs are unquestionably one of the worst complaints an hotelier wants to

experience!

The thought of a guest uncovering a bed bug infestation before an employee may keep you awake at night. But preparing your employees to handle such a situation is one of the most important proactive steps you can take. Establish a written action plan so your staff are prepared to handle a bed bug complaint and reduce your chances of it turning into a public relations nightmare. Make certain that once established, this action plan is followed precisely as deviations/omissions can result in significant legal consequences. However, nothing is worse than the absence of a cogent action plan addressing a bed bug issue. The following tips can help you create your own unique bed bug complaint action plan to ensure that the hotelier you are empowering your employees to properly handle the situation when it arises. [Click here to read the full article](#).

## NPMA Guidelines Response to Bed Bugs in Hotels & Lodging



### NPMA Guidelines: Response to Bed Bugs in Hotels & Lodging

**(Editor's note:** These well-described hotel guidelines were created in 2011. While most of the recommendations contained therein remain valid today, the use of encasements on bedding has not been proven to change the landscape of bed bug incidents nor their transition into established infestations. In fact, the high rate of ripping and perforation of encasements installed on box springs in the hotel industry render their protective ability useless. In

contrast, documented evidence has proven that installation of ActiveGuard® Mattress Liners in hotels result in a significant reduction in infestation rates throughout the country.)

## On The Road with Allergy Technologies in February

Allergy Technologies will be "On the Road" at:

- Mar 12, 2015 - PA PMA Spring Conference, Trevese, PA

- Mar 18, 2015 - Residex Customer Appreciation Day, Blackwood, NJ
- Mar 29-31, 2015 - Arizona Pest Professional Org - 2015 Great Western Conference and Expo, Carefree, AZ
- Mar 30, 2015 - Bed Bug Specialist Course, Queens, NY
- Mar 31, 2015 - New Jersey Pest Management Conference, East Windsor NJ

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!



*ActiveGuard*® Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard*® proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard*® Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard*® should be considered as the centerpiece of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*® is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.



# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

### In This Issue

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[Small Tweaks to Bed Bug Protocols](#)

[Cleveland, Bed Bugs & the 2016 Convention](#)

[NJ Bill to Promote Bed Bug Awareness, Prevention](#)

[Global Bed Bug Summit](#)

[On the Road ... in February](#)

### THE HIT LIST:

**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**Allergy Technologies' FAQ:  
Will ActiveGuard® Mattress Liners  
prevent bed bugs?**



Yes, ActiveGuard® can prevent and control bed bug infestations for up to two years. The active liner kills bed bugs in mattresses and box springs, two prime areas where bed bugs like to live. We strongly recommend that, in cases of an active bed bug infestation, you contact a licensed Pest Management Professional who will treat all areas of your room. Quite often, there will be multiple treatments required before total elimination of this pest. For maximum protection make sure that your infested mattresses and box springs once treated, are subsequently covered with ActiveGuard® to kill any remaining bed bugs or eggs yet hatched that have inadvertently been missed after the initial treatment is completed. ActiveGuard® may be used as a preventative measure on the mattress or

### February 2015

### Bed Bug Prevention and Control



Bed bugs...they are all over the news these days! Orkin just released their Top 50 Bed Bug Cities List for 2014. The news that you may live in, own property in or are planning to visit a city that tops the list of blood-sucking bed bugs is enough to incite fear and paranoia in even the most level headed folks. But fear not. You CAN

prevent bed bugs and, in fact, prevention is our biggest story this month. Bed Bug Prevention was a key topic at the [National Pest Management Association's \(NPMA\) Global Bed Bug Summit](#) that took place in Denver, CO last month. If you missed the event you can read the highlights in our recap below. As always, we will take a look at the top bed bug stories from around the country including a look at how Cleveland might take steps to prevent bed bugs as they prepare for the 2016 Republican National Convention. The Convention comes on the heels of dozens of bed bug complaints in Cleveland hotels. As always, we hope you will share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Pest Control Technology:** ["Chicago Tops Orkin's List of 'Bed Bug Cities' for 2014"](#)- Chicago tops the 2014 Bed Bug Cities list for the third year in a row. The list, released by Orkin, ranks the cities by the number of bed bug treatments Orkin performed from January to December 2014. [Read the full story here.](#)

**WFTV9 Orlando:** ["Orlando International Airport Battles Bed Bug Problem in Passenger Waiting Areas"](#)- Channel 9 learned some workers at Orlando International Airport say homeless people sleeping overnight in passenger waiting areas has become a growing problem. While airport authorities won't say homelessness is the cause, a bed bug problem has reportedly developed in areas where transients have been found sleeping.... [more.](#)

**McAlester News Capital:** ["Bed Bugs Found at Federally Subsidized Apartments in McAlester, Oklahoma"](#)- A McAlester apartment complex that received \$726,122 in federal rent subsidies last year is plagued by a bed bug infestation, a News-Capital investigation shows... [more.](#)

**Click2Houston:** ["Bed Bugs Infest Group Home for Senior Citizens in SW Houston"](#)- The home on Knotty Oaks Trail near Orem and the Buffalo Speedway is called Our Father's House -- a nonprofit group home

box spring. If a bed bug is introduced to the room the active liner will kill any bed bugs that come into contact with the liner, generally within 72 hours and thereby helping to prevent a full blown bed bug infestation from occurring.

## Free Liner Trial Program Gives PMPs Instant Access to ActiveGuard Mattress Liners

For a limited time, Allergy Technologies **ActiveGuard®** has implemented a 'Free Liner Trial Program' specifically designed for Pest Management Professionals to conduct a field demonstration to confirm the benefits of using **ActiveGuard®** in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients depend upon you to provide the most effective program possible! PMPs strive to ensure customer confidence, business growth and income (both earned and retained). Allergy Technologies is confident that **ActiveGuard®** will perfect any program, both in active remediation and as the centerpiece in a pro-active preventative strategy. To register for the program, [click here](#).

**ActiveGuard®**

**FREE LINER TRIAL PROGRAM**

### ActiveGuard® in Action



Wondering just how quickly **ActiveGuard®** can work for you? Then visit the Videos page on our website and see "**ActiveGuard®** in Action" for yourself! The video examples the product's power through time-lapse photography. [Click here to see more](#)

**Do you have an ActiveGuard® story to tell?**

that houses residents over the age of 50 -- some with mental and physical handicaps."Never in my lifetime have I ever seen a situation that is that disgusting," says Claude Griffin of Gotcha Pest Control. Based on how large the bed bugs are, he believes they've been in the group home closer to a year -- not a month...[more](#).

**Chico State The Orion: "Bed Bug Outbreak in University Village"**-Residents of University Village, have been dealing with a bed bug outbreak that began the week of Jan. 4 and continues to be a problem.... [more](#).

## Small Tweaks to Bed Bug Protocols Can Offer Long-Term Solutions



Just when you thought you had the bed bug problem under control they come back...again! What is going on? If bed bugs are back, is it because they were never eliminated in the first place? Or, has there been a new introduction of bed bugs? Regardless, the objective is to eliminate the bed bug infestation once and for all. So how can you ensure that you have fully eliminated bed bugs AND prevent newly introduced bed bugs from turning into a full blow re-infestation?

A little tweaking of the current bed bug protocol may be just the trick to help you achieve a permanent bed bug free environment. Consider the following for YOUR bed bug treatment strategy to prevent and control bed bugs once and for all. To read the full article, [click here](#).

## Active MultiMedia

How will Cleveland Prevent Bed Bugs & Control Bed Bugs as They Prepare for the 2016 Republican National Convention?



News Channel 5 - Cleveland



Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard*® as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard*® is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

### Purchase *ActiveGuard* Online Today!

Looking to purchase *ActiveGuard* Mattress Liners? It's easy to buy *ActiveGuard* online, just click [here](#)!

### Like Us on Facebook



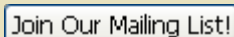
Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

### Follow & Like *ActiveGuard* on Facebook, LinkedIn & Twitter!



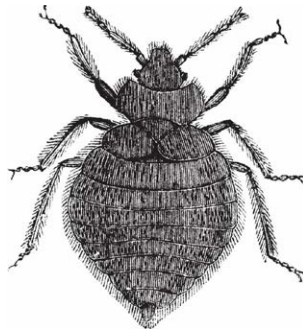
Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Join Our List



An investigation uncovered dozens of complaints about bed bugs at hotels and motels in Cuyahoga County over the last two years. This as approximately 50,000 visitors are expected to need hotels when Cleveland hosts the Republican National Convention in July 2016 - [more](#)

## Bill to Promote Bedbug Awareness, Prevention Gains Assembly Approval in New Jersey



Legislation Assemblyman Wayne P. DeAngelo and Assemblywoman Eliana Pintor Marin sponsored to increase awareness about bedbugs and prevent the spread of the pests in New Jersey schools received unanimous approval on Monday in the General Assembly.

The bill (A-2583) would require the Department of Education to produce and publish a bedbug fact sheet on its website. Information on the fact sheet would include: the dangers of bedbugs and how they spread, how to detect bedbug infestation, how to recognize symptoms of bites and ways to prevent and eliminate infestation. To read more, [click here](#).

## Allergy Technologies offers Preventative Solution to the Bed Bug Problem



Allergy Technologies, makers of *ActiveGuard*® Mattress Liners, a revolutionary mattress and box spring cover that kills bed bugs, was the Platinum Sponsor at last month's Global Bed Bug Summit. Approximately 400 of the country's leading pest management professionals, researchers and manufacturers were in attendance at the Sheraton Denver Downtown Hotel in Denver, Colorado from January 7-9, 2015. "The tone of the entire meeting appeared to be heavily focused on proactive strategies for bed bug prevention," said Joseph Latino, Chief Operating Officer, Allergy Technologies. "*ActiveGuard*® Mattress Liners typically kill bed bugs within 72 hours, and are perfectly positioned based on their mode of action and labeling to become the centerpiece around which a preventative program can be built," [click here](#).

## On The Road with Allergy Technologies in February

During the month of February 2015, Allergy Technologies' will be "On the

Road" at:

- February 6-7 2015 - Alabama PCA Winter Meeting, Auburn, AL
- February 8-10, 2015 - South Carolina Pest Pro Summit, Charleston, SC
- February 10-12, 2015 - Copesan Conference & Vendor Expo, St Augustine, FL
- February 11, 2015 - Univar CEU Workshop, Beaumont, TX
- February 11-12, 2015 - Wisconsin PCA 'Technically Speaking' 2015 Conference, Wisconsin Dells, WI
- February 11, 2015 - Residex Recertification Course, Chesapeake, VA
- February 18, 2015 - GeoTech Bed Bug Symposia, Sacramento, CA
- February 18-19, 2015 - Delaware PCA Annual Short Course. Newark, DE
- February 24, 2015 - PA PMA Central Division Winter Conference, Mechanicsburg, PA
- February 25, 2015 - Target - Annual Recertification Seminar. Linthicum, MD
- February 26-28, 2015 - OPCA/WSPCA (Oregon/Washington State) Hood River, OR
- February 26, 2015 - Univar Oklahoma CEU Conference, Tulsa, OK

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*<sup>®</sup> will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*<sup>®</sup> Mattress Liners and YOU!



*ActiveGuard*<sup>®</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard*<sup>®</sup> proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard*<sup>®</sup> Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard*<sup>®</sup> should be considered as part of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*<sup>®</sup> is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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[Video: What are bedbugs?](#)

[Look for bed bugs when traveling](#)

[REMINDER Global Bed Bug Summit](#)

[On the Road ... in January](#)

### January 2015

### Work Smarter, Not Harder



Work Smarter, Not Harder! That's the lesson this month - focusing on doing your job a little better but without adding hours to the day. Read our lead article for several ways to "fine tune" your 'work process' in an effort to maximize efficiency! Also, this week is the [National Pest Management Association's \(NPMA\) Global Bed](#)

[Bug Summit](#) that will take place in Denver. If you plan on attending, make sure to stop by Allergy Technologies' **booth #413** to learn more about *ActiveGuard*®! We also take a look at the top bed bug stories from around the country, including Allergy Technologies' 'Free Liner Trial Program.' If you are ready to put *ActiveGuard*® to the test in the field then this is a great opportunity to do so by adding both long term control and 2 year pro-active preventive features to your bed bug treatment strategies. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### THE HIT LIST: Is Your Hotel rated on the Web as "Bed Bug Infested?"



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

### Watch & Share our YouTube Video "ActiveGuard in Action!"



To watch the video, visit our [YouTube channel](#).

**Daily-Astorian:** "[Eugene library searched for bedbugs after outbreak](#)"-Two dogs sniffed around the Eugene Public Library late Saturday, looking for bedbugs. Luckily for patrons and staff, the beagles found none, and it's hoped a recent outbreak has been eradicated ... [more](#).

**KHQ6:** "[Spokane Family Battles Bed Bug Infestation](#)"-We've all heard the saying, 'sleep tight don't let the bed bugs bite.'One Spokane family has had a really hard time doing that the last few months because the bed bugs have infested their house.Jon Bird said ... [more](#).

**Foster's Daily Democrat:** "[Apartment house battles bed bugs](#)"-Kelli Haines has decided to move her mother out of a Preservation Park apartment after a battle with bedbugs. Haines said an inspection a month ago didn't show a problem, but then things got so ... [more](#).

**MyFoxNY:** "[Bed bugs found in subway cars](#)"-While converting subway trains on the 6 line last week for use on the expanding 7 line, some MTA workers say they found something they never expected: bed bugs. Sources say workers were inside some ... [more](#).

### Allergy Technologies' FAQ: May I use ActiveGuard Mattress Liners with my encasement?



## ActiveGuard™

You may use *ActiveGuard*® above an encasement; in this configuration, its effectiveness will not be reduced

### Work Smarter, Not Harder in 2015

though any bed bugs emerging from the mattress will not be killed as the encasement will act as a barrier preventing direct contact with the liner. *ActiveGuard*<sup>®</sup> works best when placed directly on the mattress and box spring surface. Once installed, the bed should be prepared as usual, which may include a mattress pad, sheets, blankets, dust ruffle and/or comforter. *ActiveGuard*<sup>®</sup> will work continuously and does not need to be disturbed for two years.

### Free Liner Trial Program Gives PMPs Instant Access to *ActiveGuard* Mattress Liners

For a limited time, Allergy Technologies has implemented a 'Free Liner Trial Program' specifically designed for Pest Management Professionals to conduct a field demonstration to confirm the benefits of using *ActiveGuard*<sup>®</sup> in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients depend upon you to provide the most effective program possible! PMPs strive to ensure customer confidence, business growth and income (both earned and retained). Allergy Technologies is confident that *ActiveGuard*<sup>®</sup> will perfect any program, both in active remediation and as the centerpiece in a pro-active preventative strategy. To register for the program, [click here](#).

*ActiveGuard*<sup>®</sup>

FREE LINER TRIAL PROGRAM

Put the industry's most proactive solution for bed bugs into use in your protocol today, and learn how you can benefit!



[Click here and let the Revenue Booster show you how!](#)

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One of the big benefits of Allergy Technologies' *ActiveGuard*<sup>®</sup> Mattress Liner product is that it's designed as a proactive product - it's a way of helping PMPs work smarter against bed bugs rather than just working harder. There's a lesson to be learned for everyone no matter what your professional role may be; this article from [lifehack.org](#) is a very pertinent read! "Work harder! Work **FASTER!!!**" Remember that commercial? It featured an old man and an old woman, demanding that their employees produce more in less time. Sadly, this has to a large degree become the societal norm in many countries. People are expected to do more in less time with less resources and produce a better product on top of it all! *Madness*, you may think and you'd be absolutely right. To read the full article, [click here](#).

### Video: What are bedbugs?



What are bedbugs?

Made by a UK-based PMP, this fun video looks more like a movie trailer than a YouTube bed bug video! This video is about 'What are bedbugs'? Giving a description of how bedbugs look & the signs to look out for.

### Look for bed bugs when traveling

Bed bugs are tiny and they hide easily, which makes them more difficult to detect. That's why 22News found out what they look like for you. At



find us on  
**Facebook**

Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

### Do you have an *ActiveGuard* story to tell?



Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard*® as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard*® is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

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### Join Our List

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Braman, exterminators describe them as looking like apple seeds, and they said they feed only off blood.

Michael Bensché at Braman told 22News the best way to avoid them is by checking under your hotel bed mattress and behind the headboard before sleeping. If you see blood spots or what looks like outer shells of bugs, those could be signs of bed bugs. To read more, [click here](#).

## REMINDER: Global Bed Bug Summit - This Week



The Global Bed Bug Summit, featuring Platinum Sponsor Allergy Technologies, is designed to provide you with the information you need from a legal, technical, business and customer-oriented perspective so that you can not only eliminate the bed bug problem, but also create an environment of trust between you and your customer. [Click here](#) to view the conference program including registration information. The Global Bed Bug Summit will be held this week at the Sheraton Denver Downtown in Denver, Colorado.

## On The Road with Allergy Technologies in January

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- Jan. 7-9 Texas A&M Workshop College Station, TX
- Jan. 12 Greyson County Pest Conference Sherman, TX
- Jan. 12-13 Purdue Pest Management Conference West Lafayette, IN
- Jan. 13 Univar Rozell CEU Workshop Tyler, TX
- Jan. 13-15 Truly Nolen Conference Tucson, AZ
- Jan. 14-15 NPMA Eastern Conference Newport, RI
- Jan. 19 Residex Recertification Meeting Whitemarsh, MD
- Jan. 19-20 Target Specialty Conference Long Beach, CA
- Jan. 19-23 Florida Pest & Lawn Care Orlando, FL
- Jan. 21 Target Workshop Houston, TX
- Jan. 23 Target Workshop Arlington, TX
- Jan. 27-29 Louisiana Pest Mgmt. Conference Baton Rouge, LA
- Jan. 27-30 North Carolina Technician's School Durham, NC
- Jan. 28-29 Interstate Pest Mgmt. Conference Linthicum, MD
- Jan. 29 Bed Bug Specialist Seminar Queens, NY

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[Bed Bugs and Chagas Disease](#)

[Avoiding Bed Bug Nightmares This Holiday Season](#)

[On the Road ... in December](#)

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**Allergy Technologies' FAQ: My Pest Management Professional wants me to throw out my mattress and box spring because of bed bugs. Can I use ActiveGuard Mattress Liners instead?**



Bedding is hard to treat and some Pest Management

### December 2014



Slated for the 2<sup>nd</sup> week of January in Denver (Jan 7-9, 2015), the [National Pest Management Association's \(NPMA\) Global Bed Bug Summit](#) is positioned the premier gathering of bed bug researchers, product manufacturers, technicians and Pest Management Professionals (PMP). We hope to see you there. As always, we take a look at the top bed bug stories from around the country, including Allergy Technologies' 'Free Liner Trial Program'. If you are ready to put ActiveGuard® to the test in the field then this is a great opportunity to do so by adding both proactive long term control and 2 year preventive features to your bed bug treatment strategies. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Global Bed Bug Summit Preview

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Herald-Mail:** "[City housing agency wages costly battle against bed bugs](#)"-The Hagerstown Housing Authority said it is trying to eradicate bed bugs in 21 of the 376 units at the Potomac Towers housing complex on Baltimore Street. Ted Shankle, executive director of ... [more](#).

**CBS46:** "[Southwest Atlanta woman says bed bugs feeding on her inside her apartment](#)"- An Atlanta woman says she is under attack from bed bugs. "My bedroom has been taken over by bed bugs," said Pamela West. West lives in the National Church Residences ... [more](#).

**KCTV5:** "[KCK assisted living facility battling bed bugs](#)"- A KCK assisted living facility is battling a case of bed bugs. The Net Giver operates Delaware Highlands Assisted Living, located at North 126th Street and Delaware Parkway, which is a publicly subsidized facility ... [more](#).

**Daily Journal:** "[Bedbugs found at Kankakee High School](#)"- Bedbugs have been found at Kankakee High School, and the district says it has brought in exterminators. Jeanette Kreuz, assistant superintendent for business services, confirmed the presence of the bugs ... [more](#).

### NPMA's Global Bed Bug Summit - Jan. 2015



**JAN 7-9, 2015**  
SHERATON DENVER DOWNTOWN  
DENVER, COLORADO



Professionals will suggest that infested bedding be thrown away. This is because mattresses are sites where bed bugs and their eggs are hard to access and kill; many of these may be left alive even after a thorough treatment by a Pest Management Professional. ActiveGuard® may be used to salvage infested bedding as part of a treatment program or to protect bedding from future infestation because its unique formulation will kill hatched bed bugs even after the treatment is completed and continuously for two years.

### Free Liner Trial Program Gives PMPs Instant Access to ActiveGuard Mattress Liners

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[Click here](#) to view the conference program including registration information. The Global Bed Bug Summit will be held at the Sheraton Denver Downtown in Denver, Colorado. For hotel reservations, please call (888) 627-8405.

### Video: BG Group Presents the Bed Bug Life Cycle



Bed Bug Life Cycle

Learn more about the life cycle of bed bugs in this high-energy presentation.

### Bed Bugs and *TRYPANOSOMA CRUZI* (Chagas Disease)

A new research paper submitted to the American Journal of Tropical Medicine and Hygiene discusses the possible transmission of *TRYPANOSOMA CRUZI*, the etiologic agent of Chagas Disease, via bed bugs. To review the paper, [click here](#).

*Editor's Note: The Bed Bug Authority does not opine or support the position or conclusions reported in any citation. While it is suggested that this paper offers evidence of the POSSIBILITY that bed bugs may transmit the parasite known to cause Chagas disease, MORE research is necessary before any definitive inference can be drawn between disease transmittance and bed bugs.*

### Avoiding Bed Bug Nightmares This Holiday Season

This article by Herb Bolton, National Program Leader for Integrated Pest Management and Invasive Species, of the National Institute of Food and Agriculture, is part of the USDA's Science Tuesday feature on its blog. Here's a small excerpt:

Most are familiar with the phrase, "Sleep tight, don't let the bed bugs bite," but few people know what a bed bug looks like or problems they can cause. From World War II until just recently, bed bugs were not at all common in the United States. Bed bugs are now found in many homes, apartments, college dorm rooms, and even in public facilities such as theaters, hospitals, schools, and libraries. Now that bed bugs are back,



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Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

**Do you have an *ActiveGuard* story to tell?**



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**Purchase *ActiveGuard* Online Today!**

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everyone needs to know how to recognize them, how they move from one location to the next, and where they hide so we can prevent large infestations. To read the full article, visit the [USDA blog online](#).

**On The Road with Allergy Technologies in December**

During the month of December 2014, Allergy Technologies' will be "On the Road" at:

- Dec. 4-5 - Kansas Pest Control Association, Kansas City, KS
- Dec. 7-9 - Ohio Pest Mgmt. Winter Meeting, Columbus, OH

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!



*ActiveGuard*® Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard*® proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard*® Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard*® should be considered as part of your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard*® is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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### THE HIT LIST:

**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



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**Watch & Share our YouTube Video "ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel](#).

**Allergy Technologies' FAQ: How do ActiveGuard Mattress Liners Work?**



ActiveGuard® Mattress Liners are made from special polyester fabric. The liners are placed over the mattress like a fitted sheet. Permethrin, the active ingredient in the liner, is locked into the liner with a

### November 2014



November 2014, the pest management industry's national centerpiece, was held this year in Orlando, Florida, at the Walt Disney World Swan and Dolphin resort. Key research, treatment advances and business strategies were presented by notables in the industry while the vendor Exhibit Hall featured new and innovative products during this weeklong event. Look for our recap below. This month we also look forward - to the Global Bed Bug Summit that takes place in Denver, early January 2015. It's the key industry gathering to share research and discuss cutting edge approaches to bed bug remediation and prevention! As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### PestWorld Recap

PestWorld 2014, the pest management industry's national centerpiece, was held this year in Orlando, Florida, at the Walt Disney World Swan and Dolphin resort. Key research, treatment advances and business strategies were presented by notables in the industry while the vendor Exhibit Hall featured new and innovative

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**CBS2:** ["Westin LAX Workers Protest Discipline Against Housekeeper Who Did Not Spot BedBugs"](#) - Workers at the Westin LAX Hotel will strike Wednesday to protest the disciplinary measures against a housekeeper who failed to spot bedbugs in a room .... [more](#).

**Lakewood Observer:** ["Council Talks Bed Bugs"](#) - The first order of new business was presented by Councilwoman Madigan regarding bed bugs. Currently the City does not have bed bug issues designated to any specific City division, nor a protocol on how to ... [more](#).

**Philadelphia Tribune:** ["Councilman confronts bed bug infestations"](#) - Councilman Mark Squilla is taking aim at what he believes is a bed bug infestations in the city. Squilla recently introduced a resolution calling on the committee on public health and ... [more](#).

**State Journal-Register:** ["SIU medical school, other institutions deal with bedbugs concerns"](#) - It may have been an isolated incident involving one tiny critter. But complaints from workers in a basement office at Southern Illinois University School of Medicine were one ... [more](#).

### PestWorld Recap: Golf, Giveaways and Good Times!

As it occurred during Major League Baseball's World Series this year, the 2014 version of the National Pest Management Association's largest annual gathering - PestWorld - was a tremendous success that can probably best be described in baseball vernacular as 'hitting a home run!'

Vendor booth traffic was very steady for four straight days of exhibit hall hours, allowing for a wide range of in-booth activities that kept attendee traffic moving throughout the event. Examples of activities on the show

sustained minimal release uniformly over time that kills bed bugs and dust mites. Decades of widespread and continued use including mosquito proof military clothing; lice shampoo for children; and, as a protective in national brand outwear manufacturers, demonstrates permethrin is a very effective ingredient when used in close human proximity. Permethrin is ideally suited for use in bedding because it remains where it needs to be...in the liner and in contact with the mattress and box spring.

### Free Liner Trial Program Gives PMPs Instant Access to ActiveGuard Mattress Liners

For a limited time, Allergy Technologies has implemented a 'Free Liner Trial Program'. This program is specifically designed for Pest Management Professionals to conduct a field demonstration to confirm the benefits of using *ActiveGuard*® in their bed bug treatment program. Making a decision to revise your bed bug remediation strategy is complicated. Your clients depend upon you to provide the most effective program possible! PMPs strive to ensure customer confidence, business growth and income (both earned and retained). We at Allergy Technologies are confident that *ActiveGuard*® will perfect any program, both in active remediation and as the centerpiece in a proactive preventative strategy. To register for the program, [click here](#).

*ActiveGuard*®

FREE LINER TRIAL PROGRAM

Put the industry's most proactive solution for bed bugs into use in your protocol today, and learn how you can benefit!



[Click here and let the Revenue Booster show you how!](#)

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floor included a rocking rodent (Liphatech), a fortune cookie-based 'Make a Fortune' with *ActiveGuard* cash giveaway (Allergy Technologies), a Lamborghini test drive opportunity (Zoecon) and free slushies (PPMA), among others.

NPMA will soon be posting a photo album of the trade show on its website, to view [visit this link](#). At that link you can visit the sites of NPMA vendors as well as download speaker presentations.

### Video: Bedbugs found at SHA buildings in downtown Baltimore



Bedbugs found at SHA buildings in downtown Baltimore

Bedbugs were found at State Highway Administration headquarters buildings in downtown Baltimore. Subscribe to WBAL on YouTube now for more: <http://bit.ly/1oJSRCN>.

### Allergy Technologies Holds 'Make a Fortune' Promotion at PestWorld



Allergy Technologies, manufacturer of *ActiveGuard*® Mattress Liners, held three daily drawings for prizes of \$100, \$200 and \$300, at its PestWorld '14 booth. Attendees who stopped by the booth were given a fortune cookie. If their fortune cookie matched the color of the day they entered



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Are you on Facebook? Is your business on it? Then feel free to connect with the Allergy Technologies' Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our [Facebook page](#). Feel free to share it with your friends!

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**Purchase *ActiveGuard* Online Today!**

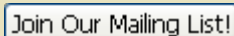
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their business card to the daily drawing they won.

**Congratulations to the winners of the 'Make a Fortune' with *ActiveGuard*® drawing at the Allergy Technologies' booth:**

**\$100 Giveaway Represents the Money You Save by placing *ActiveGuard*® on the bed at the time of service.**

- Carter Pest Management - Lennie Carter Sr
- Brighter Image - Danielle Engel
- David M Hyres Pest Control -David Hyres

**\$200 Giveaway Represents the Money You Save by including *ActiveGuard*® at the time of service, not having to go back on multiple callbacks to complete treatment.**

- Rollins Pest Control, Inc. - Maxie Rollins
- Alvin Pest Control - Betty Thornton
- Mark Ringlstetter - Truly Nolen

**\$300 Giveaway Represents the Money You Make by learning how to upsell *ActiveGuard*® to your client base.**

- University of Massachusetts Amherst - Kenneth Rodak
- David M Hyers Pest Control - Dianna Hyres
- Rose Pest Solutions - Bill Hastings

Even if your name wasn't drawn, remember everyone is a winner when they include *ActiveGuard*® Mattress Liners as a part of their bed bug treatment strategy. Our clients enjoy heightened customer satisfaction and increased revenue with the addition of *ActiveGuard*® to their programs.

**Housing agency faces bed bug lawsuit**

Residents of Des Moines' largest public housing complex say they have been living for years with a bedbug infestation that has left them with sores, ruined furniture and sleepless nights. A class-action lawsuit filed Wednesday in Polk County District Court alleges the city's public housing agency put residents of Royal View Manor in "unconscionable and substandard living conditions" by failing to eradicate the bloodsucking insects or warn residents about the infestation. To read more, visit the [Des Moines Register website](#).

**On The Road with Allergy Technologies in November & December**

During the months of November & December 2014, Allergy Technologies' will be "On the Road" at:

- Nov. 4-6 Kentucky Short Course, Lexington, KY
- Nov. 5 Target Workshop, Austin, TX
- Nov. 5-6 New England PMA, Taunton, MA
- Nov. 11 Target Workshop, Tulsa, OK
- Nov. 12 Target Fall Workshop, Portland, OR
- Nov. 12 BWI Springfield Open House, Springfield, MO
- Nov. 13 Residex Bed Bug Summit, Orlando, FL

- Nov. 13 NY Expo, Manhattan, NY
- Nov. 21 MPCA Early Bird Recertification, Millersville, MD
- Dec. 4-5 Kansas Pest Control Association, Kansas City, KS
- Dec. 7 Ohio Pest Mgmt. Annual Winter Meeting, Columbus, OH

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs...a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!



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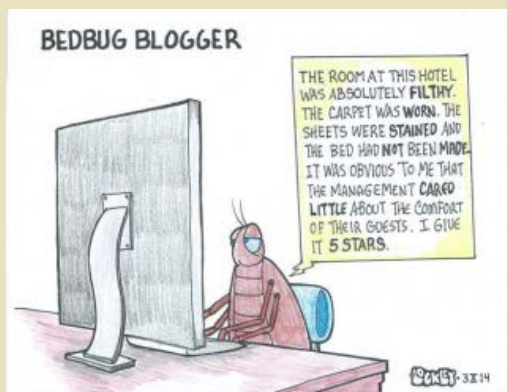
## THE HIT LIST:

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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

## Bed bugs' hangouts go beyond just beds



It is believed that bed bugs came initially from the Middle East and were carried back to Europe by the Crusaders. The history is a little sketchier regarding Asia, but they probably got there traveling along the Silk Road. Scientists believe they evolved from parasites of bats that moved to humans when we moved into the bat-infested caves. For thousands of years, they were restricted to warmer climates and

October 2014

## Enhanced Bed Bug Treatment Strategies



What does it mean to 'Enhance' a Bed Bug treatment strategy? It's hard to discuss how product(s) can 'enhance' or 'optimize' a pre-existing strategy without first describing the primary treatment protocol. Most PMPs have a standardized protocol that they follow when there's a bed bug infestation; this sequence of steps

represent the company's treatment strategy. For example, a primary inspection followed by treatment with heat or multiple chemical applications including a pro-active sustained residual product, i.e. *ActiveGuard*® Mattress Liners and active/passive monitors, followed by periodic inspections represents a treatment strategy. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

NJ.com: "[West New York superintendent urges residents to keep calm over 'isolated' bed bug scare](#)" - Calls from concerned parents flooded a West New York elementary school after bedbugs were found on two students on Friday, but the district's boss says ... [more](#).

KMTV: "[Dog sniffs out bedbugs scent at La Vista Junior High](#)" - School officials say a bedbug-sniffing dog did not find any insects, but did detect their scent in areas inside La Vista Junior High. In an update to parents Wednesday evening, the ... [more](#).

KWWL: "[Bed bugs on the rise in eastern Iowa](#)" - Bed bugs are on the rise in eastern Iowa. The city of Dubuque's housing inspector, Bob Boge, said bed bugs are a regular problem, whereas they weren't when he started in his position some five years ago ... [more](#).

KSL: "[What you should know about bed bugs in Utah](#)" - Some people may know bed bugs from the children's rhyme, "Good night, sleep tight, don't let the bed bugs bite," but the blood-sucking pests are anything but cute and quaint. Bed bugs are a growing problem ... [more](#).

## Enhancing a Bed Bug Treatment Strategy

Enhancing a bed bug treatment strategy can be done in a few ways, but none can make a difference without first examining the details of the treatment strategy itself. By following the core segments of a sound strategy - inspection, treatment, use of passive / active monitors, and follow-up inspections - PMPs can be sure to seek positive results. This program can be enhanced with the use of a pro-active sustained residual

gained a foothold farther north only when we began to heat our artificial houses efficiently. Today, they are found throughout the planet. Until the end of the World War II, bed bugs were a scourge in every nation on Earth, rich or poor. They didn't bother to discriminate. It was your blood they were after and your wealth or status didn't matter. Estimates were that one half of the homes in North America were infested, 75 percent in Europe. For more, [click here](#).

### Watch & Share our YouTube Video "ActiveGuard in Action!"



To watch the video, visit our [YouTube channel](#).

### Allergy Technologies' FAQ: What is ActiveGuard?



*ActiveGuard*<sup>®</sup> Mattress Liners are patented and developed to kill bed bugs and dust mites on mattresses and box springs. Active mattress liners were derived from bed nets, used worldwide over the past 50 years to protect against mosquitoes and malaria. Originally designed as a simple and proactive alternative to encasements for control of house dust mites (long associated with asthma in children and adults), these active liners have been shown to be effective against bed bugs in lab and field studies, including those highly resistant field populations studied. *ActiveGuard*<sup>®</sup> is very easy to install - simply placed over the mattress and box spring just like a fitted sheet, they are held securely in place by the elastic sewn into the corners. The liners are thin, cool, comfortable, odorless and breathable. *ActiveGuard*<sup>®</sup> is maintenance-free...you'll never know they are working continuously 24/7 for up to two years. Just install it and let it work!

**Put the industry's most proactive solution for bed bugs into use in your protocol today, and learn how you can benefit!**



product. Here's an overview of prototypical treatment strategy for bed bugs:

**Inspection:** A thorough inspection will indicate the extent and degree of the infestation, and potentially, the source of entry. Be thorough and use as many tools as possible, such as magnifying glasses, flashlights, screwdrivers and credit cards for sliding bed bugs from small areas. If possible, a canine inspection can prove invaluable to detect low level infestations otherwise unseen by pest management professionals.

**Treatment:** Bed bug remediation can be costly endeavor and often is the 'driver' as to what approach is applied; some customers are very limited in their budgets despite the impact bed bugs have on their lives. Bed bugs are best treated by a multi-faceted approach often including chemicals (highlighting dust and particle formulations), heat, cold treatments, steam and physical removal with a vacuum. All aspects of treatment should be focused on containing the infestation from spreading, especially in a multi-housing unit by inspecting and often treating peripheral living units as well.

**Monitors / Inspections:** Use of active and/or passive monitors after treating a room will provide PMPs with a strong gauge as to the effectiveness of the treatment, both short and long term. Routine follow-up inspections (including canines, if possible) are important to review the treated facility once an infestation has been cleared ensuring against re-emergence of any bed bugs inadvertently missed throughout the treatment process.

Once a program is adopted by a PMP, it can be enhanced greatly with the use of a product like *ActiveGuard*<sup>®</sup> Mattress Liners - a preventative, proactive product that kills bed bugs within hours and keeps killing for two years! As the last line in protection and control, *ActiveGuard* is the perfect complement to securing 100% success in every treatment strategy. To learn more about *ActiveGuard*, [click here](#). To learn more about treatment strategies, visit the site of Cornell's New York State Integrated Pest Management Program by [clicking here](#).

### Video: Bed Bugs



Bed bugs are a difficult problem to deal with!

You might not even realize you have them in your home. 22News explains how to spot bed bugs and what to do next.

**Free Liner Trial Program Gives PMPs Instant**

**Click here and let the Revenue Booster show you how!**

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**What are PMPs saying about *ActiveGuard*?**

"When I do a bed bug job, that's part of my protocol. I use my dog, I use my Eco-Freeze device, I use certain pesticides, and the liner comes with it. There's no choice in it. It's an insurance policy that works for two years. *ActiveGuard*® is not an end-all to bed bugs, but it's one heck of a preventative. They help tremendously. I have them on all the beds in my house. I trust them on my kids' beds." - Adam Stafford, Service Manager, Pestmaster Services

**Purchase *ActiveGuard* Online Today!**

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## Access to *ActiveGuard* Mattress Liners

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# *ActiveGuard*®

**FREE LINER TRIAL PROGRAM**

## Introducing *ActiveGuardian*, Endorser of the Free Liner Trial Program!



Allergy Technologies' Free Liner Trial Program is endorsed by the *ActiveGuardian* because superheroes NEVER sleep! *ActiveGuardian* is the face of the new sales trial program that the Company has rolled out - and he can be seen on Allergy Technologies' website [by clicking here](#) or by opening the digital version of September's 2014 edition of PCT Magazine and viewing it via iPad or iPhone.

## On The Road with Allergy Technologies in October

During the month of October 2014, Allergy Technologies' will be "On the Road" at:

- Oct 1, 2014 Winfield Academy, Wichita Falls, KS
- Oct 2, 2014 Winfield Academy, Dallas, TX
- Oct 3, 2014 Univar 21st Annual Golf Outing, Sharon Hill, PA
- Oct 5-10, 2014 Truly Nolen International XI Conference, Punta Cana, Dominican Republic
- Oct 7, 2014 Winfield Academy, San Antonio, TX
- Oct 8, 2014 Residex Golf Outing, Blairsville, PA
- Oct 9, 2014 Winfield Academy, Houston, TX
- Oct 8-9, 2014 GPCA South Georgia Annual Conference, Tifton, GA
- Oct 11, 2014 Univar Fall Workshop, Gran Prairie, TX
- Oct 14, 2014 New Jersey PMA - South (Rutgers), Westampton, NJ
- Oct 14, 2014 Winfield Academy, Oklahoma City, OK
- Oct 15, 2014 New Jersey PMA - North, Piscataway, NJ
- Oct 21-24, 2014 PESTWORLD 2014, Orlando, FL
- Oct 28, 2014 Greater Chicago PMA "Meeting of the Minds" Chicago, IL
- Oct 28, 2014 Winfield Academy, Tyler, TX
- Oct 29, 2014 Winfield Academy, Waco, TX
- Oct 30, 2014 Upstate Fall Conference, White Plains, NY

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[Spotlight: Rottler Pest Solutions](#)

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### PMP's Guide to Making Money with ActiveGuard



Pest Management Professionals are happily discovering they can make more money on bed bug work by incorporating ActiveGuard® Mattress Liners into their control strategies. ActiveGuard kills bed bugs 24/7 and continuously for two years. Here are just a few ways that adding active liners to your bed bug program can improve your service, sales and bottom line ... click to [read more](#).



### September 2014

### Back to School



Schools return to session as colleges and universities welcome back millions of students around the country -in many cases, these higher learning institutions are starting their fall semesters right after the busy summer camp season has ended. This transient scenario creates huge opportunities for bed bugs to establish

infestations! Right behind, high school through elementary students also return to their classrooms, providing another ample opportunity for bed bugs to be shared. Be proactive about YOUR bed bug protection! This is the cornerstone message regardless of the level of your student! As always, please share 'The Bed Bug Authority'with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**The Lantern:** "Ohio State prepared for chance of bed bug infestation"-As Ohio State welcomes students back to school, there might be unexpected and unwanted guests tagging along -bed bugs. To make matters worse, an OSU entomology professor said ... [more](#).

**ABC Norfolk:** "[Students find bed bugs in ODU rooms](#)"- Old Dominion University is looking into a report that some students found bed bugs in their rooms. It happened over the weekend when the students moved in. The university sent us a statement saying bed bugs ... [more](#).

**Redeye Chicago:** "[Chicago SRO legal battle infested with bedbugs](#)"- At one point in the legal battle between residents of a Logan Square single-room occupancy building and the landlord who wanted them out, residents actually used bedbugs as a weapon in ... [more](#).

**Fox Las Cruces:** "[Low-income housing in Las Cruces sees bedbug infestation](#)"- People who live at the Desert Palms apartment complex in Las Cruces told KFOX14 their homes are infested with bedbugs. Olga Olguin said she has had an allergic reaction to ... [more](#).

### Checking for bed bugs: a new back-to-school routine?

As parents and students prepare to begin another school year, one back-to-school routine they may have to add to their duties is checking backpacks, school items and clothing for bed bugs.

Communities across the country have

**Allergy Technologies is pleased to announce the ActiveGuard® Mattress Liners "Free Liner Trial Program!"**

*With the increasing adoption of ActiveGuard® by Pest Management Professionals throughout the country, Allergy Technologies is launching a breakthrough industry program - buy XX cases for the purposes of conducting a field trial program and Allergy Technologies will donate 50 percent more cases free of charge!*

[Click here to Learn More about the ActiveGuard® Free Liner Trial Program!](#)

**Get it FREE Today!**

**Put the industry's most proactive solution for bed bugs into use in your protocol today, and learn how you can benefit!**



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seen an increased number of bed bug infestations in recent years. As these pests infiltrate more homes, they're hitching rides on backpacks, clothing, books and other items to make their way into schools. Bed bugs that travel into a school in one student's backpack can be carried home in the clothes of another, making the school a nucleus for the spread of bed bugs to households. [Click here](#) to read more.

**Video: New York Bedbugs Bite Back**



New York bedbugs bite back

The pest control industry sees rich spoils as New York City continues its battle against bedbugs.

**Bed bugs Infest Manhattan Office, California Theater, NY Subway: What to Do**

Bed bugs are back - well, actually of course they never left. But today the hard-to-eradicate pests really made headlines when the PIMCO office in Manhattan was evacuated and a movie theater in Lodi, California shut down due to suspected bed bug infestations. And in the last week we've seen bedbug infestations reported in the New York subway and a Charlotte, North Carolina senior living complex, among other places. Visit [Forbes Online](#) to read more.



**Rottler Pest Solutions bed bug sniffing dogs**

Something in the FOX 2 studio really "bugged"



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### Do you have an *ActiveGuard* story to tell?



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### What are PMPs saying about *ActiveGuard*?

"After an extensive six (6) month study in over 250 rooms, *ActiveGuard*® Mattress Liners have proven to us to be a major tool in solving the issue of long term control of bed bugs in an assisted living environment. These liners have consistently killed residual bed bugs where they often seek harborage (bedding) and provide a persistent barrier to effectively control and eradicate newly introduced bed bugs safely and effectively, thus greatly reducing call backs. This additional control and preventative tool will prove to be a pivotal factor for us in achieving success in our bed bug treatment programs going forward. I am confident *ActiveGuard*® is the future of bed bug treatment, and we are proud to work with the Allergy Technologies team."-Anthony John, Operations Manager, M&M Pest Control (to read the full testimonial, [click here](#))

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### Follow & Like *ActiveGuard* on Facebook, Linked In & Twitter!



John Monday morning. Rottler Pest Solutions hid some bed bugs in the box in order to demonstrate their new bed bug detection dogs, Barney and Fern. Jay Everitt explains. Did you know that human inspections can take 20 minutes to 1 hour, dogs can search the average hotel room in just 3 to 5 minutes? For more,

[click here](#).

## On The Road with Allergy Technologies in September

During the month of September 2014, Allergy Technologies' will be "On the Road" at:

- Sep 9-10, 2014 - Illinois Pest Management Fall Conference, Springfield, IL
- Sep 10-11, 2014 - The Dalton Conference - Dalton, GA
- Sep 10, 2014 - Maryland PCA 24th Annual Charity Golf Tournament - Elkridge, MD
- Sep 11, 2014 - PA PMA Distributors and Manufacturers - Treose, PA
- Sep 14-17, 2014 - BWI Expo - Nashville, TN
- Sep 16, 2014 - Connecticut Pest Control Association Fall Seminar - Cromwell, CT
- Sep 16-17, 2014 - Arkansas Recertification and Trade Show - Little Rock, AK
- Sep 17-18, 2014 - Virginia PMA Technical Conference - Richmond, VA
- Sep 22-23, 2014 - 45th Annual Texas Tech Workshop - Lubbock, TX
- Sep 25, 2014 - Univar Fall Workshop - San Marcos, TX
- Sep 30, 2014 - Univar Fall Workshop - Houston, TX
- Sep 30, 2014 - Greater Charleston Pest Control Summer School - No. Charleston, SC

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs...a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

*ActiveGuard*® Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard* Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation,

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## The Bed Bug Authority

### In This Issue

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[Bed Bug News -- From Around the Country!](#)

[Bedbugs are Everywhere!](#)

[Video: Creating a Bed Bug Action Plan](#)

[Bed bugs cause trouble across Houston](#)

[Libraries battle bed bugs in books](#)

[On the Road ... in August](#)

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Pest Management Professionals are happily discovering they can make more money on bed bug work by incorporating ActiveGuard® Mattress Liners into their control strategies. ActiveGuard kills bed bugs 24/7 and continuously for two years. Here are just a few ways that adding active liners to your bed bug program can improve your service, sales and bottom line ... click to [read more](#).

### August 2014



Also, read about the hot bed bug news from around the country and how a new survey ranks Indianapolis as the 13<sup>th</sup> hardest hit bed bug city in America! As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### The Summer Vacation Season

As Americans are in the midst of one of the heaviest vacation periods of the year - early July to mid-August - the resulting effect that Pest Management is noticing industry-wide is that bed bugs are traveling just about everywhere as well! Read our lead story to learn about some of the more unique spots that have been hit by bed bugs recently!

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**ABC Detroit:** "[Bed Bugs discovered at Detroit Medic EMS unit and in ambulances](#)" - A pest problem has been discovered at a Detroit Medic EMS unit, and right now the place is off limits. The sign on the door at Medic 4 on Detroit's west side serves as a warning ... [more](#).

**NOLA.com:** "[Bedbugs a fact of life in Louisiana \(and everywhere else\), experts say](#)" - Debra Caine traveled to New Orleans last summer seeking a pre-wedding girls' getaway. She imagined a fun-filled three days of dining and shopping with her niece. But by the time the pair ... [more](#).

**Gazette-Mail:** "[Bed bug infestation 'brought me to the brink of insanity'](#)" - A Kanawha County woman had no idea what was causing the welts that first appeared on her daughter's back in April. At first, Leslie (not her real name) thought the 12-year-old had an attack of hives or ... [more](#).

**NBC Tampa:** "[Bed bugs crawl into Tampa hotel guest's nightmares](#)" - Allegheny Marcus Williams was staying in a hotel in Tampa with his wife when he woke up at 1 a.m. itching with bites all over his body. Williams says after he woke up he found bedbugs ... [more](#).

### It's True: Bedbugs are Everywhere



Normally, animal invasions make me want to break out the buttered popcorn. Okay, so maybe you haven't watched this summer's joke disaster film *Sharknado 2: The Second One* (wherein sharks impossibly attack an airborne plane), but Hitchcock's 1963 suspense *The Birds* is still considered an entertainment classic.

It's entertaining, alright, until it's happening to you-in real life. Then it's just outright horrifying. Especially, say, when it comes to bedbugs. New York



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**What are PMPs saying  
about ActiveGuard?**

"ActiveGuard significantly reduced my bed bug callbacks." - Joe Silvestrini, President, Pest Control Technicians, Inc., Norristown, PA.

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City's Metropolitan Transit Authority announced this week that bedbugs were found hitching a ride on the seat cushions of subway conductors on the N line, which runs through three of the city's boroughs. To read more, visit the [Prevention website](#).

**Orkin: Creating a Bed Bug Action Plan**



Creating a Bed Bug Action Plan | Orkin Commercial Services

Bed bugs are popping up everywhere in numbers not seen for decades. Early detection is key to saving money and reducing the impact an infestation can have on your reputation. Consider implementing a written action plan to outline what steps need to be taken in the event of a sighting.

**Bed bugs cause trouble across Houston - Experts:  
Bed bug problem often related to traveling**

Houston, we have a problem, and experts say it's only getting worse. Those nasty, biting, pesky parasites known as bed bugs are causing trouble again across our area. The problem is often related to people traveling. "The more they travel, the more they put their suitcase down on the ground; bed bugs just crawl right on in," says pest expert Calvin Thigpen, from the Texas Bugs R Us pest control company. To read more, [click here](#).



**Indy has 13th most bed bugs  
in the country, study finds**

Don't let the bed bugs bite? Good luck if you live in Indy. The city on Thursday was named the 13th worst in the nation for bed bugs. Those creepy, little parasites - which can be as small as a pencil point and as

your friends!

### Do you have an *ActiveGuard* story to tell?



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large as a pencil eraser - are just waiting to bite and feed off your blood. "Bed bugs, these guys are hitchhikers," said Rudy Mendez, Terminix branch manager. "They are creatures of opportunities. It doesn't matter how dirty or clean you are. They don't care." To read more, [click here](#).

### Libraries battle bed bugs in books

The vampire in the teen romance your daughter checked out from the library is fictional - but there could be a bloodsucker lurking in the book's binding that isn't make believe. A bed bug was spotted in a Las Vegas-Clark County Library District bin two weeks ago in the service center where 18,000 library items are sorted daily, said Karen Bramwell-Thomas, the district's public relations manager ... [more](#).



### On The Road with Allergy Technologies in August

During the month of August 2014, Allergy Technologies' will be "On the Road" at:

- Aug 19, 2014 Customer Appreciation Day Barbecue, Residex - Hicksville, NY
- Aug 19, 2014 Pennsylvania Pest Management Assoc. Central Division Meeting, Mechanicsburg, PA
- Aug 21, 2014 New Jersey Pest Management Association Clinic, Trade Show & Clambake, Rutgers (Cook College), NJ
- Aug 22, 2014 Field Day and Trade Show, CPCOA of Florida, West Palm Beach, FL
- Aug, 27, 2014 Mississippi Pest Control Association Workshop, Raymond, MS
- Aug 28, 2014 Western Pennsylvania Pest Management Association, Mars, PA

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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[Bed Bug News -- From Around the Country!](#)

[Bed Bug Ordinances & Prevention!](#)

[Video: New Mexico Hotel Sued Over Bed Bugs](#)

[Judge Approves \\$2.45 Million Bed Bug Settlement](#)

[Avoid Hitchhiking Bed Bugs While Traveling](#)

[On the Road ... in July](#)

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### July 2014

### Bed Bug Ordinances



Like most major cities throughout the country, in Chicago, bed bugs are the real deal - so much so the Windy City was voted as the worst city in the country for bed bug occurrences this year! Rather than being satisfied with that moniker, the Chicago City Council passed a powerful bed bug ordinance last year effectively passing much of

the remediation responsibility onto the financial shoulders of the landlord or property owner. This month we look at how a preventative program might be able to help prevent future infestations and thus reduce future bed bug treatment costs for the landlord! As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Ozarks First:** "Bed Bugs Are Biting" - Bed bugs forced a hospital to temporarily close a waiting room. It happened at Cox South in Springfield. An exterminator treated the waiting room today. We wondered how common bed bugs are, and how to deal with them ... [more](#).

**KIMT:** "[Babies R Us investigating bed bug complaint](#)" - If you plan on doing any traveling anytime soon, you might want to take note. The Centers for Disease Control and Prevention along with the U.S. Environmental Control Agency is saying the United States ... [more](#).

**NEWSNET 5 TV:** "[Cleveland family hit by bed bug attack at rental home](#)" - Olivia Lawrence and her two children thought they were renting a nice home on Cleveland's east side, but a bed bug infestation at the house has left them scrambling to take cover. Lawrence, and her ... [more](#).

**WTAE TV:** "[Health officials investigate bed bugs at Shadyside nursing home](#)" - Allegheny County health officials are investigating a Shadyside nursing home after receiving complaints about bed bugs. Officials with ManorCare Health Services said the facility in the ... [more](#).

### How Prevention Could Support Bed Bug Ordinances

A little more than one year ago the City Council passed the Chicago Bed Bug Ordinance to combat the problems associated with eradicating this pest once discovered.

While the ordinance did place a small amount of responsibility onto the shoulders of the tenants, it is the landlords and property owners who now must maintain the majority of the responsibility for bed bug problems. Here's a link to the [actual Chicago ordinance](#).

For instance, tenants must provide written notification of any bites to the



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**What are Hoteliers saying  
about ActiveGuard?**

"We have had them on our mattresses for three years and have had no confirmed bed bugs. I sleep better at night knowing that they are on the mattresses. I spent quite a bit of time researching this prior to purchasing and became a believer. Frankly I am not sure why ActiveGuard® has not been recognized as the only solution for the problem."- Richard Adie, General Manager, Statler Hotel.

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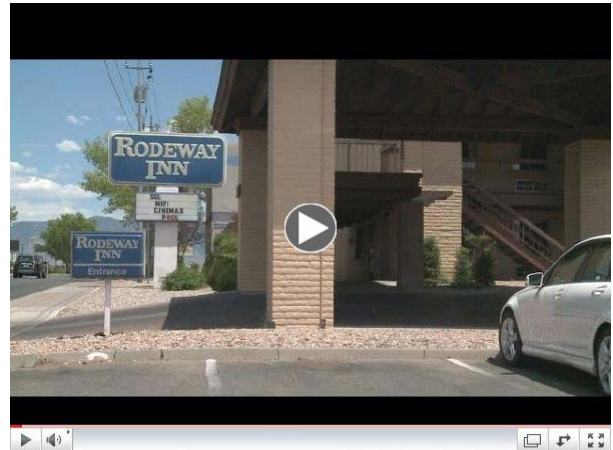


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landlord and cooperate with any eradication efforts, it is the landlord that not only has to "totally eliminate" the problem by hiring a pest management firm but they need to inspect all neighboring units for the problem, as well. This can easily become a costly measure for the landlord or property owner.

One way to attempt to reduce the cost of bed bug infestations is to try to prevent them in the first place with a proactive program. Once a room is deemed "bed bug free" or has been treated by a PMP, the use of [ActiveGuard® Mattress Liners](#) is a preventative measure that allows both the tenants and landlords to work together to stop future infestations from occurring before they do! To learn more, read our [blog entry](#).

**ABQ Motel Sued Over Bed Bugs**



ABQ motel sued over bed bugs

An Albuquerque, New Mexico hotel is being sued over a bed bug infestation.

**Judge Approves \$2.45 Million Bed Bug Settlement**

A Polk County District Court judge approved a \$2.45 million class-action settlement against the operators of two downtown Des Moines apartment towers whose low-income and disabled residents endured an infestation of bedbugs. The settlement's approval marked the final chapter of a legal battle for about 225 people who live or once lived at Elsie Mason Manor and Ligutti Tower. For more, read the [Iowa City Press-Citizen](#).

**Avoid Hitchhiking Bed Bugs While Traveling**



Do you like to travel? It turns out that bed bugs do, too. With summer just around the corner, family vacation season will soon be in full swing, and that means being prepared to avoid picking up any unwelcome passengers.

To learn more, read the [Norman Transcript](#).

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## How to Check for Bed Bugs

According to the Centers for Disease Control and Prevention (CDC) and the U.S. Environmental Protection Agency (EPA), the United States is experiencing an alarming increase in the number of bedbug populations. In addition to being found in private residences, such as apartments and single-family homes, bedbugs are increasingly affecting restaurants, hotels, hospitals, and schools and day care centers. To read more, visit the [Epoch Times](#).



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- Jul 11-13, 2014 Indiana Pest Management Association 2014 Summer Meeting, Indianapolis, IN
- Jul 15, 2014 Residex CEU Course, Hartford, CT
- Jul 16, 2014 Residex Summer Training Session, Norwood, MA
- Jul 24-26, 2014 Mid-Atlantic/Carolinas Summer Conference, Wrightsville Beach, NC
- Jul 29-30, 2014 Kentucky Pest Management Association Summer Meeting, Louisville, KY
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In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!

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### June 2014



### Around the Country

This month's issue we look at bed bugs from the perspective that they are ubiquitous; literally, they are everywhere in the United States! While there are companies like Orkin that assemble a top 15 list of hardest hit cities, there's still a plethora of bed bug issues throughout the remainder of the country and this month we're

documenting some of the most egregious. In the old Klondike Kat cartoons of the 1960s, Klondike was a feline Mountie who was chasing a French-Canadian mouse named Savoir-Faire, who would search high and low to steal food and whose trademark line was "Savoir-Faire is everywhere!" Well guess what...so are bed bugs! As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KNOP TV:** "[Library Reopens](#)" -The North Platte Public Library is now open again. After discovering bed bugs in two pieces of the furniture at the library last week, the city was forced to close the building. An extermination spray was done on every chair as well as ... [more](#).

**The News-Herald:** "[Babies R Us investigating bed bug complaint](#)" - The last thing a parent wants to see in a brand new baby product is an insect - let alone three insects. That's exactly what Natalie Lorenz said she encountered in a product she purchased at Babies R Us ... [more](#).

**WESH TV:** "[Residents complain of bed bugs, non-working elevators](#)" -Bed bugs, uneven stairs, and an elevator that hasn't worked in five months. Some residents of the Remington Inn and Suites in Altamonte Springs are fed up and are calling the non-working elevators ... [more](#).

**AZ Central:** "[Tenants bear motel, medical costs in bed-bug infestation](#)" - Photos show nasty bed-bug bites on Jasmine Swift and her mom. They say the problem began a couple weeks ago, and it got so bad, they had to leave their unit at North Village Apartments in Phoenix ... [more](#).

### Bedbug Population Booming Across U.S.



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**What are PMPs saying about ActiveGuard?**



"I just wanted to drop a quick note to say thank you for a great product. We simply won't do a bed bug job now unless the customer agrees to purchase *ActiveGuard* Mattress Liners for the bedding. The benefit of using *ActiveGuard* far exceeds the additional cost. It just makes sense. We know where the bed bugs are going, so why not have the beds working for us 24/7. I'm a believer. Thanks again." - Bob Masters, Masters Pest Control. To view the testimonial on the Allergy Technologies' website, [click here](#).

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Frequent business traveler Neil Kelley says bedbug bites were "all over my legs," and he was awakened in the middle of the night by a cockroach that crawled across his face at a resort two years ago. "I itched like crazy," recalls Kelley, who was attending a food industry conference and volunteers information as a **USA TODAY** Road Warrior. "I would never go back to that hotel." Staff at many hotels have heard guests like Kelley complain about bedbugs. To read the full article, [click here](#).

**The Bed Bug Tattoo Gun:  
1,000 Bed Bugs Feeding at Once**



The Bed Bug Tattoo Gun - 1000 Bed Bugs Feeding at Once

A five-year old video has surfaced thanks to Science Channel's *Outrageous Acts of Science* program and it has taken the news media by storm. The video above is the original one posted by the student who utilized the "bed bug tattoo gun" and here's to a May 2014 [USA Today story](#) that highlighted the video.

**Bed Bug Battle Heads to Court**



It seems a battle over bed bugs is pitting a local renter against her landlord. Now, a Fayetteville (Arkansas) woman is taking her fight to a jury. "Those bugs are crawling on you while you're sleeping and you don't know about it," says Tessie Tull. "I have scars on my arms, all over my



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arms, too." Tull says her fully furnished apartment also came with a full-blown bed bug infestation and when she asked for a new spot, she says the landlords blamed her. For the full story, [click here](#).

**Local Bed Bug Ordinances Popping Up Around the Country**

Are bed bugs a private problem or a regulatory one? In many metropolitan cities around the country - and several smaller villages and towns too - the need to eradicate bed bugs properly is being put into writing to ensure that Pest Management Professionals are brought in when landlords are contacted about bed bug infestations. These bed bug protocols have been making their way from the idea phase to becoming approved legal ordinances in cities like [Chicago](#), [Detroit](#), [Jersey City](#) and [Portland, Maine](#).

**On The Road with Allergy Technologies in June**

During the month of June 2014, Allergy Technologies' will be "On the Road" at:

- June 19-20, 2014 Pest Control Operators of California, Annual Convention, Las Vegas, NV

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard* will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard* Mattress Liners and YOU!



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# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

### In This Issue

[Visit Us on Facebook!](#)

[Bed Bug News -- From Around the Country!](#)

[The Complete Guide to Managing Your Summer Pest Problem](#)

[Video: Interesting Facts about Bed Bugs](#)

[A Silver Lining Playbook for Managing Bed Bugs](#)

[Huffington Post: Don't Let the Bed Bugs Bite](#)

[On the Road ... in May](#)

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### PMP's Guide to Making Money with ActiveGuard



# ActiveGuard

Pest Management Professionals are happily discovering they can make more money on bed bug work by incorporating ActiveGuard® Mattress Liners into their control strategies. ActiveGuard kills bed bugs 24/7 and continuously for two years. Here are just a few ways that adding active liners to your bed bug program can improve your service, sales and bottom line ... click to [read more](#).

### May 2014

### Summer's Coming



"Summer's Coming"...what does that mean for you and your family? Students returning home from college; families starting the vacation boom; children launching summer camps; and, business travelers continuing the busy travel season. However, what does this mean for bed bugs? A huge opportunity for these uninvited

pests to be shared in some of the seasonal and more "transient" living arrangements such as hotels, motels, camp bunks, dorm rooms and even right at home. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**WMC TV:** ["Motel 6 bed bugs bite child"](#) -A young girl was bitten by bed bugs in a Mid-South motel, and her mother wants answers. They were staying at the Motel 6 on Austin Peay Highway. Shelby County Health officials say there have been a total of 15 bed bug ... [more](#).

**Chaffee County Times:** ["Bedbugs cause furor during Leadville school trip"](#) - Signs of bedbugs were discovered in a cabin several Lake County Middle School eighth-grade students were staying in during a trip to the Keystone Science School. One bedbug was discovered on ... [more](#).

**Fox 10:** ["How to avoid bed bugs!"](#) - When you were little and your mom used to tuck you in and say, "sleep tight don't let the bed bugs bite," it was comforting. But now that we're older we know bed bugs are real! Thomas Hodges is the Branch Manager of Terminix in Mobile ... [more](#).

**CBC News:** ["Bedbugs discovered at Yellowknife's Stanton Hospital"](#) - A Staff at Stanton Hospital in Yellowknife found two bedbugs in two different rooms about a week ago. "The staff lounge and the male locker rooms were immediately closed," says Dr. Anna Reid ... [more](#).

### The Complete Guide to Managing Your Summer Pest Problem





**ActiveGuard**

**Introducing  
Allergy Technologies  
ActiveGuard®**

**Revenue Booster**

*Boost your profits on bed bug work and generate renewable income in 2014 & Beyond!*

**The ActiveGuard®  
Revenue Booster will show you how!  
Get it FREE Today!**

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**What are PMPs saying about ActiveGuard?**



"I serve as witness to the unparalleled success of ActiveGuard after using it at an account that was thoroughly infested with bed bugs and receiving call back after call back. Once we installed your mattress liner I had to follow up with the customer myself as we did not hear from them and up until that time I would hear from them pretty much every week. The report I received was a resounding success and I've thus used ActiveGuard again and again with the same results" - James A. Swint, Account Manager, Flash Exterminating. To read the full testimonial, click [here](#).

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Summer brings fun, sun, and-unfortunately-lots of annoying bugs. If you've got the pests that come with the season, you don't have to go through great lengths to rid your home of them. A few DIY methods and inexpensive tools can do the trick. Back when I lived in Boston, I rarely dealt with summer pests-or pests in general. They almost never make their way up a multi-floor building unless you entice them with sweets and other goodies they love so much. To read the full article, [click here](#).

**Video: Interesting Facts about  
Bed Bugs: Rentokil UK**



Interesting Facts about Bed Bugs | Rentokil UK

An interesting video about bed bugs including facts about their life cycle and what attracts them to bite humans ... Visit [www.rentokil.co.uk/bed-bugs](http://www.rentokil.co.uk/bed-bugs) to find out more!

**PCT Magazine: Allergy Technologies Case Study:  
A Silver Lining Playbook for Managing Bed Bugs**



PMPs are happily discovering they can make more money on bed bug work by incorporating ActiveGuard® Mattress Liners into their control strategies. To view the full article from the April issue, [click here](#).

**Huffington Post: Don't Let the Bed Bugs Bite ...  
A Bed Bug Travel Survival Guide**

Yes, they do exist! Reality check: Whether you are in a hotel, a hostel, a train or a cruise ship, the place might be crawling with these little critters! But don't freak out! The idea is not to spend your travels looking like this

Facebook page and we'll share information about *ActiveGuard* that you can share with your following! Just Like our page here: <https://www.facebook.com/ActiveGuardMattressLiners>. Feel free to share it with your friends!

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(picture will be inserted). To read the full article, visit the [Huffington Post](#).

## Bed bugs are calling Alaska home at increasing rates

Tiny, flat insects are scurrying around Alaska, hiding in furniture and sucking human blood at increasing rates, health officials say. Bedbugs aren't so much a health hazard as they are a public nuisance, and their proliferation in recent years prompted the state Department of Health and Social Services to issue a bulletin Tuesday, alerting residents of their potential new roommates. To read the full article, visit the [Anchorage Daily News](#).

## On The Road with Allergy Technologies in May

During the month of May 2014, Allergy Technologies' will be "On the Road" at:

- May 4-7 Southeast Pest Management Conference, Gainesville, FL
- May 7 Univar 13th Annual Invitational Golf Tourney, Deluth, GA
- May 29 Maryland PCA Last Chance Recertification and Exhibitor Meeting, Linthicum, MD

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard* will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard* Mattress Liners and YOU!

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# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

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[Bed Bug News -- From Around the Country!](#)

[Spring Cleaning 2014: Getting Rid of Bed Bugs](#)

[Video #1: How to Kill Bed Bugs](#)

[Video #2: From our archives ... if it works, don't fix it](#)

[10 Things You Didn't Know about Bed Bugs](#)

[Introducing the new UghBug Detector](#)

[PCT: Bed Bug Infestation Reports are Higher in Summer](#)

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### April 2014

### Spring Cleaning



It is again time to focus on spring cleaning - the time-honored tradition of cleaning out bedrooms, living and family areas, basements ... all with the hope of getting rid of the clutter we've managed to accumulate over the winter. But cleaning your home is more than just organizational management, in many ways it's part of a pro-active

preventative pest control strategy. In this issue we focus on how a spring cleaning can significantly reduce your chances of having bugs invade your home and subsequently establish residence as the weather starts to warm up. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KRCG13:** ["Bed bugs bother Dulle-Hamilton residents"](#) -Residents in two Jefferson City affordable housing complexes, along with the city's housing authority, are battling a major problem; bed bugs. Sandy Meier, who has lived in Dulle Tower for over four years ... [more](#).

**CBS58:** ["Renters claim bed bug infestation at local apartment building"](#) - Some renters say they got a nasty surprise after moving into a Milwaukee apartment building. They say 8405 Northridge Court is infested with bed bugs and the landlord is doing ... [more](#).

**KWWL:** ["Public forum scheduled for bed bugs in Cedar Valley"](#) - Josh Rzepka, owner of [Enviro-Pest Solutions](#), will host a public forum about bedbugs on Tuesday, March 25 at the Waterloo Public Library which is located at 415 Commercial Street. The ... [more](#).

**WCF COURIER:** ["Bed bugs shut down Catholic shelter, costs deplete coffers"](#) - A bedbug infestation compromised living spaces for the homeless staying at St. Francis Catholic Worker House this week but the cost to clean it up has drained their coffers. The nine-bed ... [more](#).

### Spring Cleaning 2014: Getting Rid of Bed Bugs (From our Canadian Comrades)



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**What are PMPs saying about ActiveGuard?**

**BRAMAN**

*Termite & Pest Elimination Specialists Since 1890*

"When added to 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 and re-occurring revenue" - Robert Guyette, General Manager, Braman Termite and Pest. To read the full testimonial, click [here](#).

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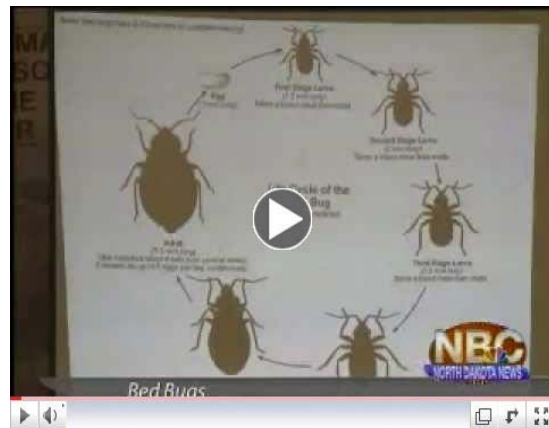
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Now that the holidays are over and 2014 has kicked off, the temperatures should be rising soon. In just a few short weeks, temperatures will once again rise into the double digits, heralding the beginning of spring and increased activity for all inhabitants. The temperature change also inspires homeowners to begin spring cleaning-the age-old practice of cleaning a home from top to bottom. Spring cleanings typically last a couple of days, during which homeowners will thoroughly clean every room. If you're undertaking a similar endeavor this spring, you'll want to pay special attention to a couple of rooms in your home this spring: bedrooms, living rooms, and dens. To read the full article, visit the [Truly Nolen website](#).

**Video #1: How to Kill Bed Bugs:  
Specialized Cleaning & Restoration**



How to Kill Bed Bugs | Specialized Cleaning and Restoration

Specialized Cleaning and Restoration of Bismarck, North Dakota is using the Thermapure system to heat kill bed bugs for good.

**Video #2: From our archives ...  
"If it works, don't fix it"**

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Orkin Spring Cleaning Tips

Ask the Orkin Man - Does Spring Cleaning Help Get Rid of Bugs?

### **10 Things You Didn't Know About Bed Bugs**

The old rhyme "Good night, sleep tight, don't let the bedbugs bite" has become a frightening reality lately. With bedbug outbreaks so common they're hardly even newsworthy anymore, people are on high alert for the tiny insects. To read more, visit [Woman's Day online](#).

### **UghBug™ Portable Bed Bug Detector (Release): The Leading Way to Monitor Against Bed Bugs**

Bedbugs continue to bite their way across the USA and have increased dramatically in population and location according to numerous studies conducted by national pesticide companies. [UGHBUG](#), a portable bed bug detector, created by a pediatrician, allows people to easily detect evidence of bedbugs using a special UV light. To learn more, visit [the UGHBUG website](#).

### **Bed Bug Infestation Reports are Higher in Summer**

A new study published in the *Journal of Medical Entomology* titled "Spatial and Temporal Patterns in *Cimex lectularius* (Hemiptera: Cimicidae) Reporting in Philadelphia, PA" looked at four years of bed bug reports to the city of Philadelphia, and found that infestations have been increasing and were at their highest in August and lowest in February. The findings point to two possible peak times to strike and eliminate the bugs. To read more, [visit PCT online](#).

### **On The Road with Allergy Technologies in April**

During the month of April 2014, Allergy Technologies' will be "On the Road" at:

- April 1 - Residex Customer Appreciation Day, Blackwood, New Jersey
- April 10 - Univar 33rd Annual Crawfish Boil, New Orleans, Louisiana
- April 11 - Annual 31st Spring Training Seminar - Penn. Pest Management Association, Moosic, Pennsylvania
- April 22-24 - United Producers Formulators & Distributors (UPFDA) Meeting - Shingle Creek, Florida
- April 29 - New York Pest Management Association's Spring Fling, Howard Beach, New York

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[How to Prevent Dorm Room Bed Bugs](#)

[Cincinnati's Bed Bug Ranking Causes Action](#)

[On the Road ... in March](#)

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## Introducing Allergy Technologies ActiveGuard® Revenue Booster

*Boost your profits on bed bug work and generate renewable income in 2014 & Beyond!*

**The ActiveGuard® Revenue Booster will show you how!**

## March 2014

## Spring Break & They're Back!



Students are on campus, the weather is about to finally warm up, and activities will again start to increase - translation - bed bugs are ready for another busy Spring season! As Spring Break vacation time arrives and students are once again traveling in droves, bed bug infestations, which can occur at any time of the year, are more likely

than ever to rise again! Read this month's article about how to help prevent bed bugs in dorms! Also, if you haven't already tried it, review how '[Allergy Technologies' Revenue Booster](#),' a practical new guide including bed bug preventative strategies, can help make that happen. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

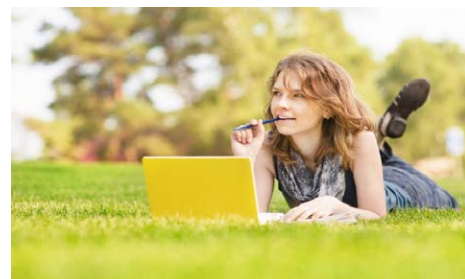
**Modesto Bee:** ["Bee Healthy: Avoiding bedbugs when traveling"](#) - Mature bedbugs are about the size of an apple seed, reddish-brown in color, and oval and flat in shape. During the day, bedbugs hide in ... [more](#).

**CBS46:** ["DeKalb family kicked out of hotel after reporting bed bugs"](#) - Richard Sloan said he is looking for divine intervention after he was asked to leave the Metro Extended Stay Hotel in ... [more](#).

**News12:** ["Bed bugs found at Charter School of Educational Excellence in Yonkers"](#) -The Charter School of Educational Excellence in Yonkers has been infested with bed bugs. Administrators tell... [more](#).

**PCT:** ["Rutgers' Changlu Wang Helps Eradicate Bed Bugs from Public Housing"](#) - A Rutgers entomologist known for coming up with novel ways to eradicate bedbugs is using his knowledge to ... [more](#).

## How to Prevent Dorm Room Bed Bugs During Peak Travel Months



Bed bugs continue to be on the rise on college campuses across Canada and the U.S. This epidemic can be attributed to the high level of

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international travel to the schools, the close living quarters of incoming freshman, and bed bugs' amazing ability to go undetected. Although bed bug infestations can happen any time of the year, during peak travel months like winter break, spring break, and summer break, the rate of bed bug infestations increases drastically. To read more, [visit here](#).

## 2014 Victim Bed Bug Blogger Edit



2014 Bed Bug Victim Blogger Edit

Ron Harrison, technical services manager for Orkin, discusses how bed bugs affect the life of a customer and what needs to be done to eradicate them.

## Cincinnati's bed bug ranking prompts leaders to take action

Just weeks after Cincinnati was yet again [ranked one of the worst cities in America for bed bugs](#), city leaders met Thursday for an emergency meeting to talk about the epidemic. Ohio State Rep. Dale Mallory convened the emergency Joint Bed Bug Task Force meeting at 5 p.m. Thursday at the Theodore M. Berry Center at 880 W. Court St, where he spoke with health officials and pest control leaders. To read more, [click here](#).

## How to Do a Bed Bug Inspection

Bed bugs can be hard to find and difficult to identify. Even after a thorough inspection sometimes it can still be difficult to identify a bed bug infestation. To learn how to perform one, read more, [click here](#).

## Student Housing Apartment Infested with Bed Bugs

Nationwide bed bug lawyer Craig Dell filed suit against Campus Advantage, Inc. and CCAL 4050 Rocky Circle Road LLC. According to a release, the lawsuit alleges they took ineffective actions in detecting and treating a bedbug infestation at the University of South Florida and Hillsborough Community College in Tampa, Florida. To read more, [click here](#).

## On The Road with Allergy Technologies in March

During the month of March 2014, Allergy Technologies' will be "On the Road" at:

- March 3-4 - Minnesota Pest Control Conference, Minneapolis, MN
- March 4 - Residex Training Conference, Hartford, CT
- March 4 - Bed Bug Symposium - Target, San Jose, CA
- March 5 - Residex Customer Appreciation Day, Norwood, CT

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- March 5 - Bed Bug Symposium - Target Sacramento CA
- March 5 - Northeast Pennsylvania Pest Management Association, Wilkes Barre, PA
- March 6-7 - NEPMA Spring Training Seminar & Exposition, Boxborough, MA
- March 9-11 - Legislative Day, Washington, DC
- March 12 - Target Annual Winter Conference, Tulsa, OK
- March 13 - GeoTech Vendor Day Open House, Sacramento, CA
- March 13-14 - Pennsylvania Pest Management Assoc. Spring Conference, Trevoose, PA
- March 19 - Residex Customer Appreciation Day, Roselle, NJ
- March 20 - Residex Customer Appreciation Day, Saddlebrook, NJ
- March 27 - Maryland PCA 2014 Termite Recertification & Exhibitor Mtg, Linthicum, MD

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*ActiveGuard*<sup>®</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard* Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

## The Bed Bug Authority

### In This Issue

[Visit Us on Facebook!](#)

[Bed Bug News -- From Around the Country!](#)

[Profit Boosters: Finding Money in the Attic](#)

[Co-op and Condo Boards have Different Pest Control Responsibilities](#)

[On the Road ... in February](#)

### February 2014

### Making More Money



The holidays offer many companies a slow period in which they can review sales and growth strategies for the upcoming year. But now in February, PMPs should be knee deep into those plans, working arduously to try to improve their bottom lines. That's our lead story this month - making more money as a PMP. While Mother Nature

and her 'Vortex' have not blessed the country with seasonable weather so far in 2014 - **the time is now to make a run at growing a business.** Make sure you review how '[Allergy Technologies' Revenue Booster](#),' a practical new guide including bed bug preventative strategies can help make that happen. As always, please share 'The Bed Bug Authority' with anyone interested in 'all things bed bugs.'



**Introducing  
Allergy Technologies  
ActiveGuard®  
Revenue Booster**

*Boost your profits on bed bug work and generate renewable income in 2014 & Beyond!*

**The ActiveGuard®  
Revenue Booster will show you how!  
Get it FREE Today!**

[Click Here to Take Your Business to the Next Level!](#)

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KIRO TV:** ["Bed bugs return multiple times to University of Washington dorm"](#) - Four cases of bed bug infestations have plagued University of Washington dorms since the academic year began. Three of the cases have been at Haggett Hall, and one was reported at Alder Hall ... [more](#).

**Patch:** ["Lawsuit: Bed Bugs Cost H-F Coach Her Dreadlocks"](#) - It took Donna Brumfield more than a decade to grow her waist-long dreadlocks, which she had to chop off after a run-in with bedbugs at a hotel. She's suing the hotel for \$50,000. A coach at ... [more](#).

**PCT:** ["Catching the Mother of All Bed Bugs"](#) - The ability of bed bugs to return so quickly after human attempts to get rid of them has been explained by University of Sheffield researchers, [BBC reports](#). Genetic analysis has shown that a single pregnant bed bug ... [more](#).

**News Tribune:** ["Bedbugs are back in the Tri-Cities"](#) - Bedbugs are the ultimate hitchhikers, traveling from country to country, place to place via clothing, luggage, used furniture and bedding. And they're back in the Tri-Cities, keeping pest control companies busy ... [more](#).

**THE HIT LIST:  
Is Your Hotel rated on the Web as "Bedbug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

### Profit Boosters: Finding Money in the Attic



Casting a wide, more substantial revenue net is the goal of every pest management professional who fishes the fickle waters of add-on-services.

**PMP's Guide to Making Money with  
ActiveGuard**



Pest Management Professionals are happily discovering they can make more money on bed bug work by incorporating *ActiveGuard*® Mattress Liners into their control strategies. *ActiveGuard* kills bed bugs 24/7 and continuously for two years. Here are just a few ways that adding active liners to your bed bug program can improve your service, sales and bottom line ... click to [read more](#).

**Watch & Share our YouTube Video  
"ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel](#).

**Do you have an *ActiveGuard* story to tell?**

Looking to be featured in PMP Magazine? Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard* as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard* is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

**Purchase *ActiveGuard* Online Today!**

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**Follow & Like *ActiveGuard* on Facebook,  
Linked In & Twitter!**



Click on the links above to visit our social media

Through the years many add-on and bundled service concepts have been introduced to the industry from radon gas testing to lawn care services. Some have stuck and become solid revenue and profit contributors to the balance sheet while other have been lost to time under the "Why did we ever do that?" file. To read more, visit [PCT Online](#).

**Los Angeles PMP Documents a Massive Bed Bug Infestation**



Bed Bug Heat Treatment Orange County, Los Angeles, San Diego - Griffin Pest Management

Southern California-based Griffin Pest Management recently put out this YouTube video that shows how incredibly quick one room can be infested with bed bugs.

**Habitat Magazine: Co-op and Condo Boards Have Different Responsibilities Regarding Bedbugs**

Getting bitten? Don't be shy. It's time to talk once again about bedbugs (also spelled "bed bugs"), those bloodsuckers from Hell that are present in many homeowners' nightmares. Although complaints about the pests have diminished, New York City co-op and condo dwellers, among others, still deal with outbreaks. [Read more here](#).

**NYC's Dept. of Housing Offers Healthy Homes - Bed Bugs Class for PMPs**



This free, three-hour course will provide the tools to identify Bed Bugs and the signs of infestation, and inform Tenants and Property Owners how to manage an infestation. Topics include: What are Bed Bugs? & Are Bed Bugs dangerous? [Register on-line](#) or call (212)863-8830.

**The Secret Life Of Bed Bugs - Study Reveals Seasonal Trends in Growth**

Bed bug infestations are a nightmare for homeowners. And residents of Philadelphia are familiar with the pain, since reports of infestations in the

sites and learn more about *ActiveGuard*.

### Join Our List

Join Our Mailing List!

city have increased over the years. A team of Penn Medicine researchers are conducting a major study with the goal of coming up with cheap and more effective ways to get rid of the pests. To read more, visit [Time Magazine Online](#).

## On The Road with Allergy Technologies in February

During the month of February 2014, Allergy Technologies' will be "On the Road" at:

- Feb. 4 - Residex Recertification Course - Roanoke, VA
- Feb. 5 - Residex Recertification Course - Staunton, VA
- Feb. 6 - Residex Recertification Course - Glen Allen, VA
- Feb. 7 - Residex Recertification Course - Dulles, VA
- Feb. 11 - Residex Recertification Course - Chesapeake, VA
- Feb. 6-7 - Alabama PCA Winter Meeting - Auburn, AL
- Feb. 11-12 - Southern Conference NPMA - Tunica, MS
- Feb. 11-13 - Copesan Conference and Vendor Expo - Las Vegas, NV
- Feb. 12 - Univar CEU Workshop - Beaumont, TX
- Feb. 13 - Target Annual Winter Conference - San Antonio, TX
- Feb. 12-13 - South Carolina 55th Annual SCPM Professional School - Columbia, SC
- Feb. 18 - Target Annual Winter Conference - Arlington, TX
- Feb. 18 - PA PMA Central Division Winter Conference - Mechanicsburg, PA
- Feb. 19-20 - Delaware PCA Annual Short Course - Newark, DE
- Feb. 25 - Target Workshop -GPC/WDPO - Visalia, CA
- Feb-Mar. 27-1 - OPCA/WSPCA (Oregon/Wash. State Pest Control Assoc.) - Hood River, OR
- Feb. 27 - Target - Annual Recertification Seminar - Linthicum MD
- Feb. 27 - Univar CEU Workshop - Tulsa, OK

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard* will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard* Mattress Liners and YOU!



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*ActiveGuard* Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

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# The Bed Bug Authority

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**Poetry Special:  
Asleep Atop Bed  
Bugs**

"Nightly, the box spring sweats dark drops of insects, each one a ripe polyp of black raspberry, skins taut to the cusp of rupture. My bed has become a bottle of polluted laborers, my skin the

## January 2014



Preventative Strategies. We start by highlighting a new learning module called the '[Revenue Booster](#),' a practical new guide including bed bug preventative strategies from Allergy Technologies.

Make sure to read about how you can download your free white paper and receive free personalized assistance in improving your customer experience while making more money by focusing on preventative pest control! As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Preventative Strategies

With the start of the 2014 New Year, resolutions are established and new goals develop. Many take a 'pro-active' approach to planning on how to implement these changes. Pest control is no different than life in general; taking a thoughtful proactive approach is rewarding and beneficial; that's why we place an emphasis this month on

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**PCT:** ["Diatomaceous Earth: Where Do Bed Bugs Stand When The Dust Settles?"](#) - Diatomaceous earth is often touted as a do-it-yourself remedy for bed bugs. In this study, University of Kentucky researchers and pest professionals put it to the test under real-world conditions ... [more](#).

**Riverhead:** ["PackTite bed bug heating units recalled"](#) - "Consumers should stop using this product unless otherwise instructed. It is illegal to resell or attempt to resell a recalled consumer product. Hazard: The bed bug heaters can overheat, melt and cause a fire ... [more](#).

**Marion Star:** ["Attempt to kill bed bugs ends with a fire"](#) - The Firefighters said an attempt to kill bed bugs caused damage to a duplex in the area. Crews from the Marion City Fire Department responded to a fire just after 3 a.m. Saturday in the 800 block of East Center Street ... [more](#).

**New Zealand Herald:** ["Motel bed bugs bite woman 300 times"](#) - A woman suffered a painful allergic reaction after being bitten 300 times by bed bugs at an Auckland motel. Debbie Roome, 44, flew to the city for a friend's graduation on December 15 and checked into ... [more](#).

## Preventative Strategies Take Center Stage as Part of Allergy Technologies' New Revenue Booster Program

soil of an ancient earth. Mounds rise like incense ash-the remnants of prayers on my skin in cold welts. Generations have worshipped. A nocturnal pilgrimage to my body is all some know. It's only now that I understand ... "

Lucian Mattison is currently enrolled in the creative writing MFA program at Old Dominion University. To read his full poem, *Asleep Atop Bed Bugs*, [click here](#).

### **PMP Presents bedbug and Bird Management Surveys**

PMP Magazine asks readers to please take 10 minutes today to complete *Pest Management Professional* magazine's annual Bed Bug Business and Bird Management surveys. Results will appear in *PMP's* March print edition. Respondents will be entered into a random drawing for one of three free *Truman's Scientific Guide to Pest Management Operations* reference guides. Here is a link to the [bed bug survey](#).

### **How to Kill Bed Bugs in Luggage, Backpacks, Purses and More**

If you suspect or know bed bugs are hiding in clean clothing, toys, books, magazines, entertainment systems, small appliances, wall hangings, small furniture, thrift store



One benefit to utilizing pro-active products as part of an overall preventative strategy is that it gives Pest Management Professionals the ability to truly claim that their services are more than simply a reactionary 'knee-jerk' to a client complaint. An even broader benefit to taking this approach is the ability to make more money by introducing novel approaches that include renewable income. This is the essence of Allergy Technologies' Revenue Booster Program!

PMPs visiting Allergy Technologies' Revenue Booster website are learning how to make more money with *ActiveGuard*<sup>®</sup> Mattress liners, the industry's most pro-active bed bug bedding solution. PMPs watch a video showing the product's performance attributes and then they are given a free downloadable white paper report that details the benefits of increasing revenues by implementing novel preventative strategies. Following this process entitles the PMP to a free personalized one-on-one meeting with an *ActiveGuard*<sup>®</sup> specialist to tailor individualized bed bug treatment and preventative programs specific to the PMP's practice and client base.

To learn more how you can take advantage of preventative strategies while increasing revenues, visit the [Revenue Booster page](#) that is also found on the [Allergy Technologies' website](#).

## **Bed Bugs Strategies: Featured on Howdini**



Bed Bug Strategies Featured on Howdini.

Kimberly Austin of Howdini.com explores bed bugs and the strategies necessary to eliminate future infestations.

## **On The Road with Allergy Technologies**

purchases, art objects, backpacks, purses, luggage, or other items being stored in paper bags and cardboard boxes, place such personal property items, along with 1 to 3 lbs. of dry ice, into large, durable plastic bags. Use 1 lb. in small bags for items such as a framed painting or a purse, 2 lbs. in medium bags for items such as a suitcase and smaller appliances. To read the full article, [click here](#).

### **Do you have an ActiveGuard story to tell?**

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### **Purchase ActiveGuard Online Today!**

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### **Watch & Share our YouTube Video "ActiveGuard in Action!"**

## **in January**

During the month of January 2014, Allergy Technologies' will be "On the Road" at:

- Purdue Pest Management Conference - Jan. 6-8, West Lafayette, IN
- Georgia Pest Control Association - Jan. 14-16, Athens, GA
- Univar Rozell CEU Workshop, Jan. 14, Tyler, TX
- Mississippi Annual Convention (MPCA), Jan. 15-16, Jackson, MS
- Target Specialty - 2013 Annual Conference and Awards Program, Jan. 15-16, Cerritos, CA
- Florida Pest and Lawn Care, Jan. 20-24, Orlando, FL
- Target Annual Winter Conference, Jan 21, Houston, TX
- Annual Smoky Mountain Conference, Jan, 21-22, Pigeon Forge, TN
- Eastern Conference NPMA, Jan. 21-23, Tarrytown, NY
- NCPMA Pest Control Technicians' School, Jan. 27-30, Research Triangle Park, NC
- Chemtech Annual CEU Conference, Jan. 28, Mesa, AZ
- Louisiana Pest Management Conference, Jan. 28-30, Baton Rouge, LA
- Certified Bed Bug Course - NYPMA, Jan. 29, Queens, NY
- Interstate Pest Management Course, Jan. 29-30, Linthicum, MD
- Southwestern Conference-NPMA, Jan 29-30, Albuquerque, NM
- Nevada Pest Control Expo 2014, Jan. 31, Las Vegas, NV

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how ActiveGuard® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about ActiveGuard® Mattress Liners and YOU!

## **Prevention and Control of bed bugs in residences**



Bed bugs, *Cimex lectularius*, have resurged to quickly become a very important pest of the 21st century, as they invade numerous urban areas. Our society has had a 30+ year "vacation" from this pest, when bed bugs were almost completely removed from North America as a result of mass treatments with older types of insecticides (DDT, Chlordane, Lindane).

Recently though, bed bugs have found ample opportunity to increase in numbers and spread through society. Their success is a result of a combination of factors: increased travel of people; improved treatment methods that specifically target other insect pests (and thus not impact bed bugs); and the lack of public awareness. In addition to homes and hotels, bed bugs are also being found in schools, retail facilities, office buildings, libraries, and other public areas.

In this article, Dr. Stephen A. Kells, Assistant Professor, and Jeff Hahn, Extension Professor, of the University of Minnesota's Department of Entomology discuss the prevention and control of bed bugs in residences.

To read the full article, visit the [University of Minnesota website](#).



To watch the video, visit our [YouTube channel](#).

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Facebook 

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**Join Our List**

Join Our Mailing List!

## Horticulture Hotline: *ActiveGuard* Mattress Liners "Don't Let the Bed Bugs Bite"

One product that I failed to mention when I was listing the Top Products of 2013 is *ActiveGuard*<sup>®</sup> Mattress Liners. This product has made so many people be able to fulfill the saying, "good night, sleep tight, and don't let the bedbugs bite" that it is unreal. *ActiveGuard*<sup>®</sup> Mattress Liners also control dust mites that can trigger asthma.

*ActiveGuard*<sup>®</sup> Mattress Liners were developed as an extension of the globally use mosquito nets (many of which Bill Gates has funded to wipe out malaria).

To read more from Bill Lamson-Scribner's article, [visit his blog](#).



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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

### ESA Announces New ACEs, BCEs

The Entomological Society of America announced its latest crop of new Associated Certified Entomologists and Board Certified

### December 2013



**Bed Bug Summit** held in Denver last week at the Sheraton Downtown Hotel. As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

### Global Bed Bug Summit

We've reached the final issue of our 2013 e-newsletter and we are proud to share a new video from PestWorld 2013 in which Dr. Susan Jones of The Ohio State University and Dr. Jim Ballard of Ballard Pest Management Consulting spoke to PCT Magazine about research involving ActiveGuard® Mattress Liners - make sure you watch it!

Although the Holiday Season stir thoughts of family and friends, the importance of bed bugs and treatment protocols was never more highly evidenced than by **NPMA's Global**

### Research Video Spotlight: Dr. Susan Jones & Dr. Jim Ballard Discuss the Benefits of ActiveGuard Mattress Liners



ActiveGuard® Updates from Dr. Jim Ballard and Dr. Susan Jones

Dr. Jim Ballard, president of Ballard Pest Management Consulting, reviews the new EPA label for ActiveGuard® Mattress Liners, which removes restrictions from its use, while Dr. Susan Jones, Ohio State University, discusses some of her department's research with ActiveGuard®, including findings that the liners demonstrate no repellency toward bed bugs.

The researchers were interviewed at the National Pest Management Association's (NPMA) PestWorld 2013 Trade Show in Phoenix in October. The video gives strong insight from independent experts in support of ActiveGuard® Mattress Liners as a pro-active tool for preventing future bed bug infestations when featured in an overall comprehensive integrated pest management program.

Watch the video on [PCT Online](#).

### Hot off the Press!! A Recap of This Month's

Entomologists. The certifications take place throughout the year and are announced by the trade publications. To review this recent list of new ACEs and BCEs, visit [PCT Online](#).

### 2014 World of Insects Calendar Available Now

The ESA 2014 World of Insects wall calendar is now available for purchase. More than 400 photos from 84 photographers were submitted for the calendar by insect photographers from around the world, and the ESA calendar committee judges picked the best ones. [Visit here](#) to order.

### New York's DFS Battling Bed Bugs

Employees at the New York Department of Financial Services building, located on State Street, are complaining about bed bugs, the [Daily News reports](#). Senior Insurance Examiner Ademola Oluwo, told the Daily News he obtained internal agency memos showing the State Street problem wasn't new. The complex had a bedbug problem before DFS started transferring employees there earlier this year from 25 Beaver St. while merging its banking and insurance divisions. To read more, visit [PCT Online](#).

### Do you have an ActiveGuard story

## Top Bed Bug News from Around the Country

**WBTW:** "[Bedbugs prevent homeless from staying at shelter at Myrtle Beach](#)" - Tuesday night a homeless shelter in Myrtle Beach was forced to close its doors due to a bedbug infestation. Kathy Jenkins, executive director of New Directions the organization that runs Street ... [more](#).

**PCT:** "[Researchers Examine Effectiveness of DIY Bed Bug Products](#)" -Rutgers' Changlu Wang and his research team have been studying the effectiveness of products such as mothballs and rubbing alcohol, and Wang reported on these findings at this month's Entomology ... [more](#).

**WVEC:** "[Bed bug infestations at fire stations cost Norfolk more than \\$30K](#)" -The City of Norfolk spent more than \$30,000 after finding bed bugs in five fire departments across town. A 13News Now investigation first reported the problem in mid-October, when the department had learned ... [more](#).

**The Southern:** "[New pest forms must be filled out or schools could see fines](#)" - To protect children in day care centers and schools from pests such as cockroaches, spiders and rodents, as well as from unnecessary applications of pesticides, the Illinois Department of Public ... [more](#).

## The Global Bed Bug Summit!



Last week an incredible collection of the industry's brightest professionals gathered in Denver as the National Pest Management Association (NPMA) in conjunction with Bed Bug Central hosted the 'Global Bed Bug Summit,' an educational conference and expo designed to provide advanced technical training and management courses related to the business of bed bugs.

Held at the Sheraton Denver Downtown Hotel from December 5-6, 2013, the Global Bed Bug Summit was designed to provide information from a legal, technical, business, and customer-oriented perspective so that pest management professionals could not only eliminate the bed bug problem, but also create an environment of trust with their customers. Allergy Technologies LLC, manufacturer of *ActiveGuard*® Mattress Liners, was the Platinum Sponsor for the event, which is a merger between Bed Bug Central's North American Bed Bug Summit and NPMA's Bed Bug Forum. For more information, visit [NPMA online](#).

## This Holiday Season, Don't Let the Bed Bugs Bite!



bite.

"They're hitch hikers, that's how they get from place to place. So they're going to hitchhike on you if you're in a car, you're on a bus, plane, train, however you're traveling, that's where they can typically be," says Mike Coffey of Lane's Professional Pest Elimination.

To read the full WMBF article, visit the [Allergy Technologies' blog](#).

Once you get past the weather, one of the biggest travel problems you could run into could be waiting at your destination...bed bugs. Bed bugs can be found in places beyond just a bed; you can find them in buses, planes, luggage and even clothing. These bugs have been found in five-star hotels, and their presence is not always determined on the cleanliness of the conditions where they are found.

They look like an apple seed, flat and brown, and they feed on human blood. They're most commonly found in places people sleep and among people who travel, but everyone is at risk to let the bed bugs

### to tell?

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### Follow & Like *ActiveGuard* on Facebook, LinkedIn & Twitter!

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## Public Housing Authority Sued Over Bed Bug Claims



Waukegan, Ill.'s public housing agency faces a federal class-action lawsuit alleging that officials took ineffective action against a burgeoning bedbug infestation in a housing project, the [Chicago Tribune reports](#).

The suit filed by three residents of Harry Poe Manor claims the 155-unit tower still harbors the bloodsucking insects whose bites, often delivered while people sleep, can irritate and inflame skin. The suit filed Friday in Chicago federal court seeks class-action status to represent the building's current residents and those who have lived there during the alleged infestation.

To read more, visit the [Chicago Tribune Online](#).

## On The Road with Allergy Technologies in December

During the month of December, Allergy Technologies' will be "On the Road" at:

- National Pest Management Association Global Bed Bug Summit - Dec 5-6, 2013, Denver, CO
- Forshaw Educational Seminar, Dec 5, 2013, Atlanta, GA

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how *ActiveGuard*® will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard*® Mattress Liners and YOU!



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Click on the links above  
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**THE HIT LIST:  
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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**Global Bed Bug Summit Coming to Denver Next Month**

Next month the National Pest Management Association (NPMA) will host the 'Global Bed Bug Summit,' an educational conference and expo designed to provide advanced technical training and

## November 2013



Phoenix provided a scenic and welcoming backdrop for PestWorld 2013 late last month, and as a result there was a tremendous turnout from both industry exhibitors and attendees who flocked to The Grand Canyon State to mingle. With presentations from renowned researchers like Drs. Susan Jones (The Ohio State), Phil Koehler (Florida) and Michael Potter (Kentucky) and an exhibit hall full of pest control's best manufacturers and distributors, it's not hard to characterize this annual event as a huge success. Read more about the show and check our photo gallery below. This month's e-Newsletter also reviews the latest notable bed bug news and looks ahead to next month's big event, the Global Bed Bug Summit in Denver. As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## PestWorld 2013 Recap

### Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Fox13Now:** "[Exterminators work to clear bed bugs from U of U library](#)" - It's been a working weekend at the University of Utah, where exterminators are eradicating bed bugs in the J. Willard Marriott Library. Students encountered locked doors at the library Sunday, but a note on the door ... [more](#).

**Herald Sun:** "[Pest control firms turn to dogs to fight bed bugs](#)" - Other than seeing them in the lab, the president and part-owner of Durham-based Clegg's Termite & Pest Control could only remember seeing one bed bug in an approximately 30-year span. "Now they're everywhere," said ... [more](#).

**PCT:** "[NPMA Members Approved Changes to Bylaws, Repeal Constitution](#)" - The National Pest Management Association's 80th Annual Membership Meeting was held Friday morning here with significant results - the group repealed the NPMA Constitution and approved a ... [more](#).

**NP Telegraph:** "[Bed bugs leave some without public transit](#)" - The superintendent of the city's transportation department said Friday that the city will not pick up people from the Liberty House due to a bed bug outbreak. "We are no longer transporting [from Liberty House] because we ... [more](#)."

### Active Multimedia: Bed Bug Basics - Orkin

management courses related to the business of bed bugs. The

Global Bed Bug Summit will be held December 5-6, 2013 at the Sheraton Denver Downtown Hotel in Denver, Colorado. Allergy Technologies LLC, manufacturer of ActiveGuard® Mattress Liners, is the Platinum Sponsor for the event, which is a merger of Bed Bug Central's North American Bed Bug Summit and NPMA's Bed Bug Forum. For more information, visit [NPMA online](#).

### **Allergy Technologies Add Another Hire!**

Allergy Technologies is pleased to announce the addition of Don Wilson as the Company's newest sales representative for the Mid-Atlantic Region. Don has extensive experience in pest control supply sales and is a welcome addition to an already formidable and robust national sales force spearheaded by Dave Buzzelli as the Company's National Sales Manager. Wilson joined the team in October, cut his 'ActiveGuard teeth' at PestWorld, and will be attending the Global Bed Bug Summit, sponsored by Allergy Technologies, in Denver in December.



Bed Bug Basics

Orkin Entomologist (Bill Lawrence, PhD, BCE) explains features of bed bugs plus usually hiding places of the insect.

## **Feature Article: Phoenix Provides a Great Backdrop for Pest Management's Annual Gathering: PestWorld 2013**



At the PestWorld 2013 Final Night Banquet, about 700 guests dined on Caesar salad, steak and dessert, danced with old friends and new to music of the 80s to today, and bid on Live Auction items to raise more than \$18,000.

After thanking NPMA, Dan Carrothers of BASF, who sponsored the event, said, "I have been a big supporter of NPMA for many, many years. They are the rising tide that lifts all our boats." About BASF, he said, the most important thing we can do is keep being innovative. That's our job at BASF - to keep bringing innovation to you that makes you successful." To read more, visit the [PCT website](#).

## **On The Road with Allergy Technologies in November**

During the month of November, Allergy Technologies' will be "On the Road" at:

### "Ask Mr. Thomas" Honored with Hall of Fame Induction

Dr. Claude Thomas, of Lindsey Pest Services "Ask Dr. Thomas," was honored on Tuesday evening, October 22, with induction into the PMP Hall of Fame Class of 2013 at the National Pest Management's Annual PestWorld Conference. Dr. Thomas was recognized by PMP magazine for his "34 years of industry experience [that] has made him a respected pioneer of practical industry research and technological experience." To read more, [click here](#).

### Do you have an ActiveGuard story to tell?

Looking to be featured in PMP Magazine? Allergy Technologies is looking for a few more PMPs who are using ActiveGuard as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how ActiveGuard is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

### Purchase ActiveGuard Online Today!

Looking to purchase ActiveGuard Mattress Liners? It's easy to buy ActiveGuard online, just click [here](#)!

- Pennsylvania Pest Management Association Annual State Conference - Nov 4-5, 2013, Lancaster, PA
- Florida A&M University - Field Day and Workshop - Nov 6-8, 2013, Tallahassee, FL
- Forshaw Educational Seminar and Golf Outing - Nov 6-7, 2013, Charlotte, NC
- South Texas 18<sup>th</sup> Annual Pest Management and AG Workshop - Nov 7, 2013, Corpus Christi, TX
- New England Pest Management Association Fall Training Seminar & Exposition - Nov 7-8, 2013, Boxborough, MA
- Forshaw Educational Seminar - Nov 12, 2013, Coral Springs, FL
- Certified Pest Control Operators of Georgia 15<sup>th</sup> Annual Perry Conference, Nov 14-15, 2013, Perry, GA
- New York Pest Expo - Nov 14, 2013, New York, NY
- Winfield Academy, Nov 19, 2013 - Oklahoma City, OK
- Winfield Academy, Nov 20, 2013 - Tulsa, OK
- Winfield Academy, Nov 21, 2013 - Wichita Falls, KS
- Maryland Pest Control Association Early Bird Recertification Training - Nov 21, 2013, Baltimore, MD

In addition, our sales representatives will be making personal presentations to pest management firms and our network of distributors throughout the country on how ActiveGuard<sup>®</sup> will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing pro-active bed bug preventative programs... a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about ActiveGuard<sup>®</sup> Mattress Liners and YOU!

## PestWorld 2013 Photo Gallery



The Professional Pest Management Association (PPMA) hit a home run with its Pie Shop booth at PestWorld, offering attendees and exhibitors an old-fashioned diner-style booth with two missions in mind: spread the word about PPMA and to offer great pieces of pie! To view a slideshow of other PestWorld 2013 images, [click here](#).

## It's In! Read 'ActiveGuard Mattress Liners for Bed Bug Control' - PCT Magazine's October 2013 Bed Bug Supplement

**Watch & Share our  
YouTube Video  
"ActiveGuard in  
Action!"**



To watch the video,  
visit our [YouTube  
channel](#).

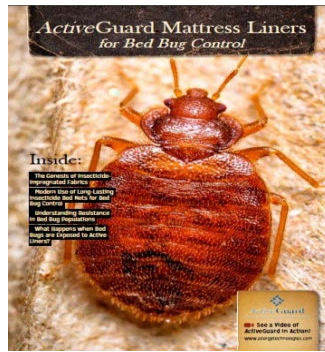
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to visit our social  
media sites and learn  
more about  
ActiveGuard.

**Join Our List**

Join Our Mailing List!



The new eight-page supplement from Allergy Technologies, home of *ActiveGuard*<sup>®</sup> Mattress Liners, is now online and available for review. The supplement provides a technical perspective on the history of active mattress liners with a look at "The Genesis of Insecticide-Impregnated Fabrics" while also delivering a wealth of information about "Understanding Resistance in Bed Bug Populations." The insert was authored by Jim Ballard, PhD. Read it [now here](#).



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# The Bed Bug Authority

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**Global Bed Bug  
Summit Coming  
to Denver in  
December**

The National Pest Management Association (NPMA) is pleased to announce the launch of the 'Global Bed Bug

## October 2013



The North Carolina Department of Agriculture highlights our *Active MultiMedia* spotlight in October with an awareness video on preventing the spread of bed bugs. As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## PestWorld 2013 Preview

The pest control industry gathers this month in Phoenix, Arizona to share new ideas, products and solutions at PestWorld 2013. We preview the annual trade show, which is pest management's largest B2B industry get-together and a great meeting for professionals to do business and learn about trends, research studies and more.

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KJZZ:** ["Bedbugs Found At U Of A Library"](#) - An infestation of bed bugs forced the closure of parts of the Main Library at the University of Arizona for a time late last week. The first dead bug was noticed by a library employee, in the downstairs computer lab area last Wednesday ... [more](#).

**Newark Advocate:** ["Bed bugs can be found everywhere and are expensive to destroy, experts say"](#) - Bed bugs: They're everywhere. And they're not just under your covers. They could be in your floorboards, your nightstands, your luggage, the hotel you stayed at ... [more](#).

**WOWT-TV:** ["Papillion-La Vista School District Warning Against Bed Bugs"](#) - The Papillion-La Vista school district has put out a warning for parents to watch out for bed bugs. A representative tells us there are at least three confirmed cases of children bringing home ... [more](#).

**Consumer Affairs:** ["Bed Bugs Causing Problems for Lynchburg Residents"](#) - Lynchburg residents in low-income housing have been battling an enemy that's relentless. Bed bugs have infested one apartment building and are causing major problems ... [more](#).

## Active Multimedia: How to prevent the spread of bed bugs - North Carolina Agriculture

Summit', an educational conference and expo designed to provide advanced technical training as well as management courses related to the business of bed bugs. The Global Bed Bug Summit will be held December 5-6, 2013 at the Sheraton Denver Downtown Hotel in Denver, Colorado. Allergy Technologies LLC, manufacturer of ActiveGuard® Mattress Liners, is the Platinum Sponsor for the event, which is a merger of the North American Bed Bug Summit and the Bed Bug Forum. For more information, visit [NPMA online](#).

### **Ancient Pest, the Bed Bug, Faces New Scrutiny**

New research on common household pests is gravitating toward another household nuisance: bed bugs. Mark Siddall, curator of invertebrates at the American Museum of Natural History in New York, is working with a team of a dozen researchers, including Fordham University's Sergios-Orestis Kolokotronis, on a yearlong study to map the genomes of cockroaches and bed bugs. They hope to figure out the insects' evolutionary history. "Bed bugs and cockroaches look



How to prevent the spread of bed bugs

Bed bugs have been in the news a lot lately. They are spreading across the state and the nation. But you can help control their spread and, more importantly, you can keep them out of your home. The information presented here will help you protect yourself, your family and your home from becoming infested so you can... keep the bite out of the night! (from the North Carolina Department of Agriculture)

## **Feature Article: PestWorld Invades Phoenix, Arizona from October 21-25, 2013**



If the event itself isn't worthy enough to get you to attend, maybe National Pest Management Association's description of it is a little more enticing?

...

"Desert character. Phoenix still has cowboys, red-rock buttes, and the kind of cacti most people see only in cartoons...not to mention spends 85 percent of its daylight hours basking in the sun. What better place to host PestWorld 2013 than the gateway to the Grand Canyon?"

PestWorld 2013 will bring the industry's top manufacturers, Pest Management Professionals (PMPs), industry researchers and a variety of other professionals to one location in an effort to increase education, awareness and protocols for everything from bed bugs and ants to flies and ticks ... and everything in between!

The trade show will be hosted at the Phoenix Convention Center from October 21-25, and during that time more than 80 hours of educational sessions will be offered. In addition, valuable exhibitor hours will be held to offer students, professionals and researchers the opportunity to visit with manufacturers and discuss both new and existing products. To learn more or to register for PestWorld, visit NPMA's website.

### **On The Road with Allergy Technologies in October**

During the month of October, Allergy Technologies' will be "On the Road" at:

- University of Kentucky Pest Control Short Course - October 1-3,

pretty much the same as they did millions of year ago," Dr. Siddall said. "But they've grown up with us, almost like companion animals." To learn more, visit the [Wall St. Journal website](#).

### **Univar Opens Pro Center in Springfield, VA**

Univar Environmental Sciences announced the opening of a new Pro Center in Springfield, Va. The new Pro Center location has a full service will call display area and built in classroom. The facility is located 15 miles from Washington, D.C., and is convenient to Alexandria, Arlington and Fairfax. To learn more, read the full article on [PCT Online](#).

### **Do you have an ActiveGuard story to tell?**

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**Purchase ActiveGuard Online Today!**

- 2013, Lexington, KY
- Residex Bed Bug Symposium - October 15, 2013, Dulles, VA
  - NPMA PestWorld 2013, October 21-25, 2013, Phoenix, AZ (Booth #625)
  - Upstate Fall Conference NYPMA, October 30, 2013, Albany, NY

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### **Penn State Providing Free Bed Bug Workshop**



There will be a workshop on Oct. 4 from 8:30 a.m. to 4:30 p.m. in the Pondera Medical Center basement conference room concerning the subject of bed bugs. This web based training, using the Reach Network, will be presented by a Bed Bug Specialist from Pennsylvania State University. There is no charge for this workshop.

This workshop will address comprehensive control of bed bugs in housing using Integrated Pest Management, including: identification, biology and behavior, and control measures, both effective and ineffective. It is directed toward property managers and facility staff, pest management professionals, non-profit agencies that work with tenants, and representatives of tenants groups.

Please RSVP, not required but appreciated, with Corrine Rose at the Pondera County Health Department at 406-271-3247 so that the adequate amount of hand-outs can be provided. Feel free to attend all or portions of this workshop.

### **Allergy Technologies' Bed Bug Supplement Coming in PCT's October Show Guide Issue**

Allergy Technologies, home of ActiveGuard® Mattress Liners, will have a comprehensive 8-page supplement in the October PestWorld Show Guide issue of PCT Magazine. The supplement, which coincides with the annual gathering at PestWorld, provides a technical perspective at the history of active mattress liners with a look at "The Genesis of Insecticide-Impregnated Fabrics" while also delivering a wealth of information about "Resistance in Bed Bug Populations."

The insert, available in the PCT PestWorld Show Guide, authored by Jim Ballard, PhD, was developed to provide the industry with more detailed and researched information about bed bugs, resistance and the role impregnated liners play in development of strategies to control and prevent bed bug infestations. Look for it in PCT's October 2013 PestWorld issue.

Looking to purchase *ActiveGuard* Mattress Liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

**Watch & Share our YouTube Video "ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel](#).

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**Join Our List**

[Join Our Mailing List!](#)

## Allergy Technologies Announces Three New Sales Hires

Allergy Technologies is pleased to announce the hiring of three new full time sales professionals, including Dave Buzzelli as the Company's National Sales Manager; Eve Pappas as its East Coast Sales Representative and Michael Goza as its West Coast Sales Representative. For the past twenty+ years Dave Buzzelli has had an extraordinary track record of sales accomplishments with notable companies such as AGREVO, Aventis, BASF and DuPont. Eve Pappas has over thirty years of pest control managerial and operational experience garnered through her work with Orkin and most recently Viking Pest Control. Mike Goza has a wealth of experience in pest control from distribution, management and manufacturing sectors over the last twenty-five years, with companies including Univar, MGK and Terminix.

Our expanded sales team, spearheaded by Dave Buzzelli, completes a nationwide network of sales representatives for Allergy Technologies. The development of this integrated team is to support and enhance sales opportunities for the array of distributors with which the Company has the pleasure of partnering. "Allergy Technologies continues to advance to new levels in marketing, distribution and now sales," said Joseph Latino, Chief Operating Officer (COO). "We're looking forward to a robust fourth quarter and an even greater 2014."

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# The Bed Bug Authority

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**Profile of NMSU's Romero Praises His Unique Research**

He woke up covered in red bumps on his neck, arms, legs and torso. He couldn't see his back, but the itch was unbearable. "I went to the health

September 2013

## Bed Bugs Numbers Don't Lie



This month we look at how the 'Bugs Without Borders' survey results highlight the fact that bed bugs are in every aspect of community life; from schools and hotels to residences and public housing, and beyond! In addition, we tell you about the new 'Global Bed Bug Summit', coming to Denver this December. We also

catch up with Orkin Pest Control to review tips on how to detect a bed bug. As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**WTCP-TV:** ["Bed bugs have become a problem in USF Business Admin building"](#) - A Bed bugs were recently a problem in the University of South Florida's BusinessAdministration building. Last Monday, August 26th, a student reported that he was bitten in classroom BSN 118 ... [more](#).

**Las Cruces Sun-News:** ["Bed bugs research one-of-a-kind at NMSU"](#) - He woke up covered in red bumps on his neck, arms, legs and torso. He couldn't see his back, but the itch was unbearable. "I went to the health center and they told they were bug bites. They asked me ... [more](#).

**NJ.com:** ["Plainfield senior housing residents: Bed-bug filled facility is 'run like a prison'"](#) - From the outside, Richmond Towers is an unassuming brick 12-story housing complex operated by the city of Plainfield for low-income seniors. But inside, residents say, it's ... [more](#).

**Consumer Affairs:** ["Bed bugs headed back to school too"](#) - Bedbugs were once a common problem in the U.S., but after World War II and a public health campaign that included heavy use of pesticides, the little pests largely disappeared. Until recently. Over the last decade the bedbug ... [more](#).

## Active Multimedia: A Bedbug's Bite - Up Close! - Bang Goes the Theory (BBC)

center and they told they were bug bites. They asked me if I had checked my bed for bed bugs. I didn't know they existed," said a New Mexico State University student who battled a bed bug infestation an apartment complex off campus. NMSU's Alvaro Romero, entomology professor, is profiled in a story posted on PCT Online. To read the rest of the article, [click here](#).



A Bedbug's Bite Up Close! Bang Goes the Theory - BBC

BBC's Liz Bonnin investigates an increasingly common and unwelcome guest -- the bedbug. She visits Dr. James Logan (London School of Hygiene and Tropical Medicine) in his laboratory where he volunteers to let one of the little critters feast on his blood. Investigating the science behind the headlines and making sense of the everyday issues that matter to us all.

### **Bed Bug Basics and history**

Bed bugs probably received their common name from their habit of feeding on humans while they sleep in their beds. Bed bugs have also been called "red coates," "mahogany flats," and "wall-lice." Bed bugs have been a household pest issue for more than 3,300 years, dating back to ancient Egypt. They were first brought to the United States by early colonists, where they thrived for many decades. However, by the 1950's, bed bugs had been all but eradicated in the developed world, thanks to the availability of new pest control products, coupled with the widespread use of vacuums and washing machines which helped to control the

### **Feature Article: Bed Bugs - Statistics Don't Lie ... Yes, They Are Everywhere**

Bed bugs have experienced a resurgence during the last decade that essentially is unrivaled by the growth of any pest in the pest control industry. But while many people have never come into contact with the pest - as far as they know - bed bugs literally are everywhere.

Think of the different facets of a community that can be affected by bed bugs and there likely are numerous examples of infestations that can be cited. In the hotel sector, these businesses are not only tracked on numerous travel websites but [The Bed Bug Registry](#) was formed specifically for the purpose of reporting bed bug incidents.

Colleges and universities have incidents splashed across the "front pages" of social media networks on a weekly basis, causing fear among students and concern at the parental level. Regardless, bed bugs have intruded into almost every corner of the country's higher learning institutions - as evidenced by the 996,000 results that come up in a Google search for college bed bug incidents.

Senior living centers, public housing, halfway houses and even prisons are being inundated with bed bug incidents - proving that bed bugs are everywhere. According to the ['Bugs Without Borders'](#) survey, conducted by the National Pest Management Association and the University of Kentucky, not only are they everywhere but most people are either coming into contact with them or know someone who has had a bed bug-related experience. To read the full article, visit the [Allergy Technologies' blog](#).

### **On The Road with Allergy Technologies in September**

During the month of September, Allergy Technologies' will be "On the Road" at:

- IPCA Fall Conference, Abraham Lincoln Hotel and Conference Center, Springfield, IL, Sept. 10-11, 2013

spread of infestations in living spaces. To read more, visit NPMA's [bed bug section online](#).

### **PCT Online: JP Pest Services Helps Homeless Man Dealing with Bed Bug Infestation**

JP Pest Services of Milford, N.H. recently provided relief for a local homeless man dealing with a major bed bug infestation. After being contacted by the man's pastor JP Pest Services decided to perform the treatment at no cost; since the infestation quickly became unmanageable and too costly for the man to handle on his own.

To read more, visit [PCT Online](#).

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**Purchase ActiveGuard Online Today!**

- MPCA Crab Feast, American Legion 175, Severna Park, MD, Sept. 14, 2013
- PPMA Fall Seminar, Crowne Plaza, 4700 Street Road, Treose, PA, 7 am - 4:30 pm, Sept. 19, 2013
- 23rd Annual Rentokill Pest Control North American Golf Tournament, Royal Oaks, Sept. 21, 2013
- TPCA 44th Annual Texas Tech Workshop, Holiday Inn Park Plaza Hotel, Lubbock, Texas, Sept. 23-24, 2013
- VPMA State Technical Meeting, Sheraton Park South, Richmond, VA, Sept. 24-26, 2103
- NYPMA Golf Tournament 2013, Douglaston Golf Course, Douglaston, NY, Sept. 27, 2013
- NYPMA 46th Annual Fall Seminar, Hungtington Hilton, Melville, NY, Sept. 28, 2013

In addition, our sales representatives will be making personal presentations to pest management firms throughout the country on how ActiveGuard will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing bed bug preventative programs...a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about ActiveGuard Mattress Liners and YOU!

## **Orkin: How to Detect a Bed Bug**



Orkin Pest Control provides some great information about bed bugs, including how to detect and prevent bed bugs. Detecting bed bugs can be difficult, as they are small in size and able to hide in tiny cracks and crevices. However, evidence of a bed bug infestation may be found in bedding and on mattresses. Live bed bugs leave clusters of dark brown or black spots of dried excrement on infested surfaces. Bed bugs also exude a subtle, sweet, musty odor.

Bed bugs have flattened wingless, brown or reddish-brown bodies. They can be found in bed sheets, box springs, walls, clothing and luggage. They prefer tight crevices and dark locations where they can remain hidden and protected. Mattresses and other furniture may also host these parasitic insects. Bed bugs are easily transported into previously non-infested dwellings.

To read the full article, [click here](#).

## **NPMA to Present Global Bed Bug Summit in December**

Looking to purchase *ActiveGuard* Mattress Liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

**Watch & Share our YouTube Video "ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel](#).

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

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The National Pest Management Association (NPMA) is pleased to announce the launch of the Global Bed Bug Summit, an educational conference and expo designed to provide advanced technical training as well as management courses related to the business of bed bugs. The Global Bed Bug Summit will be held December 5-6, 2013 at the Sheraton Denver Downtown Hotel in Denver, Colorado. Allergy Technologies LLC, manufacturer of *ActiveGuard*<sup>®</sup> Mattress Liners, is the Platinum Sponsor for the event, which is a merger of the North American Bed Bug Summit and the Bed Bug Forum. For more information, visit [NPMA online](#).



*ActiveGuard*<sup>®</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

*ActiveGuard* Mattress Liners kill bed bugs generally within 72 hours, even for many of those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating the mattress and box spring sleeping area. These liners' two year ability to keep on killing bed bugs provides for continual prevention and control against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.



Try it FREE today.



**ActiveGuard™**

*Mattress Liners for Use Against Bed Bugs & Dust Mites*

# The Bed Bug Authority

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**THE HIT LIST:  
Is Your Hotel rated  
on the Web as  
"Bedbug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

## Bed Bug Tips for Universities and Colleges

Bed bugs thrive in universities because there are many people in a confined space. For instance, college dorm rooms can provide a perfect environment for an infestation. In fact, in a

August 2013

Bugs)

Students (and Bed

Return to School



Across the country students are going back to school this month, and in the case of higher learning institutions this return will include the opportunity for bed bugs to be transported back to school. The transient nature of college and university dormitories, apartments and other types of housing makes these ideal transfer points for bed

bugs - the focus of this month's 'The Bed Bug Authority' Feature Article. Make sure you don't miss it! As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**SAN FRANCISCO APPEAL:** "[Bed Bug Scare Closes SF Goodwill Warehouse](#)" - A bed bug scare has forced Goodwill Industries to shut down two Bay Area warehouses and dispose of loads of donated goods, a spokesman said today. The infestation, which was confirmed in ... [more](#).

**Newark Advocate:** "[Rent-A-Center says its mattress was clean, not sold with bed bugs](#)" - Rent-A-Center refutes the allegations of a Newark man that a mattress he purchased at the Heath store had bed bugs. Xavier Dominicus, spokesman for Rent-A-Center, based in Plano, Texas ... [more](#).

**Post Crescent:** "[What you should know about bed bugs](#)" - Bed bugs have arrived in the Fox Valley, and they're here to stay. By following tips to spot the nuisance insect early, and eradicate them quickly, experts say their impact can be minimized. Natalie Vandeveld, environmental... [more](#).

**News4Jax:** "[Bed bug problems skyrocket in Valley homes, apartments](#)" - Frank Gutierrez didn't waste any time when he noticed what looked like a bed bug in his Phoenix home."As soon as I got it confirmed, I went to pick up everything I needed to get rid of them," said Gutierrez ... [more](#).

## Active Multimedia #1: Adelphi University's Student Report on Bed Bugs

recent survey by the NPMA, 47% of pest control professionals indicated that they have encountered infestations of bed bugs in college dormitories. To read NPMA's tips for preventing bringing bed bugs in school, [click here](#).

### **Less Than Two Weeks to Enter a Nomination for Young Entrepreneur Award**

Less than two weeks remain to enter a nomination for the [National Pest Management Association \(NPMA\)](#)'s Young Entrepreneur Award. This is the second year the NPMA will recognize young entrepreneurs 40 years or younger working in the professional pest management industry. Applicants will have demonstrated an ability to create or develop an industry innovation or brought a meaningful industry concept to fruition. Nominations may be submitted [online here](#). Self-nominations will be accepted. All nominations must be received by 5 p.m. ET on Aug. 15, 2013.

**PCT Online: JP Pest Services Helps Homeless Man Dealing with Bed**



Adelphi University Bed Bug News Video

News video for web journalism about the bed bug situation at Adelphi University. Written, Edited, Shot, & Reported by John Franklin Directed & Produced by Katharine Ortutay.

### **Feature Article: How to Keep Bed Bugs from Coming Home With Your College Student**



As bed bugs spread, more college campuses are battling the bloodthirsty pests. College dorms can be incubators for bed bugs. They hitchhike into the dorm as new residents move in each semester or on visiting friends. College dorms tend to be cluttered, giving these tiny insects lots of places to hide. And with all those students to feed on, the bed bugs will never lack a meal in the dorm.

When your child comes home for holidays or summer break, he may bring along some unwelcome guests if you're not careful. Whether or not you know your child's dorm is infested with bed bugs, it's smart to take some precautions each time he comes home.

To read the full article, [click here](#).

### **On The Road with Allergy Technologies in August**

During the month of August, Allergy Technologies' will be "On the Road" at:

- Residex' "Customer Appreciation Barbeque", Hicksville, NY, 6:00 - 9:00 PM, Aug 13, 2013
- [New Jersey Pest Management Association's 66<sup>th</sup> Annual Clinic, Trade Show & Clambake, Rutgers, New Jersey, Aug 15, 2013](#)
- [CONN NAHRO \(Connecticut Chapter of the National Association of Housing and Redevelopment Officials 15th Annual Convention and Exhibition, Uncasville, Connecticut, Aug 25-28, 2013](#)
- PA PMA Central Division Meeting, Mechanicsburg, PA, Aug 29,

### Bug Infestation

JP Pest Services of Milford, N.H. recently provided relief for a local homeless man dealing with a major bed bug infestation. After being contacted by the man's pastor JP Pest Services decided to perform the treatment at no cost; since the infestation quickly became unmanageable and too costly for the man to handle on his own.

To read more, visit [PCT Online](#).

### Do you have an ActiveGuard story to tell?

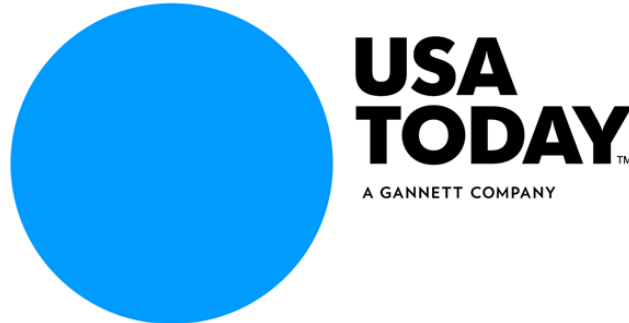
Looking to be featured in PMP Magazine? Just like John Bonsted of 'Value Guard Exterminating' this month, Allergy Technologies is looking for a few more PMPs who are using ActiveGuard as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how ActiveGuard is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

### Purchase ActiveGuard Online Today!

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In addition, our sales representatives will be making personal presentations to pest management firms throughout the country on how ActiveGuard will create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing bed bug preventative programs...a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about ActiveGuard Mattress Liners and YOU!

### Where the bed bugs are: Report shows rise in 15 cities



Start scratching. Terminix has just issued its annual list of top bed-bug infested cities. In a twist this year, the exterminator has identified the 15 top cities with the largest *increase* in infestations.

We'll get to that, but first, a look at where the most bed bug-specific calls from anguished (we presume) customers are coming from. Terminix has 300-plus branches nationwide.

To look at the list of top cities, visit [USA Today online](#).

### Testimonial: John Bonsted "When bed bugs bite"

## PestManagement PROFESSIONAL

It was one of the most infested apartments Pest Management Professional (PMP) John Bonsted had ever seen. There were hundreds of bed bugs crawling across the walls and bed. The man who lived there reportedly suffered from certain mental challenges and never alerted the building manager of the problem.

"He had so many bites on him," says Bonsted, owner-operator of Value Guard Exterminating, based in Gloucester County, New Jersey. "It was awful."

Bonsted's standard IPM protocol for bed bug jobs includes protecting mattresses and box springs with **Allergy Technologies' ActiveGuard Mattress Liners** while also treating bedding (including mattress and box spring) with both physical means (vacuuming and steam) and labeled-for-use chemicals. The company includes two follow-up inspection/services as part of the treatment program. To read the full testimonial article from PMP Magazine, click [here](#).

**Watch & Share our  
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"ActiveGuard in  
Action!"**



To watch the video,  
visit our [YouTube  
channel](#).

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# The Bed Bug Authority

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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**Allergy Technologies Expands Florida Distribution of ActiveGuard™ Mattress Liners Through Southern Chemical & Equipment**

Allergy Technologies announced (July 1<sup>st</sup>) that it has expanded the availability of its ActiveGuard™ Mattress Liners in Florida through distribution by Southern Chemical & Equipment. Southern Chemical & Equipment, known for its "no

July 2013

**Bed Bug Behavior Research Paper; Insects - June 7, 2013**



This month our lead story is hot news for everyone who plays a role in the bed bug/pest management industry - research conducted by Dr. Susan Jones of The Ohio State University has been published in the peer reviewed journal *Insects*. Dr. Jones' research - "Behavioral Responses of the Bed Bug to Permethrin-Impregnated

ActiveGuard™ Fabric" - sheds new light on bed bugs and their responses to permethrin-impregnated fabric, aka ActiveGuard Mattress Liners. A synopsis of her detailed article is our lead story in this month's e-Newsletter. Make sure you don't miss it! As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KTEN NBC-TV: "Ardmore Hotel Shuts Down After Bed Bug Infestation"** - A motel in Ardmore is shut down after bed bugs and other issues pose a threat to customers. The Regency Inn located on 2705 on North Commerce St. in Ardmore (Oklahoma) was forced to close its doors after ... [more](#).

**PCT Online: "Man Sets Fire to House in Home-Cooked Heat Treatment Attempt"** - There's a reason heat treatments ought to be performed by professionals: a New Jersey man set his home on fire while trying to kill bed bugs with a space heater, hair dryer and a heat gun, NBC Philadelphia reports ... [more](#).

**Kitsap Sun: "Bed Bugs Remain a Vexing Problem for OC's Hotel Industry"** - Bed bugs, the tiny scourges of hotels and apartment complexes are appearing in Orange County with increasing frequency, and a summer uptick is expected, experts say. "We are heading into the bed bug season," ... [more](#).

**ABC15 TV: "Bed bug problems skyrocket in Valley homes, apartments"** - Frank Gutierrez didn't waste any time when he noticed what looked like a bed bug in his Phoenix home. "As soon as I got it confirmed, I went to pick up everything I needed to get rid of them," said Gutierrez ... [more](#).

**Active Multimedia: Bed Bugs Reach Primetime with Appearance on Discovery Network's Property Wars!**

fine print" guarantee, now distributes *ActiveGuard* to its Pest Management Professional (PMP) customer base. Located in Sarasota, Florida and servicing PMPs typically within a 50-mile radius of its base location, *ActiveGuard* Mattress Liners are an ideal addition to their portfolio of products, according to Steve LaCroix, the Company's owner and operations manager. To read the full article, visit the [PCT website](#).

### **NPMA Seeks Nominations for Young Entrepreneur Award**

The [National Pest Management Association \(NPMA\)](#) has put forth a call for nominations for its Young Entrepreneur Award. This is the second year the NPMA will recognize young entrepreneurs 40 years or younger working in the professional pest management industry. Applicants will have demonstrated an ability to create or develop an industry innovation or brought a meaningful industry concept to fruition. Nominations may be submitted online at [this link](#). Self-nominations will be accepted. All nominations must be received by 5 p.m. ET on Aug. 15, 2013.

### **ActiveGuard "On the Road" in July!**

During the month of July, Allergy Technologies' sales representatives will be "On the Road" making personal presentations to pest management firms throughout the country on how *ActiveGuard* can create and secure more revenue for each and every bed bug job performed. Further, hear about some tips and guides on establishing bed bug



Bed Bugs | Property Wars

Bed bugs have reached the primetime! On Discovery Channel's *Property Wars*, this enticing property may seem like a great deal, but there is a chance it could be infested with bed bugs. Watch the clip to learn more and watch *Property Wars* Thursdays at 10 EDT | 9 CDT on Discovery.

### **The Ohio State University Researcher Dr. Susan Jones Publishes "Behavioral Responses of the Bed Bug to Permethrin-Impregnated *ActiveGuard*<sup>TM</sup> Fabric in the Journal *Insects*"**

Dr. Susan Jones' paper titled "Behavioral Responses of the Bed Bug to Permethrin-Impregnated *ActiveGuard*<sup>TM</sup> Fabric" was published in the peer review journal *Insects* on June 7<sup>th</sup>, 2013. From the abstract, here is a portion of the article:

*ActiveGuard*<sup>TM</sup> Mattress Liners have been used to control house dust mites, and they also are commercially available as an integrated pest management tool for use against bed bugs (*Cimex lectularius*). The aim of our study was to evaluate responses of numerous populations of the bed bug to the permethrin-impregnated fabric, with particular regard to contact toxicity, repellency, and feeding inhibition.



Continuous exposure to *ActiveGuard* fabric resulted in rapid intoxication for three of four populations, with 87 to 100% of moderately pyrethroid-resistant and susceptible bed bugs succumbing by 1 d. In comparison, a highly resistant population reached 22% mortality at 10 d. Video data revealed that bed bugs readily traversed *ActiveGuard* fabric and spent a considerable amount of time moving about and resting on it during a 12-h period. *ActiveGuard* fabric was non-repellent to bed bugs from five tested populations.

Furthermore, significantly fewer bed bugs successfully fed to repletion through *ActiveGuard* fabric than through blank fabric for the five populations. With just 30 min of feeding exposure, mortality ranged from 4% to 83%, depending upon the bed bug strain. These laboratory studies indicate that *ActiveGuard* liners adversely affected bed bugs from diverse populations.

preventative programs, a new source of renewable income! If you are interested in learning more, please contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to schedule a personalized presentation about *ActiveGuard* Mattress Liners and YOU!

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### Watch & Share our YouTube Video "ActiveGuard in Action!"



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Follow & Like *ActiveGuard* on Facebook, Linked In & Twitter!



To download the full article, [click here](#).

## The Great Bed Bug Plague of 2012



Hotels Week spotlights some of the most luxurious, sleek, and eye-catching aspects of Philly's hotel scene, but there's also a place for the seedy underbelly of hotel mattresses. It's time to talk about **the great bed bug plague of 2012**.

Truth or hype? The uproar took off when Terminix, an extermination company, named Philadelphia the nation's bed-buggiest city, upsetting New York, which had held the title for the previous two years. Though the Greater Philadelphia Association of Hotels protested the designation as **unfair** and **inaccurate**, the Philadelphia hotel industry has labored under the burden of the designation for a full year, and no new list has been released. The list is compiled by tracking Terminix service calls in each city, so while it's an unflattering indicator, it's far from statistically unimpeachable.

To read the full article, visit the [Philly Curbed website](#).

## Bed Bugs Infest Homeland Security Office in Vermont



A Homeland Security Department building in Vermont has been infested with bed bugs for the third time in as many months, according to a local news report.

Exterminators brought a bedbug-sniffing dog to the U.S. Citizenship and Immigration Services office in St. Albans and some chairs and filing cabinets were removed, employees told *WCAX*. About 1,000 employees work at the facility.

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"[The Vermont Service Center's] leadership has and will continue to update employees regarding developments," the office's acting Director Karen FitzGerald said in a statement. "Treatments for identified areas will begin this weekend. USCIS recognizes the seriousness of this issue and is committed to working closely with our employees, our partners and professional experts to resolve this situation."

To read the full article, visit the [Government Executive website](#).

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**'Pest Control Supplies' Now Distributes ActiveGuard™ Mattress Liners**

Allergy Technologies LLC announces Pest Control Supplies has joined its nationwide network to distribute ActiveGuard™ Mattress Liners. Located in Riverside, Missouri, just north of Kansas City, Pest Control Supplies has been a distributor of commercial, residential and agricultural pest control supplies for more than 100 years.

June 2013

## Bed Bugs Hit Penn State ... and More!



While many news headlines dominate the bed bug market this month, none is more glaring than the problem at Penn State University, where bed bugs have been found in dormitories occupied by students and summer camp attendees. The size and scope of the bed bug infestation continues to grow each month. Hence the

importance of working with a Pest Management Professional, which is underscored in this month's *Active MultiMedia* video from the National Pest Management Association. Make sure you don't miss it! As always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Chicago Tribune:** "[Chicago bed bug ordinance close to approval](#)" - The City Council Health Committee on Thursday endorsed a proposal that would allow the city to fine landlords up to \$2,000 a day for failing to take steps to eradicate bed bug infestations. The Chicago ... [more](#).

**PCT Online:** "[Global Bed Bug Summit Announced](#)" - The [National Pest Management Association \(NPMA\)](#) announced the launch of the Global Bed Bug Summit, an educational conference and expo designed to provide advanced technical training as well as ... [more](#).

**WFMY TV:** "[The Crisis Ministry of Davidson County Works To Get Rid of Bed Bugs](#)" - The Crisis Ministry of Davidson County may be forced to close its doors if operators cannot find a solution to a bed bug problem, according to the director. Gayle Whitehead says if all else fails ... [more](#).

**Baltimore Sun:** "[Bed Bug lawsuits on the increase](#)" - Faika Shaaban developed an itchy rash the day she moved into an [Annapolis](#) apartment in the fall of 2011. The hundreds of bites, the lesions and the resulting scarring were from bedbugs. She had no idea that ... [more](#).

## Active Multimedia: PestWorld - Bed Bug Basics ... 10 Tips to Protect Yourself!

Distribution of *ActiveGuard* Mattress Liners enhances the Company's portfolio of products trusted by Pest Management Professionals (PMPs), according to John Chaney, Vice President of PCS. To read the full press release, check PCT Magazine later this month."

### **NPMA appoints Jordan as entomologist/staff scientist**

The National Pest Management Association (NPMA) has appointed Bennett Jordan as entomologist/staff scientist. In this position, Jordan will play an integral role in providing technical services and developing educational resources for NPMA members. To read the full press release about his hiring, visit PMP Magazine's [website](#).

### **ActiveGuard "On the Road" in June!**

Here's where you'll find Allergy Technologies "On the Road" this June. If you are attending one of these events, please stop by to visit with us or contact us at [info@allergytechnologies.com](mailto:info@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* Mattress Liners can help you.

**June 17 - 21 - 2013 Florida Pest Management Association (FPMA) Summer Conference**, Hawk's Cay Resort, Duck Key, Florida Keys

### **Do you have an ActiveGuard story to tell?**

Looking to be featured in



Bed Bug Basics: 10 Tips to Protect Yourself

Brought to you by the National Pest Management Association, watch this video for a fast-paced, educational trip through the history of bed bugs and their recent resurgence. This video will teach you how to be vigilant to minimize your risk of encountering bed bugs and how to effectively deal with this resilient pest if you have an infestation. Visit [PestWorld.org](http://PestWorld.org) for more information and please share this with others. Public awareness is key in controlling bed bug infestations.

### **WJAC TV: Bed Bugs Found in Penn State Dorms**



Bed bugs weren't invited to a science camp at Penn State -- but they showed up anyway. The pests invaded a dorm in the East Hall complex on the University Park campus.

Parents reached out to **6 News** telling us their kids were staying in dorm rooms infested with bed bugs. We did some digging and found sheets tossed on the side of the road and exterminators busy at work. Hundreds of kids flock to Penn State's main campus every summer for science camp, but this year some of those children got an extra lesson on entomology after they found bed bugs crawling around their sheets.

Those students and parents didn't want to talk on camera but they tell us the rooms were filthy and some high school students have several bed bug bites. A statement from Penn State confirms three rooms in Curtin Hall are infested with the tiny insect that is the size of an apple seed.

To read the full article, visit the [WJAC TV website](#).

### **Survey: Bed Bugs a Growing Problem in Autos**

PMP Magazine? Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard* as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard* is helping your business make more money while killing more bed bugs. Email us [here](#) to tell your story.

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We all know that picking up hitchhikers is not generally a good idea, and there is one little stowaway that can really make life miserable for motorists. Her name is *Cimex lectularius*.

That's Latin for "bug of the bed." And while the tiny red insects aren't a hazard that springs to mind when we think of automotive bugaboos, you can bet that the plush upholstery in your vehicle, as well as the frequent appearance of seated humans ripe for the bloodsucking, can be attractive to bedbugs.

That's especially so in travel season, when you might be hefting luggage from car to motel room and back again, or otherwise boosting the odds that these wily little critters -- who love the crevices and dark places a car cabin offers -- might hop aboard. Even if no road trips are on the schedule, you can bring bedbugs to your car after sitting for a while in upholstered chairs at libraries, restaurants, movie theaters and even airplanes, according to insect experts.

To read the full article by the Detroit News, [click here](#).

**SPC Releases 2012 Pest Control Market Research Report**

The latest research report from Gary Curl reveals the U.S. structural pest control industry generated an estimated \$6.815 billion in total service revenue in 2012, a 4.5 increase from the \$6.524 billion measured in 2011.

The U.S. structural pest control industry generated an estimated \$6.815 billion in total service revenue in 2012, a 4.5 increase from the \$6.524 billion measured in 2011. The top three U.S. service providers, Orkin, Terminix, and Ecolab, represented 40.4% of the total industry revenue for the termite and general pest market segments this past year.

Service revenue derived from controlling bed bugs declined two percent from the prior year, bringing the total revenue earned to \$401 million. Single family homes and apartments were the primary leading types of accounts pest control operators treated for bed bugs. Nearly one-third of those servicing accounts for bed bugs report employing a monitoring device as part of their service.

To read more, visit the [PCT website](#).



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# The Bed Bug Authority

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**THE HIT LIST:  
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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**PCT Launches 2013  
Technician of the  
Year Awards**

Do you know a great Pest Management Professional? PCT Magazine is launching its 2013 Technician of the Year Awards and is currently accepting applications. The awards, sponsored by

## May 2013



and unique destinations! The bed bug problem expands each day and despite increased education, numbers of incidents continue to mount. This month we examine how widespread and diverse the problem really is; some locations may even surprise you! And as always, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## The Infestation Grows

For the last several years bed bugs have become an overwhelming public pest - they have been found throughout mainstream areas of life such as hotels, homes, and schools. But as public awareness has grown, this pest has continued to infest other locations like carnivals, firehouses, nursing homes, cruise ships, libraries, hospitals, etc. ... all considered new

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Sprudge:** "[Bay Area Starbucks Has Bed Bugs - Find Out Where!](#)" - Take back my Mocha Frappuccino! I don't want any of it. Blegh! Blurgh! Glegh! Two customers at a Bay Area Starbucks found bed bugs crawling all over their personal belongings after sitting at a table ... [more](#).

**Patch:** "[Bed Bugs Aren't Limited to Bed](#)" - Recent media reports of bedbugs in Santa Clara County have raised questions about bedbugs - how to identify them, what steps to take if you suspect you have them in your home or business, or have seen them in a business or food facility ... [more](#).

**EPA:** "[EPA and NPMA Partner to Promote Bed Bug Awareness](#)" - The EPA is partnering with the National Pest Management Association (NPMA) to help raise public awareness about bed bugs and what people can do to help curb infestations. The EPA has resources for ... [more](#).

**Wall Street Journal:** "[New Bed Bug Survey Shows Problem is Not Waning; Bed Bug Awareness Week Calls for Attention](#)" - The new 2013 Bugs Without Borders Survey conducted by the National Pest Management Association (NPMA) and the University of Kentucky, found that ... [more](#).

## Active Multimedia: USDA Reseachers Looks to Control Bed Bugs

BASF Pest Control Solutions, recognize a trio of standout service professionals in the residential, commercial and termite categories. To learn more and download nomination forms, [click here](#).

### Copesan Offers Bed Bug Management Courses Online

Looking to brush up on your bed bug knowledge? Copesan offers a variety of bed bug-focused online courses highlighting everything from bed bug management to bug identification, biology and behavior. To learn more, visit [PCT's online store](#).

### PMP Webinar Alert! April 4th: Pyrethroid Regulations (\*\* REPLAY \*\*)

Marie Ann Knox, PCO Technical Services Manager, Control Solutions Inc. conducted a webinar on Thursday, April 4<sup>th</sup> at 1 pm ET to "Beef up your knowledge of EPA's changing Pyrethroid regulations." **IMPORTANT REPLAY ...** Get the full scoop on the EPA's revisions to Pyrethroid labeling past and present, how this affects the products you buy and the way you apply. Marie Knox also sheds light on the new label language revisions just handed down from the EPA. To register, [click here](#).

**Do you have an ActiveGuard story to tell?**



USDA Researcher Looks To Control Bed Bugs

A U.S. Department of Agriculture researcher is studying ways to control bed bugs. The USDA's Bob Ellison has [more](#).

### Forbes Magazine: Bed Bugs In Taxis?! New Bed Bug Report (Summer Camps and Hospitals, Too)

The Spring 2013 bed bug season is here and it's shaping up to be another bad year, according to the [National Pest Management Association](#) and the University of Kentucky, which just released their annual survey [Bugs Without Borders](#). And the hard-to-get rid of pests are turning up in all sorts of unexpected places.

You may think you already know about bed bugs. When you travel, you check your hotel bed carefully, and you always put your suitcase up on a luggage rack. Unfortunately, this year's report shows, bed bug infestations have extended far beyond your sleeping arrangements. To read the full article, visit [Forbes.com](#).

### ActiveGuard "On the Road" in May!

Here's where you'll find Allergy Technologies "On the Road" this May. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* Mattress Liners can help you.

**May 5-8** - 18th Annual Southeast Pest Management Conference, Gainesville, FL at the University of Florida, Physics Building

**May 6-10** - Residex' 20<sup>th</sup> Anniversary - Hicksville Branch, 134 Charlotte Ave., Hicksville, NY 11801-2620

### Infection Control Today: Research Could Lead to Better Bed Bug Control

Regina Baucom, PhD an assistant professor of biological sciences at the University of Cincinnati, has researched the DNA of local bed bug populations, and she's found something that could lead to a better way to control the notoriously tough insects.

Dr. Baucom's research paper, "A 454 Survey Reveals the Community Composition and Core Microbiome of the Common Bed Bug (*Cimex lectularius*) Across an Urban Landscape," was published in PLOS ONE, a peer-reviewed, open-access journal of the nonprofit Public Library of Science. Additional contributors to Baucom's research were Sara Matthews, a technician in the Baucom lab, and Rita Rio, PhD an assistant professor of biology at West Virginia University. First author of the study is Matt Meriweather, a senior biological sciences major in UC's McMicken

Looking to be featured in PMP Magazine? Allergy Technologies is looking for a few more PMPs who are using *ActiveGuard* as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority.' Let us know how *ActiveGuard* is helping your business make more money while killing more bed bugs. Email Helene Fantini [here](#) to tell your story.

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College of Arts & Sciences.

To read more, visit [ICT's website](#).

**MSN.com: Having conquered the rest of the country, bedbugs move on to hospitals**



More than a third of exterminators treated bedbug problems in hospitals in 2012, according to the National Pest Management Association. That's 6 percent higher than the year before and more than double the number from 2010. This is not a good thing. See, while bedbugs haven't been known to transmit infections to humans, their itchy bites can cause patients to scratch themselves and cause open sores, which isn't great in an environment with tons of communicable diseases such as MRSA.

To read the article on MSN, click [here](#).

**PCT Magazine: Allergy Technologies Expands Distribution**



[Allergy Technologies](#) announced that it has expanded the availability of its *ActiveGuard* Mattress Liners within [Target Specialty Products](#).

As a result of Target Specialty Products combining its business with Ehrlich Distribution, *ActiveGuard* has now significantly broadened its availability to pest management professionals. Target Specialty, a major distributor of products and equipment to the professional pest control market throughout the western and central United States, now coupled with Ehrlich allows *ActiveGuard* to have a nationwide footprint. All Ehrlich and Target distribution centers will be operating under the name Target Specialty Products. To read the full article, visit the [PCT website](#).



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**Testimonial: Adam  
Stafford, 'Covering  
All The Bases'  
(As seen in PMP  
Magazine)**

Hotels and homeless shelters change guests often - raising the risk of bed bug infestation and making treatment

## April 2013

## Bed Bug Control



In past months, we have focused on the impact bed bugs have on residences, schools and universities, hotels and hospitality markets. In this issue, 'The Bed Bug Authority' takes a look at some of the methods, tricks and strategies that PMPs use as part of their successful bed bug control programs. We also highlight an in-depth article from Cornell University

describing an IPM focused-approach for PMPs involved in bed bug management. As the weather warms and our focus shifts toward outdoor activities, please remember to share 'The Bed Bug Authority' with any professionals in your company or networking circles interested in 'all things bed bugs.'

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**KOAT TV:** ["VIDEO: Bed Bugs convention comes to Albuquerque"](#) - It's a problem health and environmental leaders are itching to tell you about. Watch this KOAT-TV Video Report on the growing problem that bed bugs are causing in the greater Albuquerque market ... [click to watch](#).

**FOX-19 TV:** ["Bed bug cases continue to decline in Cincinnati"](#) - Data released from the Greater Cincinnati Survey, a statistically valid survey conducted by the University of Cincinnati's Institute for Policy Research, shows that the percent of Cincinnati residents ... [more](#).

**WTSP TV:** ["Bedbugs found in USF dorms"](#) - The USF student newspaper The Oracle is reporting that bedbugs have been found in Mu Hall of the USF campus dorms. According to the report, Freshman Marly DiFrusco reported getting bites that turned into bruises when ... [more](#).

**WXYZ TV:** ["Bed bugs discovered at John F. Kennedy High School in Taylor, school in session tomorrow"](#) - Parents in Taylor (Michigan) are scratching their heads over a bed bug dilemma. The tiny pests turned up at John F. Kennedy High School on Wednesday and parents ... [more](#).

## Active Multimedia: Action Pest Control - Bed Bug Remediation Overview

a challenge. Adam Stafford, service manager with Pestmaster Services, Kingston, N.Y., and his trained bed bug sniffing dog investigate about five possible cases a day. To read the full testimonial article, [click here](#).

### **PMP Webinar Alert! April 4th: Pyrethroid Regulations**

Marie Ann Knox, PCO Technical Services Manager, Control Solutions Inc. is giving a webinar on

Thursday, April 4<sup>th</sup> at 1 pm ET that will "Beef up your knowledge of EPA's changing Pyrethroid regulations." Get the full scoop on the EPA's revisions to Pyrethroid labeling past and present, how this affects the products you buy and the way you apply. Marie Knox will also shed light on the new label language revisions just handed down from the EPA. To register, [click here](#).

### **Do you have an ActiveGuard story to tell?**

Looking to be featured in PMP Magazine - like Adam Stafford above? Allergy Technologies is looking for a few more PMPs who are using ActiveGuard as part of their bed bug control and preventative strategies to profile as success stories. We'll feature PMPs in various editions of 'The Bed Bug Authority' starting with this month's issue. Let us know how ActiveGuard



Bed Bug Control, NJ, NYC, Philly,  
bedbug dogs, k-9 detection

Check out this quick little video by Action Pest Control, which serves the New York, New Jersey and Pennsylvania tri-state area. The video gives an overview on the types of bed bug remediation the company believes are most effective in treating an active bed bug infestation.

### **Cornell University: Bed bugs are back! An IPM Answer**

Bed bugs mostly troubled *rich* people in medieval times, because they had the warmest homes. But as the quality of homes improved during the late sixteenth century, bed bugs became a problem for people of all economic classes. Before World War II, they were a common pest in the U.S. until a combination of factors including DDT, a household appliance, and fashion nearly eliminated them.

Surprised??? To read the full article authored by Dr. Jody Gangloff-Kaufmann and Jill Shultz, visit the [Cornell University website](#).

### **ActiveGuard "On the Road" in April!**

Here's where you'll find Allergy Technologies "On the Road" this April. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

**April 2** - Residex 'Open House and Vendor Showcase' - Saddlebrook, New Jersey

**April 4** - Residex 'Open House and Vendor Showcase' - Blackwood, New Jersey

**April 9** - [The Bed Bug Forum II: the Future of the Bed Bug - Four Points by Sheraton, Chicago O'Hare](#) - Allergy Technologies Gold Sponsor

**April 30** - Spring Fling - Russo's on the Bay, Queens, New York

### **EPA: Identifying and Controlling Bed Bugs**

The common bed bug (*Cimex lectularius*) has long been a pest - feeding on blood, causing itchy bites and generally irritating their human hosts. The Environmental Protection Agency (EPA), the Centers for Disease Control and Prevention (CDC), and the United States Department of Agriculture (USDA) all consider bed bugs a public health pest. However, unlike most public health pests, bed bugs are not known to transmit or

is helping your business make more money while killing more bed bugs. Email Helene Fantini [here](#) to tell your story.

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spread disease.

To read more, visit the bed bug section on the [EPA's website](#).

**PCT Magazine: Putting Their Money Where the Bed Bugs Are**



Amid the many voices calling for increased research funding to study bed bugs, one company (Allergy Technologies LLC) stepped up. While it is not uncommon for multi-national chemical manufacturers to fund research projects on new product technology with leading university researchers, it is not the norm for an emerging bed bug product supplier. To read the entire article, visit the [PCT website](#).

**PMP Magazine: Giving Bed Bug Research a Boost - Allergy Technologies Funds Grant for OSU Bed Bug Research**



Allergy Technologies LLC, manufacturer of ActiveGuard Mattress Liners for use against bed bugs and dust mites, is funding a second year of bed bug research at The Ohio State University (OSU) with a grant of more than \$100,000. Dr. Susan Jones, principal investigator on the project, leads the initiative and will put the grant money to use on a second year of research - an extension of the bed bug research that began last year. To read the entire article, visit the [PMP website](#).



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**The Bed Bug Authority**

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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**ActiveGuard March Madness!**



Allergy Technologies has its own version of

**March 2013**

**Litigation**



This month we take a look at one of the most serious aspects of bed bug infestations - the impact of litigation. While the cost to eliminate an infestation and the irreparable damage to brand reputation of a school, hotel or housing complex are well-documented, litigation seeking financial remedy is often the next phase. Awarded monetary damages can cripple an institution! Enjoy this month's issue as we probe into this serious side of pest control with regard to bed bugs and the mess they leave behind in the court system.

**Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country**

**Union-Leader:** ["Bed-bug bill passes House: parental rights amendment killed"](#) - The House Wednesday approved House Bill 482, which defines the responsibilities of landlords and tenants in addressing bedbug infestations. The bill draws from the New Hampshire ... [more](#).

**Daily Northwestern:** ["Resident complies with condominium association, throws out bedbug infested furniture"](#) - A resident of a Sherman Avenue condominium complex threw out his bedbug-infested furniture after the condominium association filed a complaint Jan. 22 ... [more](#).

**WXYZ TV:** ["McDowell Elementary School in Taylor to be fumigated for bugs"](#) - Amanda Booth is keeping a close eye on her son Tyler, looking for any sign that some creepy critters may have hitched themselves to him. She's very concerned after a teacher at McDowell ... [more](#).

**WLTX TV:** ["It's a Bed Bug Nightmare for Renters & Homeowners"](#) - Don't let the bed bugs bite. It may be a popular saying, but for many in the Midlands it's something they deal with every night. For new homeowners Justin Steadman and Fillisa Connely, they know just how difficult ... [more](#).

**Active Multimedia: KCCI ... Iowa Supreme Court Hears Appeal on Bed Bug Case**

college basketball's great tournament - this one revolving around the sales of *ActiveGuard* Mattress Liners by our distributors throughout the country from March through mid-April. Don't double dribble when you have a chance to score the winning basket for your team - order *ActiveGuard* today! Distributors ... contact our Sales Consultant [Kim Geissel](#) for more information about *ActiveGuard* March Madness.

### **Do you have an *ActiveGuard* story to tell?**

Looking to be featured in PMP Magazine as a profiled success story using *ActiveGuard*? Allergy Technologies is presently reviewing the success stories of PMPs who are using our liners as part of their bed bug control and preventative strategies. Selected PMPs will be interviewed for a future PMP Magazine spotlight and featured in upcoming editions of the 'The Bed Bug Authority' starting with our April 2013 issue. Let us know how *ActiveGuard* is helping your business make more money while killing more bed bugs. Email Helene Fantini [here](#) to tell your story.

**Purchase**



A battle over bedbugs has reached the Iowa Supreme Court. KCCI TV in Iowa covers the initial ruling to move the class action court case ahead.

### **The Legal Take: Bed bugs and Lawsuits?**

"In recent years, there has been a lot of talk and news coverage about tiny insects. Bed bugs, which had all but disappeared in this country, have come back with a vengeance as new and more eco-friendly insecticides are put to use on crops throughout the United States.

Better able to contend with the new variety of chemical warfare, the bed bugs are making their way into hotel chains, colleges, senior citizen housing, apartment buildings, and homes everywhere. This raises many questions about the responsibilities of the property owners ... "

To read the full article by "Powell & Espat," visit the [blog](#) on their website.

### ***ActiveGuard* "On the Road" in March!**

Here's where you'll find Allergy Technologies "On the Road" this March. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* Mattress Liners can help you.

**March 7 & 8** - NEPMA 2013 Spring Training Seminar & Exposition - Holiday Inn Taunton, Taunton, MA

**March 12** - NY State Pest Management Association Spring Conference & Trade Show - Radisson Hotel, New Rochelle, NY

**March 13** - NJPMA Spring Conference - Radisson Hotel, Piscataway, Piscataway, NJ

**March 14** - PA PMA Spring Seminar - Crowne Plaza - Trevoze, PA

**March 21** - Residex Customer Appreciation Day - Roselle Warehouse, Rochelle, NJ

**March 26** - Residex Customer Appreciation Day - Ashland Warehouse, Ashland, VA

### **Chicago Tribune Feature: Chicago bedbug crackdown needs work, aldermen say**

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# Chicago Tribune

Chicago landlords, tenant advocates and aldermen agreed Tuesday that the city needs to take on a proliferating bedbug population but failed to agree on the approach.

The bedbug issue surfaced during a three-hour hearing held by two City Council committees mulling a proposed ordinance that would allow fines of up to \$1,000 a day against landlords who fail to take the required steps to wipe out bedbug infestations.

To read the full article, visit the Chicago Tribune [website](#).

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[Dorm Swarm: How to spot, prevent and treat bed bugs](#)

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**NPMA: Tips for Bed Bugs in Universities & Schools**

Bed bugs thrive in universities because there are many people in a confined space. For instance, college dorm rooms can provide a perfect environment for an infestation. In fact, in a [recent survey](#) by the

## February 2013

## Schools & Universities



Bed bugs continue to be a major problem throughout this country, from residences to hotels; in public places such as libraries, retail stores and warehouses; and, in office buildings. But one area where everyone is seeing an upsurge in bed bug activity is in schools, from elementary to university settings and everything in between! In this month's issue of

'The Bed Bug Authority' we take a look at some of these recent incidents as well as an in-depth profile on how to battle against the pest. In addition, we have Orkin's yearly ranking of the top bed bug cities in the country ... guess who is number one!? Read below to find out!

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**PCT Online:** ["Chicago Named Top City for Bed Bugs"](#) - Orkin has just released its rankings of U.S. cities in order of the number of bed bug treatments from January to December 2012. The "Windy City" of Chicago tops the list, followed by Detroit, Los Angeles, Denver and ... [more](#).

**The Daily at UW:** ["UW libraries say bedbugs are gone from library books"](#) - Library books previously infested with bedbugs are now declared free of the insects, according to UW Libraries. The bugs were discovered in approximately 10 books last August ... [more](#).

**CapitalNewYork.com:** ["Where's Roscoe? Bed Bugs infest 'Wall Street Journal' headquarters"](#) - Wall Street Journal employees began their day this morning with a bit of a headscratcher. (More of a head-to-toe scratcher, really.) "I wanted to let you know that on Friday ... [more](#)."

**KENS-5 TV:** ["Bed bugs force maid of honor to leave San Antonio early"](#) - A woman in town to be the maid of honor at her sister's wedding says she cut her trip short after being attacked by bed bugs at a local hotel. The woman's brother-in-law ... [more](#).

## Active Multimedia: Rutgers University ... "The Menace in the Mattress" Award-Winning Video

NPMA, 35% of pest control professionals indicated that they have encountered infestations of bed bugs in college dormitories.

To read more, click [here](#).

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### Watch & Share our YouTube Video "ActiveGuard in Action!"



Menace in the Mattress

From Rutgers University, this video was the winner of the 2009 ESA (Entomological Society of America) YouTube Your Entomology contest in the Instruction category. The video explains what bed bugs are, how they feed, where they live, and how to look out for them.

**DID YOU KNOW ...** Installing ActiveGuard on beds at home is a perfect way to prevent against full blown infestations occurring when your students bring unsavory visitors home from campus or school? This small investment might save you thousands of dollars and a great amount of time, frustration and anxiety should bed bugs be introduced into your home. If your student is living away from home during the academic year, why not provide them with an ActiveGuard for their school bed to keep them safe and confident?

## Bed bugs are attacking the country's schools, and making headlines while doing so!

**WAVY-10 TV:** ["Bed bugs detected at Portsmouth schools"](#) - Two Portsmouth schools were treated for bed bugs over the weekend following separate incidents. According to Director of Operations Nita Mensia-Joseph, a student at I.C. Norcom High School ...[more](#).

**Middletown Patch:** ["Principal: Bed Bug Found at Middletown Elementary an Isolated Case"](#) - Jon Romeo of Macdonough Elementary School used the Honeywell alert system and a written note home with students to alert parents that although the insect was found, pest control ... [more](#).

**The Citizen:** ["Auburn school district takes steps to prevent bedbugs"](#) - The Auburn Enlarged City School District is taking steps to prevent a bedbug infestation after discovering a bedbug in the high school girls locker room. Superintendent Constance Evelyn said to call the lone bedbug ... [more](#).

**Hamilton Spectator:** ["Don't let the bed bugs bite - at school, the hospital or the library"](#) - John and Jennifer Legare couldn't believe their eyes - a bedbug was crawling up their six-year-old son's intravenous tube at McMaster Children's Hospital. The bug was bright red ... [more](#).

## ActiveGuard "On the Road" in February!

Here's where you'll find Allergy Technologies "On the Road" this February. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a

To watch the video, visit our [YouTube channel](#).

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**Join Our List**

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time to discuss how *ActiveGuard* Mattress Liners can help you.

**February 12-14, 2013** - Copesan Conference & Vendor Expo - Florida Hotel & Conference Center, Orlando, FL

**February 13, 2013** - Residex Health Summit 2013 - National Conference Center, East Windsor, NJ - Joseph Latino of Allergy Technologies presents with Dr. Susan Jones, The Ohio State University; "Bedbug Management - Impact of Bedbugs and Delusory Parasitosis and PCO Perspective"

**February 20 & 21, 2013** - Delaware Pest Control Association 54th Annual Short Course - University of Delaware's Clayton Hall, Newark, DE

**February 26, 2013** - Pennsylvania Pest Management Association Central Division Winter Conference, Mechanicsburg, PA

**February 28, 2013** - LIPCA Winter Workshop - The Hilton Long Island, Long Island, NY

### **CollegeView Article: Dorm Swarm ... How to spot, prevent and treat bed bugs**

Sure, it's annoying when friends overstay their welcome, but no uninvited houseguest is more infuriating than bedbugs. These dastardly critters, long associated with medieval times, have made a strong resurgence, with infestations reported nationwide in hotels, movie theaters, restaurants, homes, and yes, even college dorms.

To read the full article, visit the CollegeView [website](#).

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*ActiveGuard* Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment or any bed bugs re-introduced after treatment has been concluded.

*ActiveGuard*™ Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics. For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





**Active Guard™**

*Mattress Liners for Use Against Bed Bugs & Dust Mites*

# The Bed Bug Authority

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**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

## NPMA Follow-Up!

thepestworld2012 experience

A special note to our VIP friends in the pest management industry who reached out to Allergy Technologies to say thanks for the gifts we recently mailed out to those who attended our gala event at NPMA in Boston - "You're Welcome!" We were proud to host such a successful industry gathering and to those who didn't attend, "We hope you can join us in Arizona next year at PestWorld 2013!"

## December 2012

## Bed Bug Research / Treatment



University by Allergy Technologies LLC is announced.

As we wrap up the year with our final e-Newsletter of 2012, we're taking a look at advances in bed bug treatments through research efforts. While bed bug infestations nationwide remain at an all-time high, so does the industry's efforts to develop new and innovative solutions for bed bug control. Also, Year Two of a large pest control research grant to The Ohio State

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Yahoo Finance:** ["The Unexpected Cost of Bed Bugs"](#) - Recently the National Pest Management Association and the University of Kentucky published *Bugs Without Borders*, a 2011 study of pest management professionals in the U.S. The results are scary ... [more](#).

**The New York Times:** ["A Dark and Itchy Night"](#) - READING in bed, once considered a relatively safe pastime, is now seen by some as a riskier proposition. That's because bedbugs have discovered a new way to hitchhike in and out of beds: library books ... [more](#).

**KTLA TV (Los Angeles):** ["Owners of Park La Brea Respond to Bedbug Claims"](#) - Just looking at bed bugs is enough to make your skin crawl. Residents of Park La Brea Towers in Los Angeles' Fairfax District say they're living with the bloodsuckers ... [more](#).

## Active Multimedia: Cornell Research Presentation: Part 3 - How to Get Rid of Bed Bugs



### iPad Winner Revealed!

The winner of the iPad giveaway from our "Take the *ActiveGuard* Challenge" promotion is ... Coming in our January issue! Be sure to read the January e-Newsletter to see who took home the iPad compliments of Allergy Technologies.

### Purchase *ActiveGuard* Online Today!

Looking to purchase *ActiveGuard* Mattress Liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

### Watch & Share our YouTube Video "ActiveGuard in Action!"



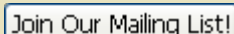
To watch the video, visit our [YouTube channel](#).

### Follow & Like *ActiveGuard* on Facebook, Linked In & Twitter!



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Join Our List



Part three in a presentation series from Jody L. Gangloff-Kaufmann of Cornell University. This third video focuses on how to get rid of bed bugs.

## Advances in Bed Bug Treatments: Read about the Newest Research Efforts!

**Bloomberg Businessweek:** "[Bed Bugs Dying After Merck Drug Suggests Possible Weapon](#)" - Bed bugs died after feeding on people treated with Merck & Co.'s (MRK) Stromectol, a treatment typically used against parasitic worms ... [more](#).

**Orkin:** "[Bed Bugs, Ants Top List of Healthcare Facility Pest Control Concerns](#)" - Survey results released by Orkin and the Association for the Healthcare Environment (AHE) reveal that bed bugs are still finding their way into healthcare facilities ... [more](#).

**PCT Online:** "[Dressing U.S. Troops to Safeguard Against Insect Attacks](#)" - Outfitting soldiers with clothing that effectively repels or kills insects is one of the strategies U.S. Department of Agriculture (USDA) scientists are using to help protect U.S. military ... [more](#).

**Penn State Live:** "[Natural fungus may provide effective bed bug control](#)" - "And don't let the bedbugs bite" is no longer a harmless adage. In reality today, these bloodthirsty bugs infest thousands of homes. According to a team of Penn State entomologists, ... [more](#).

**PCT Online:** "[\[University Research\] Bed Bug 'Bug Bombs' Busted!](#)" - "Research out of Ohio State finds foggers have little impact on modern-day bed bugs due to the brief exposure times, their relatively low concentrations of pyrethrins and/or pyrethroids, and their lack of residual activity ... [more](#).

## Allergy Technologies LLC Continues Funding Bed Bug Research at The Ohio State University with a 2<sup>nd</sup> Year \$100,000+ Research Grant

Allergy Technologies LLC, manufacturer of *ActiveGuard*™ Mattress Liners, is funding a second year of bed bug research at The Ohio State University with an additional \$100,000+ grant. This grant is an extension of last year's support by the Company that enabled the launch of this essential research initiative.

To read more, visit the Allergy Technologies' [blog](#) or view the Boston Globe [article](#).



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## The New ActiveGuard Ad Campaign Continues!



Under the direction of its exclusive hospitality distributor, Hospi-Tel, a new and provocative advertising campaign in the hotel

## November 2012

## PestWorld 2012 Recap



Didn't make it to PestWorld 2012 in Boston last month? We've put together a great recap, from industry events to hard-core news. Along with other major manufacturers, Allergy Technologies exhibited at the show and hosted one of the premier social events for PMPs. Learn more about PestWorld and how to make more money from your bed bug

work with ActiveGuard by reading this month's e-Newsletter!

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**The Patriot News:** "[Bed Bugs cleared from Hershey Medical ...](#)" - A spokesman for the Penn State Milton S. Hershey Medical Center said exterminators have treated three rooms ... [more](#).

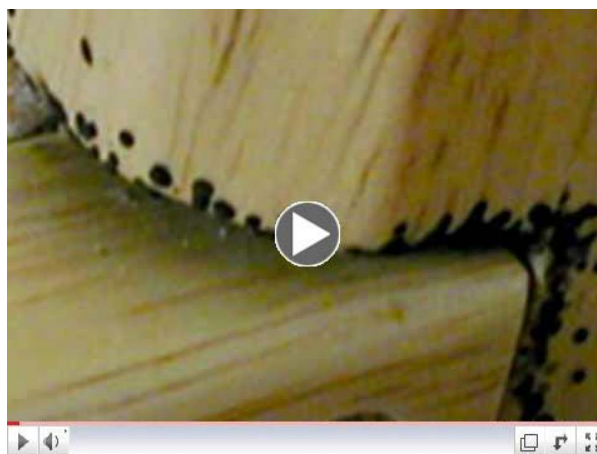
**KRDO TV Colorado Springs:** "[Dogs help in fight against bed bugs](#)" - Pest control companies in Colorado are using dogs to find bed bugs. In the past eight months ... [more](#).

**Huffington Post:** "[Bed Bug Habits Revealed in New Study](#)" - A new study examines the feeding patterns of bed bugs -- and the impact they can have on humans' blood after ... [more](#).

**News9 TV Tulsa:** "[Third OKC Apartment Complex Reports Bed Bugs](#)" - The bed bugs are back! Recently News 9 told you about two apartment complexes with infestations ... [more](#).

## Active Multimedia: Cornell Research Presentation: Part 2 - Identifying and Inspecting for Bed Bugs

industry will be launched shortly! Here's the third of the three ads in this new series!



Bed bugs Part 2: Identifying and inspecting for bed bugs

### **Purchase ActiveGuard Online Today!**

Looking to purchase ActiveGuard Mattress Liners? It's easy to buy ActiveGuard online, just click [here!](#)

Part two in a presentation series from Jody L. Gangloff-Kaufmann, PhD of Cornell University. This second video focuses on identifying and inspecting for bed bugs.

### **Watch & Share our YouTube Video "ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel.](#)

### **How to Make More Money on Bed Bug Work**

PMPs are happily discovering they can make more money on bed bug work by incorporating ActiveGuard Mattress Liners into their active control and preventative strategies. PMPs are no longer passively trapping bed bugs, hoping they don't escape; ActiveGuard kills them 24/7 for two years.

Here are just a few ways active liners can improve your bottom line: ([read more](#)).

**Follow & Like ActiveGuard on**

## **PestWorld 2012 News & Highlights!**

Pest Management Professionals gathered in mid-October for four days to attend NPMA's PestWorld 2012 trade show in Boston. Here are some of the highlights:

**Cirkil Launched:** [Terramera](#), a developer plant-based bioscience products for pest management, announced the launch CIRKIL CX Insecticide and Ovicide Concentrate and CIRKIL RTU Ready-to-Use Insecticide and Ovicide ... [more](#).

**Residex Sales Training:** Distributor Residex was highlighting a promotion in which it was raffling off a free session with Patrick Quigley, a premier sales trainer. The session, according to the promotion, was valued at \$1,800 ... [more](#).

**Allergy Technologies Party:** Manufacturer Allergy Technologies held an industry social gathering for about 150 PMPs on Thursday, October 18<sup>th</sup>. The event brought together PMPs from around the country in an informal setting in which they could discuss industry issues ... [more](#).

**PCT Leadership Awards:** PCT and Syngenta recognized the Crown Leadership Award winners at NPMA PestWorld during a special ceremony on Thursday. The awards spotlight individuals who have contributed positively to the growth ... [more](#).

**NPMA Strategic Plan:** More than 3,000 attendees representing 65 countries traveled to Boston, last week, for PestWorld 2012, NPMA's annual conference and tradeshow. As part of Wednesday's opening ceremony, NPMA President Laura Simpson provided ... [more](#).

## **ActiveGuard "On the Road" in November!**

Here's where you'll find Allergy Technologies "On the Road" this month. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

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**November 8, 2012** - 10<sup>th</sup> Edition NY Pest Expo - The Armory, 216 Fort Washington Avenue, NYC

**November 12 - 13, 2012** - Pennsylvania Pest Management Association - 2012 Annual Fall Conference - Crowne Plaza - King of Prussia, PA

**November 15, 2012** - NJPMA Fall Conference - Radisson Hotel, Piscataway, NJ

**November 28 - 30, 2012** - 2012 Pest Alliance Show (sponsored by the Texas Pest Control Association and NPMA) - Doubletree by Hilton, Houston Intercontinental Airport, Houston, TX.



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[Article: 7 Major Reasons why Commercial Sales Reps are Failing](#)

## PestWorld 2012!!



Visit the Allergy Technologies' booth at PestWorld 2012! If you'll be attending NPMA PestWorld in Boston this month, ActiveGuard Mattress Liners will be the focus of booth #3011! Come meet our team and learn how you can make more money on your bed bug work by using ActiveGuard!



You cannot afford to miss seeing us there!

**THE HIT LIST:**  
**Is Your Hotel rated on the Web as "Bed Bug Infested?"**

## October 2012



of ways. Plus, ActiveGuard represents a novel preventative approach with huge upsell opportunities to many of the client sectors you presently service. Read this month's e-Newsletter for more details! Also, visit the Allergy Technologies' booth (#3011) if you're attending PestWorld 2012 in Boston this month! We'll see you there!!!

## How to Make More Money

Want to learn how to make more money with your bed bug work? Allergy Technologies has **THE** solution: ActiveGuard Mattress Liners - proactive, standalone liners that kill bed bugs and dust mites, and continue killing for up to two years! Adding these liners to your active bed bug infestation treatment program can improve your service, sales and bottom line in a number

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Lebanon Daily News:** "[Carroll Community College finds bed bugs ...](#)" - Bed bugs were found in three rooms in Carroll Community College, the first time such critters have been discovered in the college, according to college officials ... [more](#).

**LISNews:** "[Bed bugs arrive in county library's mail](#)" - Library Director Allison Arnold said bed bugs caught a ride into the Port Huron branch of the library Tuesday with a package of materials that had been borrowed... [more](#).

**WNYT TV Albany:** "[Bed bugs return to the Spa City](#)" - But the exterminator recently came back to deal with more bed bugs. Management said they expected some of the bed bugs to return and the only way to deal with them is eternal vigilance ... [more](#).

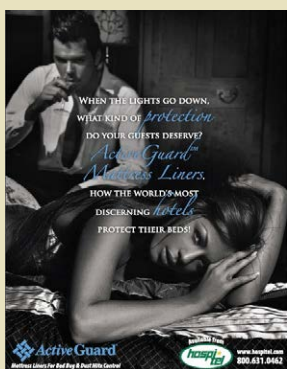
**Lewistown Sentinel:** "[Bed bugs force Shelter to Renovate](#)" - Shelter Services of Lewistown is undergoing a total renovation of the second and third floor dormitories due to bedbug infestations ... [more](#).

## Active Multimedia: Cornell Researcher Gives Presentation: What is a Bed Bug?



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

### The New ActiveGuard Ad Campaign Continues!



Under the direction of its exclusive hospitality distributor, Hospi-Tel, a new and provocative advertising campaign in the hotel industry will be launched shortly! Here's the second of the three ads in this new series!

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### Watch & Share our YouTube Video "ActiveGuard in Action!"



### Bed Bugs Part 1: What is a Bed Bug?

Dr. Jody L. Gangloff-Kaufmann from Cornell University gives the Home and Garden Information Center a presentation about bed bugs.

### How to Make More Money on Bed Bug Work

Pest Management Professionals are happily discovering they can make more money on bed bug work by incorporating ActiveGuard Mattress Liners into their active control and preventative strategies. PMPs are no longer passively trapping bed bugs, hoping they don't escape; ActiveGuard kills them 24/7 and continuously for two years.

Here are just a few ways active liners can improve your bottom line: ([read more](#)).

### ActiveGuard "On the Road" in October!

Here's where you'll find Allergy Technologies "On the Road" this month. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

**October 3-4** - Virginia State Technical Meeting  
Sheraton Richmond Park South Hotel - Richmond, VA

**October 17-20** - NPMA PestWorld  
John B. Hynes Convention Center (Booth #3011) - Boston, MA

**October 23-25** - Personalized Visits to Pest Management Professionals  
District of Columbia, Maryland and Virginia - [call to make an appointment for us to visit](#)

**October 30** - NYS Pest Management Association Fall Conference  
Radisson Hotel - New Rochelle, New York

**October 31** - New Jersey Pest Management Association Fall Conference  
Radisson Hotel - Piscataway, NJ

### 7 Major Reasons Why Commercial Sales Reps are Failing ... By Patrick Quigley

The Commercial Sales Position is arguably the most difficult position to fill



To watch the video, visit our [YouTube channel](#).

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in a Pest Management Business. (If you are struggling with this - you're not alone). It can also be the most expensive if not orchestrated correctly. Companies routinely spend - and waste - upwards of \$50,000 or more on this position - and that amount doesn't take into consideration the owner's time, production loss, and field training days.

To read more of Pat Quigley's article, click [here](#).

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Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

## PestWorld 2012 Preview



October 17-20, pest management's best and brightest will be in Boston "talking shop" at PestWorld 2012 ... Allergy Technologies will be there in a big way! We'll be exhibiting at the trade show and we've got an exclusive after hours VIP social event that is sure to make the trip worthwhile! Look for more soon in the mail or to inquire about it, click [here](#).

**Watch & Share our**

## September 2012

## PestWorld Preview



Fall is literally right around the corner, and that means NPMA's PestWorld 2012 isn't that far behind! We've got a little preview of Allergy Technologies' plans for the show in this month's issue. Also, college is back in full swing so we have a strong piece offering tips and advice to college students about dealing with bed bugs. We also have a final reminder about

the ActiveGuard Challenge - which has been extended through the end of September. One more month to get your entries in for our iPad giveaway!

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**Port Huron Times Herald:** ["Bed Bugs arrive in County Library"](#) - Library Director Allison Arnold said bed bugs caught a ride into the Port Huron branch of the library with a package of materials that had been borrowed through the Library for the Blind and Physically Handicapped ... [more](#).

**Boston.com:** ["Allston Brighton group will tag bed bug warnings to ..."](#) - As part of an annual effort to welcome residents moving into the neighborhood this week, members of the nonprofit Allston Brighton Community Development Corporation plan to tag furniture discarded outdoors with warnings about bed bugs ... [more](#).

**Brick Underground:** ["About that bed bug insurance bill ..."](#) - In 2010, in the heat of public panic over New York's bed bug epidemic, State Assemblyman Dov Hikind sponsored a bill that would require insurance providers to cover costs associated with bed bug infestation ... [more](#).

**CBS 10TV Columbus:** ["Columbus Division of Fire Battling Bed Bugs"](#) - The Columbus Division of Fire is working to knock down a bed bug problem at fire stations. "In three engine houses we have found approximately nine live bugs and close to 16 dead ones," Columbus Division of Fire Battalion Chief Michael Fowler said ... [more](#).

**Cape Cod Times:** ["Apartment Unit Treated for Parasites"](#) - After spraying a Choate Lane apartment for bed bugs, officials at the Falmouth Housing Authority believe they have beaten the tiny parasites ... [more](#).

## Active Multimedia: CHEX Newswatch TV Report on the Local Bed Bug Problem

**YouTube Video**  
**"ActiveGuard in Action!"**



To watch the video, visit our [YouTube channel](#).



CHEX TV (Ontario, Canada) gives this report on the state of bed bugs and the effect they have on public health in this almost three-minute news feature.

**ActiveGuard Challenge**  
**Extended!!**



Did you know that the *ActiveGuard* Challenge has been extended through the end of September? There is still ample time to enter to win our iPad giveaway as part of the promotion when you buy *ActiveGuard*. For more information, click [here](#)!

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**Colleges and Bed Bugs: Tips & Advice**

What to Do IF YOU SUSPECT you HAVE Bed Bugs

First...Do Not Pass Go...Do Not Collect \$200...contact 'Resident Life' or its equivalent on campus!!! Nationwide, student housing departments are sensitized to this issue and react to this problem quite seriously; they will in turn contact their licensed pest control operator immediately.

Click [here](#) to read the full article.

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**September 5-7** - North American Bed Bug Summit  
Red Rock Hotel, Las Vegas, NV Booth #405

**September 13** - Pennsylvania Pest Management Association Fall Seminar, Crowne Plaza, Trevese, PA

**September 18** - Connecticut Pest Control Association Fall 2012 Seminar  
Crowne Plaza, Berlin, CT

**September 29** - Long Island Pest Control Association (LIPCA)  
Fall Workshop, The Hilton Long Island, Melville, NY

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*ActiveGuard*<sup>™</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics. For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





**ActiveGuard™**

Mattress Liners for Use Against Bed Bugs & Dust Mites

# The Bed Bug Authority

## In This Issue

[Visit Us on Facebook!](#)

[Bed Bug News -- From Around the Country!](#)

[Multimedia: National Geographic Bed Bug Video](#)

[Survey: Tell us about your bed bug experiences](#)

[ActiveGuard 'On the Road'](#)

**THE HIT LIST:**  
**Is Your Hotel rated on the Web as "Bed Bug Infested?"**



Did you know that the damage caused to a hotel's reputation by being listed on [Trip Advisor](#) or [The Bed Bug Registry](#) can have a tremendous effect on your bottom line? Check to see if you are listed online already!

**Active Download: the "PMP's Guide to Making Money with ActiveGuard" Sell Sheet (PDF)**

## August 2012

## New Design & Content!



Welcome to the first official issue of The Bed Bug Authority, Allergy Technologies' re-named e-Newsletter that brings a new, fresh approach to the world of bed bugs and how we all approach it. You'll notice in every issue a healthy dose of hot news stories, product literature downloads, features and links to sites like The Bed Bug Registry. Happy reading!

## Hot off the Press!! A Recap of This Month's Top Bed Bug News from Around the Country

**PCT Magazine:** ["Allergy Technologies Announces ActiveGuard Challenge"](#) - During the months of July and August, we are challenging PMP's to switch just one bed bug account over to *ActiveGuard* Mattress Liners and see the positive impact we can have on your bottom line ... [more](#).

**MarketWatch:** ["Bed Bugs 101: Combatting Infestations on Campus"](#) - Students heading off to college for the 2012-13 school year will bring a combination of practical and decorative accessories to outfit their dorm rooms ... [more](#).

**PMP Magazine:** ["Terminix: Bed bug activity is 70 percent commercial, 30 percent residential"](#)- Terminix has seen an increase in the prevalence of bed bugs in most states since releasing its first Most Bedbug-Infested Cities ranking in 2010. Just announced ... [more](#).

**ABC 13 News (Houston):** ["Protect Your Pets from Bed Bugs While Traveling"](#) - While bed bugs don't tend to live on pets long term like fleas and ticks, that doesn't mean your pet can't bring them home ... [more](#).

**Sport Live:** ["London Games Visitors Warned of Stowaways"](#) - Bed bugs are tiny blood-sucking insects that do not transmit disease but leave their victims itchy. Bed bugs were a thing of the past in most Western countries by the early 1990s, but ... [more](#)

## Active Multimedia: Watch this 2-Minute National Geographic Clip on Bed Bug Tendencies!

**A PMP's Guide to Making Money with ActiveGuard™ Mattress Liners and Bed Bugs**

Bed Management Professionals are highly motivated when an added revenue stream on bed bug work is discovered. ActiveGuard™ Mattress Liners are the most powerful, proven, and safe way to prevent bed bugs from infesting your mattress. ActiveGuard Mattress Liners are the most powerful, proven, and safe way to prevent bed bugs from infesting your mattress. ActiveGuard Mattress Liners are the most powerful, proven, and safe way to prevent bed bugs from infesting your mattress.

**How to Sell ActiveGuard:**

- Investigate all residential and commercial bed bug infestations. Liners can be sold alone or in conjunction with treatments.
- Use liners on the mattress or box spring to protect the bed from bed bugs. ActiveGuard Mattress Liners are the most powerful, proven, and safe way to prevent bed bugs from infesting your mattress.
- ActiveGuard Mattress Liners are the most powerful, proven, and safe way to prevent bed bugs from infesting your mattress.

© 2012 ActiveGuard Technologies, Inc. All rights reserved. ActiveGuard is a registered trademark of ActiveGuard Technologies, Inc. All other trademarks are the property of their respective owners.

Looking to make more money on your bed bug work? Let ActiveGuard Mattress Liners help you increase profits and retain customers. View our new sell sheet [here!](#)

### Active Poll: Where do you perform the majority of your bed bug jobs?



Click on the image above to take the August poll!

### Watch & Share our YouTube Video "ActiveGuard in Action!"



To watch the video, visit our [YouTube channel](#).

### Follow & Like ActiveGuard on Facebook, Linked In & Twitter!



Watch this quick clip by National Geographic that provides a great overview on bed bugs -- your customers might want to see it too! It's a good selling tool on the tendencies of bed bugs and how they enter the home and infest!

### Survey Says? Take the August Survey to Share Your Recent Bed Bug Experiences

Our first survey is out the door, please share feedback about your recent bed bug experiences. To take the survey, click [here](#).



### ActiveGuard "On the Road" in August!

Here's where you'll find Allergy Technologies "On the Road" this month. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

**August 16 (NJPMA)** - 65<sup>th</sup> Annual Trade Show & Clambake, 8:30 am - 5 pm, Cook College Campus of Rutgers University, New Brunswick, NJ

**August 30 (DIG)** - Diversified Real Estate Investor Group Trade Show & Vendor Night, 6 pm - 9 pm Holiday Inn, Fort Washington, PA

ActiveGuard Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Join Our List

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bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment or any bed bugs re-introduced after treatment has been concluded.

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Try it FREE today.



Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Students & Universities Battle Bed Bugs!](#)

[Take the ActiveGuard Challenge!](#)

[ActiveGuard 'On the Road' in July!](#)

**Watch & Share our YouTube Video "ActiveGuard in Action!"**



Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

**Purchase ActiveGuard Online Today!**

Looking to purchase ActiveGuard Mattress Liners? It's easy to buy ActiveGuard online, just click [here](#)!

**Look for a new ActiveGuard ad Campaign in the Hotel Sector!**

## Issue: July 2012

## Colleges & Universities

**Hello,**



As we move into the heart of summer, it is time to look towards the upcoming fall semester to explore how ActiveGuard Mattress Liners can make a difference in residential life at the college and university level. In dormitories, students need the best tools possible to be able to stay 'bed

bug free' considering the high turnover and close proximity of roommates in this setting - that's where ActiveGuard fills a major void left by encasements.

Also this month, a reminder for Pest Management Professionals about the ActiveGuard Challenge - make sure to read how you can win an iPad simply by choosing to use ActiveGuard Mattress Liners in at least one bed bug account during the months of July and August!

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Students & Universities Battle Bed Bugs in Dormitories



Bed bug infestations in colleges and universities are dramatically rising throughout the country. With students changing housing locations on a regular basis, this transient environment increases the likelihood of bed bug migration to other rooms and beyond...back to their families during breaks throughout the year. As a result, schools are prime candidates for bed bugs challenges and those being affected will suffer not only in reputation, but increased risk to litigation and perhaps in declining housing revenues.

Despite parents and college administrators having enough on their plates



Under the direction of its exclusive hospitality distributor, Hospi-Tel, a new and provocative advertising campaign in the hotel industry will be launched shortly! Look for these new ads soon!

**Q&A: Who Can Use ActiveGuard?**

The entire family can enjoy the benefits of ActiveGuard! As of changes affected by the EPA on December 28, 2011, everyone from infant to toddler to adult can be protected by ActiveGuard and sleep with confidence.

**Q&A: Don't Encasements Kill Dust Mites?**

Encasements work by fully enclosing your mattress with plastic or tight woven material. House dust mites and their allergens are therefore confined within the encasement, where they continue to live and breed while you are sleeping. To work effectively, encasements must be washed regularly (at least once every month or so) to remove any dust mites and allergens that have started to reform on the encasement's surface.

**Follow & Like ActiveGuard on Facebook, Linked In & Twitter!**

already, pro-active pest control at the college level now has ascended from a concern to a necessity! There is only one product that provides the confidence and security in removing bed bugs from university bedding -- ActiveGuard Mattress Liners!

ActiveGuard Mattress Liners not only kill bed bugs dead within 72 hours and continuously for two years, but they are so easy to install a student can do it in less than one minute! To learn more about how ActiveGuard can help protect your student, dormitory and family, visit [Allergy Technologies](http://AllergyTechnologies.com).

**'Take the ActiveGuard Challenge' for a Chance to Win an iPad!**



Allergy Technologies knows that time is money for Pest Management Professionals. During the months of July and August, we are challenging PMP's to switch just one bed bug account over to ActiveGuard Mattress Liners and see the positive impact we can have on your bottom line.

For complete contest details and to enter online visit: [www.allergytechnologies.com/ActiveGuardChallenge](http://www.allergytechnologies.com/ActiveGuardChallenge).

**ActiveGuard "On the Road" in July!**

Here's where you'll find Allergy Technologies "On the Road" in July. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

Residex Invitation Only Event  
 "ActiveGuard: A Key to Making More Money with Bed Bugs"  
 Wednesday, July 25, 2012, 5:30-8:30 pm  
 Residex Solution Center  
 Blackwood, NJ

2012 Carolinas/Mid-Atlantic Summer Conference  
 Thursday / Friday, July 26-27, 2012  
 Westin Hilton Head Island Resort & Spa  
 Presented by the NPMA  
 Hilton Head Island, SC  
 Booth #21

Residex Invitation Only Event  
 "ActiveGuard: A Key to Making More Money with Bed Bugs"  
 Friday, July 27, 2012, 10-11 am  
 Residex Solution Center  
 Roselle, NJ

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twitter



Click on the links above  
to visit our social media  
sites and learn more  
about *ActiveGuard*.

#### Join Our List

Join Our Mailing List!

*ActiveGuard* Vendor Presentation  
NYS Pest Management Coalition  
Tuesday, July 31, 2012, 9 am - 5 pm  
Queen's County Farm  
73-50 Little Neck Parkway  
Glen Oaks, NY

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*ActiveGuard* Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment or any bed bugs re-introduced after treatment has been concluded.

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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Take the ActiveGuard Challenge!](#)

[ActiveGuard 'On the Road' in June!](#)

## Purchase ActiveGuard Online Today!

Looking to purchase ActiveGuard Mattress Liners? It's easy to buy ActiveGuard online, just click [here!](#)

## Watch & Share our YouTube Video "ActiveGuard in Action!"



Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

## Q&A: Who Can Use ActiveGuard?

The entire family can enjoy the benefits of ActiveGuard! As of changes affected by the EPA on December 28, 2011, everyone

## Issue: June 2012

## Take the ActiveGuard Challenge

Hello,



Are you ready to make more money this summer from your bed bug work? This month we invite you to **'Take the ActiveGuard Challenge,'** which rewards customers for purchasing ActiveGuard Mattress Liners! Read below to learn more about the ActiveGuard Challenge and

how you can win an iPad simply for purchasing ActiveGuard Mattress Liners during the months of July and August.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## 'Take the ActiveGuard Challenge' for a Chance to Win and iPad!



Allergy Technologies knows that time is money for Pest Management Professionals. During the months of July and August, we are challenging PMP's to switch just one bed bug account over to ActiveGuard Mattress Liners and see the positive impact we can have on your bottom line.

PMPs will receive one entry to win an iPad per purchase during the months of July and August. The winner will be announced on October 1st on the Allergy Technologies' website and Facebook page and will be notified via email and/or phone.

To learn more, read our [blog](#). For complete contest details and to enter online please visit our [website](#).

## ActiveGuard "On the Road" in June!

Here's where you'll find Allergy Technologies "On the Road" in June. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a

from infant to toddler to adult can be protected by *ActiveGuard* and sleep with confidence.

**Follow & Like  
*ActiveGuard* on  
Facebook, Linked  
In & Twitter!**

Find me on  
Facebook 

Follow me on  
twitter



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

**Join Our List**

Join Our Mailing List!

time to discuss how *ActiveGuard* Mattress Liners can help you.

Residex Invitation Only Event

"*ActiveGuard*: A Key to Making More Money with Bed Bugs"

June 20, 2012

Hicksville Solution Center

134 Charlotte Ave., Hicksville, NY

[NAA 2012 Education Conference & Exhibition](#)

June 28-30, 2012

Boston Convention Center

Boston, MA

Booth #236



*ActiveGuard* Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment or any bed bugs re-introduced after treatment has been concluded.

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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Pack ActiveGuard this  
Vacation Season!](#)

[EPA Issues New Label  
for ActiveGuard](#)

## Purchase ActiveGuard Online Today!

Looking to purchase ActiveGuard Mattress Liners? It's easy to buy ActiveGuard online, just click [here!](#)

## Q&A: Who invented ActiveGuard?

ActiveGuard Mattress Liners were invented by Philadelphian Sandra Shober and developed by a team of medical entomologists at the London School of Hygiene and Tropical Medicine. The product was introduced in Europe in the late 1990's and over 50,000 have been sold in Europe, Asia and the United States to kill dust mites for up to two years and to kill bed bugs in mattresses and boxsprings.

ActiveGuard Mattress Liners have been approved for sale in all 50 States in the U.S. Visit our [FAQ online](#) for more information.

## Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new

Issue: May 2012

Bed Bugs & Travel



Hello,

The vacation planning season is underway and there's one solution to protect your family and friends from bed bugs - ActiveGuard™ Mattress Liners! These thin, breathable liners come in four sizes that accommodate almost every size bed, take less than a minute to install and can be used multiple

times to protect you from bed bugs while staying in hotels, cruise ships, bed and breakfasts or any other vacation destination.

ActiveGuard Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Protect Your Family Trip from Bed Bugs: Remember to Bring ActiveGuard Mattress Liners!

With the school year ending soon and vacations being planned, the time to protect your family from bed bugs this travel season is now! Remember to purchase ActiveGuard Mattress Liners through online retail distributors, from any Pest Management Professional and directly from [Allergy Technologies](#).

YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

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ActiveGuard on  
Facebook, Linked  
In & Twitter!**

Find me on  
Facebook 

Follow me on  
twitter



Click on the links above to visit our social media sites and learn more about ActiveGuard.

**Join Our List**

Join Our Mailing List!



**Use ActiveGuard Mattress Liners from Allergy Technologies in hotels and other vacation destinations this summer to protect from bed bugs!**

The breathable, thin *ActiveGuard* liners can be installed onto a mattress by one person in less than a minute, and the liners are comfortable and provide security that no other mattress covering product can deliver. Unlike encasements that must be discarded once damaged and are prone to ripping and tearing, *ActiveGuard* continues to provide continual protection even in the unlikely event of a tear. *ActiveGuard* Mattress Liners are the only field-proven bedding product to kill bed bugs dead within 72 hours and continue to provide 24/7 protection for up to two years.

Learn more by reading the "About *ActiveGuard*" section at the [Allergy Technologies' Web site](#).

**\*\*\* Important Reminder \*\*\***

### **EPA Issues New Label for *ActiveGuard* Mattress Liners: Product Now Can Be Used by Persons of all Ages - State-wide Approval**

**The Environmental Protection Agency (EPA) issued a new label for *ActiveGuard*™ Mattress Liners, removing restrictions from its use. *ActiveGuard* can now be used by persons of all ages.**

*ActiveGuard*'s new labeling bearing NO age use restrictions was approved by the EPA in late December 2011 and has now been approved throughout the United States at the state level.

These changes make the use of *ActiveGuard* available to persons of all ages, including small children; to read the full press release, visit the Allergy Technologies' [blog](#).

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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[ActiveGuard at Buildings NY](#)

[The Los Angeles Times features ActiveGuard!](#)

[Allergy Technologies "On the Road"](#)

### Q&A: Are bed bugs for real?

Yes. Adult bed bugs are about the size of an apple seed, with the first juvenile forms hatching from eggs about the same size as a poppy seed. Bed bugs feed on the blood of warm blooded animals (mostly humans) and tend to feed at night when you are sleeping and then return to their hideaways, which are usually near the bed. Mattresses and boxsprings are among the bed bug's favorite places but the difficulty in treatment of bed bug infestations is that they also can hide behind headboards, in walls, behind pictures and even in computers and clock radios. That is why it is important to work with a bed bug professional. Visit our [FAQ online](#) for more information.

### Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called

Issue: April 2012

Buildings NY



Hello,

ActiveGuard Mattress Liners will be showcased at the Buildings New York trade show early next month so we preview the show in this month's e-newsletter. Also, read a recent Los Angeles Times article that features ActiveGuard Mattress Liners as a key tool for Pest Management Professionals to utilize as part

of a bed bug control strategy.

ActiveGuard Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## ActiveGuard™ Mattress Liners to be Spotlighted at Buildings NY on May 2-3



Buildings NY is a massive trade show targeting the most influential owners and general managers of small and mid-sized buildings - and ActiveGuard Mattress Liners is a featured exhibitor at the show on May 2-3, 2012 at the Javits Center in New York.

To learn more about ActiveGuard Mattress Liners and its exhibitor booth at Buildings NY, visit the [ActiveGuard exhibitor page](#) on the Buildings NY website.

## ActiveGuard™ Mattress Liners Featured in the Los Angeles Times!

"ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

**Buy ActiveGuard Online Today!**

Looking to purchase ActiveGuard mattress liners? It's easy to buy ActiveGuard online, just click [here!](#)

**ActiveGuard is now on Facebook, Linked In & Twitter!**



Click on the links above to visit our social media sites and learn more about ActiveGuard.

**Join Our List**

[Join Our Mailing List!](#)

# Los Angeles Times

The Los Angeles Times ran an article about bed bug control that featured the importance of active liners and specifically ActiveGuard Mattress Liners, manufactured by Allergy Technologies!

To read the full article, visit the [Los Angeles Times](#) website.

## Allergy Technologies "On the Road" in April!

During the month of April, the Allergy Technologies team is making special appointments for individual and tailored presentations to Pest Management Professional firms to discuss the features and attributes of ActiveGuard. Please contact [Helene Fantini](#) to arrange a date and time for us to visit and discuss how ActiveGuard Mattress Liners can assist you in achieving success in your active infestation and preventative treatment strategies.

**\*\*\* Important Reminder \*\*\***

### EPA Issues New Label for ActiveGuard Mattress Liners: Product Now Can Be Used by Persons of all Ages

The Environmental Protection Agency (EPA) issued a new label for ActiveGuard™ Mattress Liners, removing restrictions from its use. ActiveGuard can now be used by persons of all ages.

ActiveGuard's new labeling, approved by the EPA and now being routed for approval at the state-wide level, removed five restrictions from the previous label. These changes make the use of ActiveGuard available to persons of all ages, including small children.

To read the full press release, visit the Allergy Technologies' [blog](#).



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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Allergy Technologies & Hospi-Tel!](#)

[Allergy Technologies "On the Road"](#)

## Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

## Visit us on ...



Looking for another way to learn more about ActiveGuard Mattress Liners? Visit our new site on Pinterest. We'll have information about ActiveGuard Mattress Liners, including images and the "ActiveGuard in Action" video.

It's the hottest social media site online and now you can "pin" ActiveGuard Mattress Liners and follow Allergy Technologies! Visit the [ActiveGuard Pinterest page](#).

## Q&A: Who should

Issue: March 2012

Hospi-Tel & Pinterest

Hello,



Allergy Technologies LLC has some exciting news to share with you about the availability of ActiveGuard™ Mattress Liners. Read below to learn more about our new distribution partnership with Hospi-Tel that should not only lead to significant growth but enhanced availability of our product to the hospitality

industry. In addition, visit our new social media site on Pinterest!

ActiveGuard Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Allergy Technologies Signs Exclusive Agreement with Hospi-Tel to Distribute ActiveGuard™ Mattress Liners to the Hospitality Market



Allergy Technologies LLC has signed an exclusive distribution contract with Hospi-Tel, allowing it to represent and sell ActiveGuard™ Mattress Liners throughout the hospitality industry nationwide.

Hospi-Tel, a leading manufacturer and distributor of hospitality and healthcare products will exclusively represent ActiveGuard Mattress Liners to all hotels, motels and other lodging facilities throughout the country.

### use **ActiveGuard** Mattress Liners?

Anyone who has a known bed bug infestation or is concerned about preventing bed bug bites should consider using ActiveGuard Mattress Liners. Bed bug bites are painful, itchy, and can even cause allergic reactions. Bed bugs are becoming increasingly prevalent, and can easily spread between homes, apartments and hotel rooms. Bed Bugs feed on blood and, most commonly, bite people in their beds while they are sleeping.

Visit our [FAQ online](#) for more information.

### Buy **ActiveGuard** Online Today!

Looking to purchase ActiveGuard mattress liners? It's easy to buy ActiveGuard online, just click [here!](#)

### ActiveGuard is now on Facebook, Linked In & Twitter!



Click on the links above to visit our social media sites and learn more about ActiveGuard.

### Join Our List

[Join Our Mailing List!](#)

To read the full press release, visit the Allergy Technologies' [blog](#).

## Allergy Technologies "On the Road" in March!

Here's where you'll find Allergy Technologies "On the Road" in March. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard Mattress Liners can help you.

March 14-16, 2012

[2012 Tri-State Camp Conference](#)

"The Most Comprehensive Marketplace Targeting the Summer Camp Industry"

Atlantic City Convention Center

Atlantic City, New Jersey

Booth #714

March 21, 2012

Bed Bug Training Class

[Arrow Environmental Services](#)

Morganville, NJ

7 am - 9 am

March 22, 2012

Bed Bug Training Class

[Cowley's Termite & Pest Control](#)

Neptune City, NJ

7 am - 8 am

March 23, 2012

[Residex Annual Open House](#)

Blackwood Warehouse

Blackwood, NJ 08012

11 am - 3 pm

March 28, 2012

[Apartment Association of Greater Philadelphia](#)

2012 Trade Show & Education Conference

Lincoln Financial Field

Philadelphia, PA

10 am - 4 pm

Booth #154

March 29, 2012

[NJPMA Spring Conference](#)

Radisson Hotel - Piscataway

Piscataway, NJ

8 am - 4 pm

March 30, 2012

PPMANYC - Spring Fling VI

Russo's on the Bay

Howard Beach, Queens

7 am - 4 pm

ActiveGuard™ Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a

core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[EPA Issues New ActiveGuard Label](#)

[Like our Facebook & Be Profiled!](#)

[Allergy Technologies "On the Road"](#)

## Join Our List

[Join Our Mailing List!](#)

## Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

## Q&A: Can ActiveGuard be used as part of a preventative program?

One of the largest potential costs for transient populations like hotels and shelters is the replacement of beds and mattresses infested with bed bugs. The ease of use and ability to kill bed bugs in mattresses makes ActiveGuard an efficient tool for protecting new and used mattresses from

Issue: February 2012

New EPA Label



Hello,

Did you know that *ActiveGuard* mattress liners can now be used anytime, anywhere and by anyone? Use them at home for long-term protection or on the road in hotels and lodging facilities so that you can enjoy peace of mind during your travels. Learn more about

*ActiveGuard's* "anytime, anywhere" status in the article below about our new EPA label!

*ActiveGuard* Mattress Liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, *ActiveGuard* should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, *ActiveGuard* is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## EPA Issues New Label for ActiveGuard™ Mattress Liners: Product Now Can Be Used by Persons of all Ages



# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

The Environmental Protection Agency (EPA) issued a new label for *ActiveGuard*™ Mattress Liners, removing restrictions from its use. *ActiveGuard* can now be used by persons of all ages.

*ActiveGuard's* new labeling, approved by the EPA and now being routed for approval at the state-wide level, removed five restrictions from the previous label. These changes make the use of *ActiveGuard* available to persons of all ages, including small children.

bed bug infestation, while killing any bed bugs that might try to make the mattress their home. *ActiveGuard* is the only approved product of which we are aware that has the potential to stop an infestation before it establishes and proliferates, making it a great tool for apartments, hotels, houses, colleges and multi-occupant dwellings.

Visit our [FAQ online](#) for more information.

**Buy *ActiveGuard* Online Today!**

Looking to purchase *ActiveGuard* mattress liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

***ActiveGuard* is now on Facebook, Linked In & Twitter!**



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

To read the full press release, visit the Allergy Technologies' [blog](#).

**Like the Allergy Technologies' Facebook Page and Be Profiled in our Next e-Newsletter!**



Like our Facebook page and we'll happily like yours. Each month we're going to start profiling a customer using *ActiveGuard* Mattress Liners and how the product has assisted in the growth of that company's bed bug business. Like us on Facebook and let us know how you're using *ActiveGuard* today and you could be featured here starting in March!

Visit our [Facebook](#) page and then make sure you email us a link to your page so we can "like" you back. To confirm, send an email to [Helene Fantini](mailto:helene.fantini@allergytechnologies.com).

**Allergy Technologies "On the Road" in February!**

Here's where you'll find Allergy Technologies "On the Road" in late February. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* Mattress Liners can help you.

February 26-28, 2012  
[25<sup>th</sup> Annual NPMA Legislative Day](#)  
Renaissance Mayflower Hotel  
Washington, DC

February 29-March 12, 2012  
[NAA Student Housing Conference & Exposition](#)  
WYNN Las Vegas  
Las Vegas, NV  
Booth #101

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*ActiveGuard*<sup>TM</sup> Mattress Liners are covered under U.S. Patents 5,916,580, 6,214,365, 6,440,438 and pending patents. Allergy Technologies is a subsidiary of A. Carey Co. LLC, which focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit (SM) strategy, a portion of all *ActiveGuard* proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.

For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Hot off the Press!!  
ActiveGuard in the  
Media!](#)

[Allergy Technologies  
Supporting Local  
Pest and Hospitality  
Associations](#)

## Join Our List

[Join Our Mailing List!](#)

## Q&A: Who Should Use ActiveGuard Mattress Liners?

Anyone who has a bed bug infestation or is concerned about preventing bed bug bites should consider ActiveGuard mattress liners. Bed bug bites are painful, itchy, and can cause allergic reactions. Bed bugs are can easily spread between apartments, hotels and homes. Bed bugs feed on blood and bite people in their beds while they are sleeping.

Visit our [FAQ online](#) for more information.

## Buy ActiveGuard Online Today!

Looking to purchase ActiveGuard mattress liners? It's easy to buy ActiveGuard online, just click [here!](#)

**ActiveGuard is now  
on Facebook,  
Linked In &  
Twitter!**

**Issue: January 2012**

**ActiveGuard**



**Hello,**

Protection from bed bugs is a hot topic that the media continues to take more notice of every single day! Read more details below about ActiveGuard mattress liners in the Journal Sentinel article. It's the first of many expected to focus on our mattress liners in 2012!

ActiveGuard mattress liners kill bed bugs within 72 hours, even for those resistant strains studied! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adult bed bugs, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Hot Off the Press! ... Read Coverage of ActiveGuard Mattress Liners in the Media



Allergy Technologies is vigorously spreading the word about its ActiveGuard mattress liners! The media is taking note, posting ActiveGuard articles on hundreds of media sites during the last few months.

Large, respected news outlets like the Journal Sentinel of Milwaukee and The Morning News in Dallas have been running an article that touts the benefits of using an "active" liner -- i.e. ActiveGuard.

To read more, visit the article on the Journal Sentinel [website](#).

**Look for the ActiveGuard Ad Campaign in  
Hospitality and Pest Management Association**

## Newsletters & e-News Blasts in 2012

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).



Pest Management · Hotels & Motels · Single & Multiple Unit Dwellings · Universities · Transient Shelters · Cruise Lines

Nothing says "Welcome!" more than a room that is bed-bug free, and using *ActiveGuard* mattress liners is a pro-active step in protecting your guests and your reputation. Don't end up being listed on Web sites for failing to take action - be seen as a leader in the Hospitality Industry with your customers' peace of mind as your top priority. Use *ActiveGuard* mattress liners - **They Kill Bed Bugs Dead!**



Allergy Technologies LLC  
Phone: 866.978.6288  
[www.allergytechnologies.com](http://www.allergytechnologies.com)

*ActiveGuard* mattress liners will be prominently showcased in the newsletters of pest management and hospitality and tourism associations throughout the country as part of our 2012 advertising campaign.

Allergy Technologies is committed to a comprehensive advertising program that not only increases awareness about *ActiveGuard*, but also supports the local associations through membership and marketing. Look for our ad in a newsletter or e-news blast near you!

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Try it FREE today.



Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[ActiveGuard Penetrates New & Existing Markets in 2011](#)

[New PCT Research Article Focuses on ActiveGuard](#)

## Join Our List

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## Q&A: How do ActiveGuard Mattress Liners work?

Made from a special polyester netting, the liners are placed over the mattress like a fitted sheet. Permethrin, the active ingredient in ActiveGuard mattress liners, is released into the mattress over time to kill bed bugs, and dust mites. Permethrin is ideally suited for use in bedding because its low vapor pressure keeps it in the liner and the mattress and not in the air.

Visit our [FAQ online](#) for more information.

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Find me on [Facebook](#)

Issue: December 2011

Year in Review

**Hello,**



At the time of year when giving thanks is so important, the Allergy Technologies family extends its warmest wishes to you and yours for a safe and happy holiday season. We look forward to a great 2012 but first take a brief opportunity to look back on the many

accomplishments achieved this year by ActiveGuard.

ActiveGuard mattress liners kill bed bugs within 72 hours! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! As part of a comprehensive strategy for treating an active bed bug infestation, ActiveGuard is an excellent choice for use as the final step in treating bedding. These liners' ability to keep on killing bed bugs provides for continual protection against any adults, nymphs or eggs missed during initial treatment and any bed bugs re-introduced after treatment has been concluded.

Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## ActiveGuard Penetrates New Markets, Solidifies Existing Ones in 2011



In collaboration with the National Pest Management Association (NPMA), ActiveGuard mattress liners were the "Official Pillow" of the NPMA's PestWorld 2011 national trade show in New Orleans this October. Allergy Technologies sponsored the pillowcases in more than 1,200 rooms during

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

**Watch & Share our YouTube Video "ActiveGuard in Action!"**

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

**Buy ActiveGuard Online Today!**

Looking to purchase *ActiveGuard* mattress liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

PestWorld at the Hilton New Orleans Riverside -- this was one of many major forays into various market segments by *ActiveGuard* mattress liners this year. At the conclusion of this show, these pillowcases were donated to needy shelters throughout the New Orleans area in keeping with Allergy Technologies' Philanprofit ideology.

Allergy Technologies unveiled a broad-based advertising campaign targeting not only the pest control industry but the hotel, cruise, and the university and school segments. From monthly advertisements to participation in more than 50 trade shows, *ActiveGuard* mattress liners gained wide and diverse recognition for use in comprehensive bed bug treatment strategies and as a pro-active preventative standalone tool.

To learn more about our busy 2011 trade show schedule and marketing campaign, visit our [blog](#).

**New Article About ActiveGuard Preventing Bed Bugs in Hotel Rooms now on PCT Online**



The November digital edition of PCT (Pest Control Technology) Magazine is now online and includes an article by James B. Ballard, PhD titled "The Installation of *ActiveGuard*™ Mattress Liners for the Prevention of Bed Bug (*Cimex lectularius*) Infestation in Hotel Rooms."

To read the article, visit the PCT [website](#).



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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Hotels Continue to Fight Bed Bugs](#)

[ActiveGuard in NYSHTA's Focus Magazine](#)

[Allergy Technologies on the Road ... in November](#)

## Join Our List

[Join Our Mailing List!](#)

## Q&A: What is ActiveGuard?

ActiveGuard mattress liners are developed to kill bed bugs and dust mites in mattresses. Active mattress liners were derived from bed nets, used over the past 50 years to protect against mosquitoes and malaria. Originally designed as a simple and proactive alternative to encasements for control of house dust mites (long associated with asthma in children and adults), active liners have been shown to be effective against bed bugs in lab and field studies.

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Issue: November 2011

Hotels

Hello,



With business travel in full swing and holiday vacations around the corner, there's no better time to be reminded of the need for protection from bed bugs in hotels.

ActiveGuard mattress liners kill bed bugs within 72 hours! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! Please add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Hotel Industry Continues To Fight Bed Bug Problem; ActiveGuard Provides a Solution

As the country's bed bug infestation continues to affect many housing, vacation and rental markets, no other industry has been affected as greatly by the bed bug infestation as the hotel and lodging market. For example, quotations suggest that the \$30 Billion lodging industry in NYC is being compromised by this insidious pest. On a daily basis, the media is replete with an ever-expanding list of hotels and motels facing bed bug problems.

The solution for hotel and motel bedding programs is ActiveGuard mattress liners. The liners are an important tool in every Pest Management Professional's "toolbox" of treatments and ideal in creating a hotel protocol for bed bugs. ActiveGuard are thin and breathable liners easily installed onto mattresses and box springs, which kill bed bugs and dust mites continuously for up to two years. Learn more by visiting [ActiveGuard online](#).

## NYSHTA Publishes ActiveGuard Byline Article Promoting the Product's Use in Hotel Protocols



The Fall 2011 issue of *Focus Magazine*, the official publication of the New York State Hospitality & Tourism Association, includes a byline article by Joseph Latino, Chief Operating Officer of Allergy Technologies, that

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**Watch & Share our YouTube Video "ActiveGuard in Action!"**

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

delivers a strong plan to help prevent bed bug incidents.

The article gives housekeeping professionals a strong guideline for implementing an awareness campaign through regular inspections, education and follow-up in cases of infestation. To read the article, visit the Allergy Technologies [blog](#).

**Allergy Technologies "On the Road" in November!**

Here's where you'll find Allergy Technologies "On the Road" in November. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* mattress liners can help you.

November 13-15, 2011  
[96th International Hotel, Motel + Restaurant Show](#)  
Jacob K. Javits Convention Center  
New York, NY  
Booth #2966

November 15-17, 2011  
Historic Hotels of America Annual Conference  
Hilton Cincinnati Netherland Plaza  
Cincinnati, OH

November 21, 2011  
[Ohio Hotel & Lodging Association Annual Conference](#)  
Marriott Cleveland Downtown  
Cleveland, OH

November 29, 2011  
New York State Pest Management Association  
Fall Conference & Trade Show  
Holiday Inn  
Albany, NY



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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.



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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Use ActiveGuard in any Bed Bug Treatment Protocol](#)

[Take the ActiveGuard Challenge!](#)

[Allergy Technologies on the Road ... in October](#)

## Join Our List

[Join Our Mailing List!](#)

## Q&A: Who Invented ActiveGuard Mattress Liners?

ActiveGuard mattress liners were invented by Sandra Shober and developed by a team of medical entomologists led by Drs. Nigel Hill and Mary Cameron at the London School of Hygiene and Tropical Medicine. The product was introduced in Europe in the late 1990's and over 60,000 have been sold in Europe, Asia and the United States to kill bed bugs and dust mites for up to two years in mattresses and boxsprings.

## Buy ActiveGuard Online Today!

Looking to purchase ActiveGuard mattress liners? It's easy to buy ActiveGuard online, just click [here!](#)

Issue: October 2011

Bed Bugs



Hello,

We hit the road for most of the month of October showcasing ActiveGuard™ mattress liners. So we're looking forward to meeting as many of you that will be attending our upcoming shows as possible. Those of you that will be going to PestWorld 2011, make sure you

take the "ActiveGuard Challenge." Read below for details!

ActiveGuard mattress liners kill bed bugs within 72 hours! If you are seeking a pro-active preventative approach, ActiveGuard should be considered as your standalone long term solution to keep bedding from being infested! Make sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Use ActiveGuard Mattress Liners as part of Any Bed Bug Treatment Protocol

ActiveGuard mattress liners are an important tool in every Pest Management Professional's "toolbox" of treatments when developing a protocol for bed bugs.

ActiveGuard are thin and breathable liners easily installed onto mattresses and box springs, which kill bed bugs and dust mites continuously for up to two years. Distinct from encasements and originally developed as a natural extension of the globally used mosquito nets by a team of research entomologists for use against dust mites, ActiveGuard has been extensively lab and field tested for use in both active and preventative bed bug control strategies.

Learn more by visiting [ActiveGuard online.](#)

## Take the "ActiveGuard Challenge" this year at PestWorld 2011 in New Orleans!



# ActiveGuard™

Mattress Liners for Use Against Bed Bugs & Dust Mites

Traveling to New Orleans to attend PestWorld 2011 this month? Make

### Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

### ActiveGuard is now on Facebook, Linked In & Twitter!

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Facebook 

Follow me on  
twitter



Click on the links above to visit our social media sites and learn more about ActiveGuard.

sure you take the *ActiveGuard* Challenge!

Allergy Technologies is giving a \$100 American Express gift card (on-site!) to the 100th visitor at our booth (#613) that identifies what aspect of *ActiveGuard* they saw in their room at the Hilton Riverfront Hotel. Hint: *ActiveGuard* informational brochures and literature are not winning responses! The first 99 people to come to the booth with the correct answer will be winners too -- taking home a free *ActiveGuard* mattress liner!

So this year don't just attend PestWorld, take the *ActiveGuard* Challenge and learn more about *ActiveGuard* mattress liners!

## Allergy Technologies "On the Road" in October!

Here's where you'll find Allergy Technologies "On the Road" in October. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* mattress liners can help you.



October 11, 2011

[Northern California Hotel & Lodging Conference](#)

Santa Clara Convention Center  
Santa Clara, CA  
Booth #9

October 13, 2011

[Southern California Hotel & Lodging Conference](#)

Crowne Plaza Resort Anaheim  
Anaheim, CA  
Booth #9



October 19-22, 2011

[PestWorld 2011](#)

Ernest N. Morial Convention Center  
New Orleans, LA  
Booth #613

October 24-26, 2011

Intercontinental Conference  
Las Vegas, NV

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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

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[ActiveGuard Featured  
in PCT Bed Bug  
Control Article](#)

[Allergy Technologies  
on the Road ... in  
September](#)

## Join Our List

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## Coming Soon: ActiveGuard on Display at PestWorld 2011!

Make sure you plan to visit booth [#613](#) to learn how *ActiveGuard* can be a part of your successful pest management plan for eliminating bed bugs.

## Buy ActiveGuard Online Today!

Looking to purchase *ActiveGuard* mattress liners? It's easy to buy *ActiveGuard* online, just click [here!](#)

## Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

Issue: September 2011

Transient Housing



## Hello,

This month our e-newsletter explores pest management as it relates to transient housing. A must-read article is the strong new case study that explores the benefits of *ActiveGuard*<sup>TM</sup> mattress liners. From PCT Magazine's August issue, it discusses the product's use as part of an effective bed bug

control strategy.

*ActiveGuard* mattress liners kill bed bugs in most cases within 24 hours and should be your standalone long term solution to keep bedding from being infested! Make sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## PCT Magazine Article: Controlling Bed Bugs in Transient Housing Facilities



An impressive case study about pest management in transient housing facilities is in the August 2011 issue of PCT Magazine. The article is based on a philanthropic effort to establish a comprehensive bed bug control program at the Queens Galley soup kitchen and Washington Manor housing facility in Kingston, N.Y.

*ActiveGuard* mattress liners were used as part of the program and the article evidences the product's advantage over encasements by "removing isolated bed bugs from the surface of the mattress by killing them directly." The case study then suggests that *ActiveGuard* minimizes the potential for re-establishment of an infestation.

Click [here](#) to read the complete article on PCT's website.

To watch the video, visit our [YouTube channel](#).

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Find me on **Facebook** 

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

## Allergy Technologies "On the Road" in September!

Here's where you'll find Allergy Technologies "On the Road" in September. If you are attending one of these events, please stop by to visit with us or contact Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* mattress liners can help you.



September 20-23, 2011  
[The Lodging Conference](#)  
Arizona Biltmore Resort & Spa  
Phoenix, AZ



September 25-27, 2011  
[North American Bed Bug Summit](#)  
Hyatt Regency O'Hare  
Rosemont, IL  
Booth #33



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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.





Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

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[Allergy Technologies on the Road ... in August](#)

## Join Our List

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To watch the video, visit our [YouTube channel](#).

## Q&A: Who Should Use ActiveGuard?

Anyone who has a bed bug infestation or is interested or concerned in preventing bed bug bites should consider

## Issue: Summer 2011

## Bed Bug Research



### Hello,

We have big news this month as Allergy Technologies LLC announces its major research grant to The Ohio State University. This grant is for the development and study of products, strategies and protocols leading to improved treatment of bed bugs! Also, we hit the road again in August so

try to meet with us if you'll be attending our upcoming trade shows.

ActiveGuard™ mattress liners kill bed bugs in most cases within 24 hours and should be your standalone long term solution to keep bedding from being infested! Make sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Allergy Technologies Provides Over \$100,000 in a Research Grant to The Ohio State University for the Study of Bed Bugs



Allergy Technologies LLC, manufacturer of ActiveGuard™ mattress liners, is sponsoring a new bed bug research program at The Ohio State University through an initial \$100,000+ grant provided by the Company.

This new endeavor will examine the importance and effects of specific products, protocols and strategies relating to innovative bed bug treatment applications. The dramatic rise in bed bug infestations throughout the country in the last ten years has created a need for more research to improve and expand pest management practices.

Based on mutual agreement between The Ohio State University and

nd

using *ActiveGuard*.

Read more in the *ActiveGuard* FAQs by clicking [HERE](#).

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Find me on Facebook 

Follow me on twitter



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

Allergy Technologies, this grant provides a 2 year renewal opportunity for an additional \$100,000+ in funding. Read more online in [PMP Magazine](#).

## Allergy Technologies "On the Road" ... in August!

Here's where you'll find Allergy Technologies "On the Road" in August. If you are attending one of these events or in the city we are visiting, please visit us or email Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how *ActiveGuard* mattress liners can help you.

August 18, 2011

New Jersey Pest Management Association  
64th Annual Clinic, Trade Show and Clambake  
Cook College Campus of Rutgers University  
New Brunswick, NJ



August 22-24, 2011

Bed Bug & Pest Control Conference presented by Lodging  
The Renaissance  
Chicago, IL  
Booth #1077

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For more information, visit [www.allergytechnologies.com](http://www.allergytechnologies.com) or call (866) 978-6288.



Try it FREE today.



Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Universities Battle  
Bed Bugs](#)

[Allergy Technologies  
on the Road ... in July](#)

## Join Our List

[Join Our Mailing List!](#)

## Buy ActiveGuard Online Today!

Looking to purchase ActiveGuard mattress liners? It's easy to buy ActiveGuard online, just click [HERE!](#)

## Watch & Share our YouTube Video "ActiveGuard in Action!"

Haven't viewed our new YouTube video called "ActiveGuard in Action" yet? Visit our channel and see just how powerful the mattress liners work against bed bugs.

To watch the video, visit our [YouTube channel](#).

## Q&A: Can ActiveGuard Save My Bedding?

Bedding is hard to treat for bed bugs but some professionals suggest to customers that the infested bedding be thrown away.

Read more in the

## Issue: #6

## Schools & Universities



### Hello,

As college and university students take their summer break, this is the perfect time to highlight the need for taking a pro-active approach to maintaining a dorm and campus housing environment free of bed bugs.

ActiveGuard™ mattress liners kill bed bugs in most cases within 24 hours and should be your standalone long term solution to keep bedding from being infested! Make sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Universities Battle Bed Bugs in Fight to Maintain Student Housing Revenues



Frequent news reports have indicated that the frequency of bed bug infestations in colleges and universities are dramatically rising throughout the country. With students changing housing locations on a regular basis, the transient environment created increases the likelihood of migration to other rooms and back to their families during breaks throughout the year. As a result, schools are prime candidates for bed bugs challenges and those being affected will suffer not only in reputation but perhaps in declining housing revenues.

So while parents and college administrators have enough on their plates already, now pest control at the college level becomes not only a concern but a necessity. And only one product provides the confidence and security in removing bed bugs as a concern from university bedding -- ActiveGuard mattress liners.

ActiveGuard mattress liners not only kill bed bugs dead within 72 hours but they are so easy to install a student can do it in less than one minute! To learn more about how ActiveGuard can help protect your student or

ActiveGuard FAQs by clicking [HERE](#).

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Find me on Facebook 

Follow me on twitter



Click on the links above to visit our social media sites and learn more about ActiveGuard.

dormitory, visit [Allergy Technologies](#).

## Allergy Technologies "On the Road" ... in July!

Here's where you'll find Allergy Technologies "On the Road" in July. If you are attending one of these events or in the city we are visiting, please visit our booth or email Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard mattress liners can help you.



July 9-12, 2011  
Association of College and University Housing Officers (ACUHO)  
[Annual Conference Exposition](#)  
The New Orleans Convention Center  
New Orleans, La.  
Booth #805



July 17-19, 2011  
BITAC Purchasing & Design East  
[Buyer Interactive Trade Alliance and Conference](#)  
Peabody Orlando  
Orlando, Fla.



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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Use ActiveGuard to  
Protect MODs](#)

[Allergy Technologies  
on the Road ... in  
June](#)

## Join Our List

[Join Our Mailing List!](#)

## Top 15 U.S. Bed Bug Cities

Terminix recently ranked the Top 15 cities hit by bed bugs, with New York in the top spot. Here's the entire list by city:

1. New York
2. Cincinnati
3. Detroit
4. Chicago
5. Philadelphia
6. Denver
7. Washington, D.C.
8. Los Angeles
9. Boston
10. San Francisco
11. Columbus, Ohio
12. Dayton, Ohio
13. Baltimore
14. Louisville, Kentucky
15. Dallas

## Q&A: Does ActiveGuard Kill Bed Bugs?

ActiveGuard mattress liners kill bed bugs in both mattresses and boxsprings within 72 hours and most within 24 hours! Read more in the *ActiveGuard*

## Issue: #5

## Multi-Occupant Dwelling



### Hello,

We focus this month on multi-occupancy dwellings or MODs. Throughout the country, there is an ever-increasing legal shift in responsibility for establishing and maintaining a bed bug free environment toward property ownership and their assigned managers. Coupled with the high turnover ratio of residents

in these types of housing, bed bugs are an explosive issue confronting large apartment complexes, dormitories, long-term health care facilities and other MODs. *ActiveGuard*<sup>TM</sup> mattress liners that kill bed bugs in most cases within 24 hours should be considered as your standalone long term solution for these locales!

Please be sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Use ActiveGuard Mattress Liners to Protect Your MOD Investment and Reputation



As the current bed bug infestation continues to grow, multi-occupancy dwellings or MODs are at high risk because of the transient nature of the residents. The residents of dormitories, long-term health care facilities, apartments and other MODs are changing locations on a very frequent basis compared to homeowners.

*ActiveGuard* mattress liners is focused on supporting MOD property owners and general managers through participation in trade shows like the [National Apartment Association's](#) annual event later this month (see below).

Having bed bugs at your MOD increases your financial risk as an owner or operator and it certainly tarnishes your reputation with social media postings quickly posted on Google and in blogs. Be pro-active, talk to Allergy Technologies today about *ActiveGuard* mattress liners. To learn more about MODs, visit [NAA's blogs](#).

## Allergy Technologies on the Road ... in June!

FAQs by clicking [HERE](#).

**ActiveGuard  
Mattress Liners  
Available for  
Purchase Online**

Looking to purchase ActiveGuard mattress liners? Visit the [Allergy Technologies' Web site](#) where the liners, which kill bed bugs dead within 72 hours, are available for sale online.

**ActiveGuard is now  
on Facebook,  
Linked In &  
Twitter!**

Find me on  
Facebook 

Follow me on  
twitter



Click on the links above to visit our social media sites and learn more about ActiveGuard.

Allergy Technologies is participating in many trade shows, conferences and seminars this year and so each month we'll give you a regular recap of where we'll be headed. If you are attending one of these events or in the city we are visiting, please visit our booth or email Helene Fantini at [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to arrange a time to discuss how ActiveGuard mattress liners can help you.

June 15-18, 2011

Asian American Hotel Owners Association (AAHOA)

[Annual Convention & Trade Show](#)

The Sands Expo and Convention Center

Las Vegas, Nev.

Booth #219

June 16, 2011

Long Island Pest Control Association

[Training Seminar: Bed Bug Treatments in the Field](#)

Residex, 134 Charlotte Avenue, Hicksville, NY

Speaker - Joseph Latino, Director of Technical Services, Allergy Technologies, LLC

6 pm - 9:15 pm

June 24-25, 2011

National Apartment Association (NAA)

[Education Conference & Exposition](#)

Mandalay Bay

Las Vegas, Nev.

Booth #533

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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Visit Us on Facebook!](#)

[Southerland Partners with Allergy Technologies](#)

["ActiveGuard in Action" Video Debuts!](#)

## Join Our List

[Join Our Mailing List!](#)

## Q&A: How do ActiveGuard Mattress Liners work?

Made from a special polyester netting, the liners are placed over the mattress like a fitted sheet. Permethrin, the active ingredient in ActiveGuard mattress liners, is released into the mattress over time to kill bed bugs, and dust mites. Permethrin is ideally suited for use in bedding because its low vapor pressure keeps it in the liner and the mattress and not in the air.

Visit our [FAQ online](#) for more information.

## ActiveGuard Mattress Liners Available for Purchase Online

Looking to purchase ActiveGuard mattress liners? Visit the [Allergy Technologies' Web site](#) where the

## Issue: #4

## Mattresses & Bedding

Hello,



In this issue, we are pleased to unveil not one but two major news announcements. Allergy Technologies has an exciting new partnership in the bedding industry and we are making the debut of the first ActiveGuard™ mattress liners video on our

new YouTube channel, with the video appropriately titled "ActiveGuard in Action!"

Please be sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Southerland and Allergy Technologies Partner to Develop the Total Protection Sleep System



Southerland, Inc. and Allergy Technologies LLC, maker of ActiveGuard Mattress Liners, have partnered to develop and introduce the Southerland Total Protection Sleep System, the first mattress and foundation system to effectively eliminate bed bugs, dust mites and their allergens.

Available this summer, Southerland's Total Protection Sleep System uses the proprietary ActiveGuard technology to actively kill bed bugs and dust mites upon contact, so protection and peace-of-mind are built directly into the mattress and foundation.

To learn more about Southerland's Total Protection Sleep System, read about it as featured in [PCT Magazine](#) and [Furniture Today](#), or in the [Allergy Technologies' blog](#).

## "ActiveGuard in Action" Makes its Video Debut on the Allergy Technologies YouTube Channel!

Proof that ActiveGuard mattress liners are tough on bed bugs is now only a click away with the YouTube channel launch of our new video "ActiveGuard in Action." Watch the video and you'll see how quickly it

liners, which kill bed bugs dead within 72 hours, are available for sale online.

**ActiveGuard is now on Facebook, Linked In & Twitter!**

Find me on Facebook 

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Click on the links above to visit our social media sites and learn more about ActiveGuard.

works against bed bugs...with results starting in 20 minutes!

### ActiveGuard Mattress Liners ... in Action!



ActiveGuard Mattress Liners ... in Action!



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Mattress Liners for Use Against Bed Bugs & Dust Mites

# Allergy Technologies e-Newsletter

## In This Issue

[Add Us on Facebook!](#)

[Bring ActiveGuard on your Cruise](#)

[CKI Now Distributing ActiveGuard](#)

## Join Our List

[Join Our Mailing List!](#)

## ActiveGuard Mattress Liners Available for Purchase Online

Looking to purchase ActiveGuard mattress liners? Visit the [Allergy Technologies' Web site](#) where the liners, which kill bed bugs dead within 72 hours, are available for sale online.

## ActiveGuard Q&A: Does the Product Kill Bed Bugs?

Yes, ActiveGuard kills bed bugs dead within 72 hours, and the liners are ideal for both home and travel uses.

Visit our [FAQ online](#) for more information.

## View Our Calendar to Meet with Us About ActiveGuard

We are on the road almost 52 weeks a year supporting ActiveGuard mattress liners at various trade shows and conferences. Check

## Issue: #3

## Cruise Industry

Hello,



As you start thinking about your summer vacation plans, remember that Allergy Technologies has the **PERFECT** solution for dealing with the unpleasant possibility of those uninvited guests -- bed bugs! Purchase ActiveGuard mattress liners to take with you as you travel and say bye, bye bed bugs!

Make room in your luggage for ActiveGuard mattress liners; the ideal tool for use in your hotel room, cruise ship cabin or any other vacation spot where you sleep. Please be sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Be Proactive This Cruise Season When it Comes to Bed Bugs ... Use ActiveGuard Mattress Liners



As you plan your cruise, remember to include ActiveGuard mattress liners when packing for the trip. Developed by Allergy Technologies, the liners are available through online retail distributors, from any Pest Management Professional and directly from [Allergy Technologies](#).

The breathable, thin ActiveGuard liners can be installed onto a mattress by one person in less than a minute, and the liners are comfortable and provide security that no other mattress covering product can deliver. ActiveGuard mattress liners are literally the only field-proven bedding product to kill bed bugs dead within 72 hours.

Learn more by reading the "About ActiveGuard" section at the [Allergy Technologies' Web site](#).

## CKI Named Exclusive Distributor of ActiveGuard Mattress Liners for the Cruise Industry

Cadence Keen Innovations (CKI) has recently announced that it will be the exclusive distributor of Allergy Technologies'

the [Allergy Technologies' calendar](#) to see when we'll be near you to hear more about *ActiveGuard* directly from us!

**ActiveGuard is now on Facebook, Linked In & Twitter!**

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

*ActiveGuard*<sup>™</sup> Mattress Liners, which kill bed bugs within 72 hours, to the cruise industry and other CKI-supported hospitality facilities.



CKI is the leading provider of sleep solutions to the hospitality industry and a preeminent leader of bedding products to cruise line market. *ActiveGuard* mattress liners are a new revolutionary alternative to encasements that are thin, comfortable liners that are odorless - and they work fast against bed bugs.

Read more on the [Allergy Technologies' Blog](#).



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# Allergy Technologies e-Newsletter

## In This Issue

[Follow us on Social Media!](#)

[ActiveGuard Going on Tour!](#)

[AHLA President Mentions ActiveGuard](#)

## Join Our List

[Join Our Mailing List!](#)

## ActiveGuard Supports the Pest Management Industry

In addition to exhibiting at the upcoming NPMA PestWorld 2011 trade show in New Orleans, Allergy Technologies will be providing support to associations at the state and local levels. For instance, we will be working with Florida's association to support its trade publication.

Look for *ActiveGuard* Mattress Liner ads in issues of [PCT Magazine](#) and [PMP Magazine](#), as well. In addition, you can find *ActiveGuard* ads in [Cruise Industry News](#), [ASU \(American School & University\)](#), [Hotel Management](#), [Focus](#) - the publication of the New York State Hospitality and Tourism Association (NYSHTA) - and more.

## Issue: #2

## Pest Control

Hello,



Allergy Technologies would like to thank you for the positive responses we received to our first e-newsletter, and again extend our commitment to delivering quality news to you on a monthly basis.

Please be sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

## Allergy Technologies Going on Tour with National Sponsorship of NPMA's Bed Bug Workshops

We are going on our 2011 tour ... with the National Pest Management Association! Allergy Technologies will be a national sponsor of and participant in



the National Pest Management Association's (NPMA) bed bug workshop tour slated for 15 cities between mid April and late May.

The workshops, delivered in partnership with the American Hotel and Lodging Association (AHLA), the National Apartment Association (NAA) and the Association of College and University Housing Officials, is designed, according to NPMA, to deliver a series of workshops across the country to educate property and housing managers on how they can effectively respond to the threat of bed bugs.

Read more about the workshop tour and our sponsorship on [PCT Online](#).

## ActiveGuard Mattress Liners Mentioned as Product Choice by AHLA President at EPA Bed Bug Summit

Joe McInerney, President and CEO of the American Hotel & Lodging Association (AHLA) included *ActiveGuard* as a resource for Pest Management Professionals (PMPs) in his recent discussion at the EPA's Bed Bug Summit. *ActiveGuard* is the first EPA-registered mattress liner that kills bed bugs dead within 72 hours.



Visit the [EPA's Web site](#) to view McInerney's full presentation.

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Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

### Visit With Us About ActiveGuard Mattress Liners at BuildingsNY or Another Upcoming Trade Show

The Allergy Technologies team will be on the move quite a bit in March, and we're more than happy to meet with you at any of our upcoming trade shows, conferences or seminars to discuss the value and protection that ActiveGuard delivers. Here's our March seminar/show schedule:

- Annual Philadelphia Hospitality Show: March 14, Union League, Philadelphia, PA
- New Jersey Pest Management Assoc.: March 29, Piscataway, NJ
- BuildingsNY: March 30-31, Javits Convention Center, NY



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# Allergy Technologies e-Newsletter

**In This Issue**

[ActiveGuard in the Hotel Industry](#)

[ActiveGuard featured in Hotel News](#)

[Replacing Mattresses vs Protecting Them](#)

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**Bed Bug Lawsuits Piling Up on Hotels**

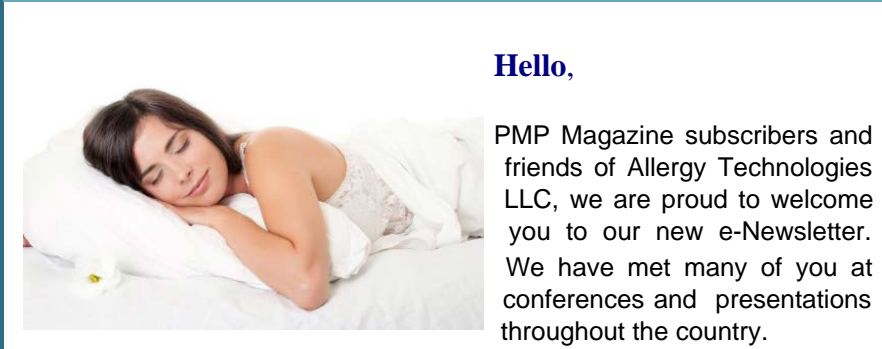
Are you prepared to face litigation because you didn't have a proactive control strategy for bed bugs? Use *ActiveGuard* Mattress Liners as part of your "toolbox" in the fight against bed bugs.

One of the latest lawsuits targets a prestigious New York hotel. Click [HERE](#) to read more.

**ActiveGuard vs Encasements**

Check the facts in this

**Issue: #1 Hotel Spotlight** **January 2011**



**Hello,**

PMP Magazine subscribers and friends of Allergy Technologies LLC, we are proud to welcome you to our new e-Newsletter. We have met many of you at conferences and presentations throughout the country.

Perhaps, by now, you have used our product, *ActiveGuard*™ mattress liners, as part of your arsenal when treating for bed bug infestations, both active and as a preventative strategy. For those of you we have yet to meet, we welcome you to Allergy Technologies, home of *ActiveGuard* mattress liners for use against bed bugs and dust mites.

Please be sure to add [helene@allergytechnologies.com](mailto:helene@allergytechnologies.com) to your contacts to ensure the receipt of this e-newsletter on a regular basis.

Each month we'll bring you news and information about *ActiveGuard* Mattress Liners, which kill bed bugs dead in 72 hours. The thin, comfortable liners are odorless and a vital tool as part of any bed bug control strategy.

**Problem: Hotel Industry Devastated by Bed Bugs  
Solution: ActiveGuard Kills Bed Bugs in 72 hours**

No other industry has been affected as greatly by the bed bug infestation as the hotel and lodging market. For example, quotations suggest that the \$30 Billion lodging industry in NYC is being compromised by this insidious pest. On a daily basis, the media is replete with an ever-expanding list of hotels and motels facing bed bug problems.

Learn more about how *ActiveGuard* mattress liners are helping hotels manage their bed bug problem by clicking [HERE](#)

**ActiveGuard Mattress Liners Featured in New Hotel E-Newsletter as Solution for Bed Bugs**

December's Issue of Hotel & Lodgings'

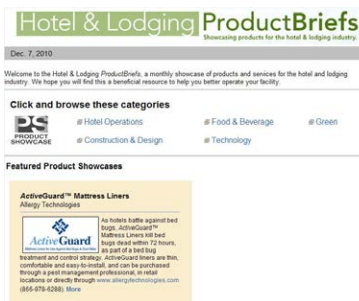
checklist of features and benefits: it's easy to see that encasements don't come close to matching up to the quality and protection delivered by *ActiveGuard*.

**ActiveGuard is now on Facebook, Linked In & Twitter!**



Click on the links above to visit our social media sites and learn more about *ActiveGuard*.

e-newsletter, *ProductBriefs*, had a nice feature on Allergy Technologies and *ActiveGuard* Mattress Liners. The inclusion in the e-newsletter, which is delivered to 15,000-plus hotel decision makers, showcased *ActiveGuard* as a proven, trusted solution as part of any bed bug protocol.



## Hotel Comparison: Replacing Mattresses Versus Protecting them with *ActiveGuard*

As the cost of dealing with bed bugs continues to rise for hotels - from eradicating the problem to losing business directly as a result of being known as a "bed bug hotel" - the cost of replacing mattresses will continue to increase, as well.

According to mattress manufacturer Simmons, the average hotel replaces mattresses every seven years. But with bed bugs literally devastating these products, the cost of protecting them is significantly cheaper and provides a much greater value to the hotel and its reputation.

*ActiveGuard* mattress liners are helping protect the value of its client hotels both in cost savings and reputation. To learn more about *ActiveGuard*'s attributes, read [HERE](#).

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