

Allergy Technologies – committed to the industry



Allergy Technologies LLC never started out as a Company that was seeking to develop a revolutionary bed bug product – but it ended up there, nonetheless.

The Company secured the intellectual property, manufacturing and distribution rights to a product that was initially designed to reduce house dust mite populations on mattresses. The purpose of this bedding cover was to impact public safety by significantly reducing dust mite allergens known to worsen chronic asthmatic symptoms. The product, known today as *ActiveGuard*® Mattress Liners, is a derivation of the impregnated fabrics used in mosquito netting protection throughout the world.

By 2006 the Company redirected much of its efforts to focus on the emerging national bed bug outbreak. The increasing number of bed bug incidents since the early 2000's had been affecting a variety of sectors, most notably hospitality and hoteliers who were subject to this scourge due to the transient nature of their business.

Unlike many bed bug products, *ActiveGuard*® is the only bed bug-related product designed and EPA-registered for sale as a proactive preventative solution. Heat, steam, cold, chemicals (insecticides) and other physical approaches are all necessary tools that Pest Management Professionals (PMPs) employ to kill bed bugs – but none provide long term preventative control.

ActiveGuard® provides that next evolution step in bed bug protection – killing bed bugs typically within 72 hours while offering up to two years of continuous performance starting the day it is installed on a mattress or box spring. This proactive preventative control

attribute of *ActiveGuard*® is what has led it to become a cornerstone in bed bug remediation protocols used by many of the largest pest management companies nationwide, including Rose Pest Solutions, Illinois; Braman Termite and Pest Elimination, Massachusetts; and, many more.

As focused as the Company is on its fabric technology, it isn't content with the current efficacy of products available to fight bed bugs. During the past three years, the Company has regularly provided major programmatic grants to university researchers. As sales have increased, so has the amount of money dedicated to research — since inception, Allergy Technologies' fabric-based technology has benefitted by close to \$6 million dollars dedicated to research and development.

According to COO Joseph Latino, the Company's considerable growth since its inception in 2001 can be linked to four major factors.

"Allergy Technologies' dedication to lab and field research, *ActiveGuard*®'s revised consumer-friendly label and our expansive distribution network has assisted us enormously in the acceptance and use of our liner product," Latino says. "Couple these milestones with the formidable marketing and sales team we have assembled and we've been able to rapidly enhance the product's market penetration in a number of verticals."

In addition to its core business, Allergy Technologies focuses on using philanthropy as a core business strategy for its businesses. Through its Philanprofit strategy, a portion of all *ActiveGuard*® proceeds go to help fund inner-city homeless and women's shelters and asthma clinics.



ActiveGuard®

Mattress Liners for Use Against Bed Bugs & Dust Mites



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