



COMBATting BED BUGS: PREVENTION & TREATMENT IN THE HOSPITALITY INDUSTRY

Dr. Tim Husen, BCE
Orkin Technical Services Manager
July 26, 2017



PEST CONTROL DOWN TO A SCIENCE®





AGENDA

- Bed Bug Threats
- Bed Bug Biology
- Detection & Treatment
- Implementing a Bed Bug Plan
- Q&A



BED BUG THREATS



THE BASICS

- Nocturnal
- Feed exclusively on blood
- Can live several months without a meal
- Attracted to body heat, odor and CO₂
- Bites can cause itchy welts
- Resistant to many chemical treatments



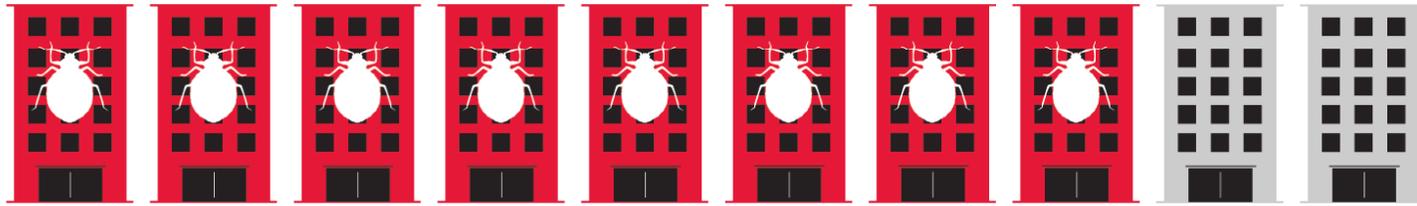
BED BUGS ARE EXPENSIVE



- Costly to remediate, especially if litigation is involved.
- Isolated incidents are easier and less expensive to treat than widespread infestations
- Early detection is key

BED BUGS ON THE RISE

8 of 10 hotels have dealt with bed bugs in the past year.



20%

of hotels have faced litigation due to bed bugs in the past 12 months.



\$6,383
is the average cost per bed bug incident (soft goods, pest control and lost revenue).

91%
of hotel managers are worried about the impact of an infestation.



BED BUG MYTHS

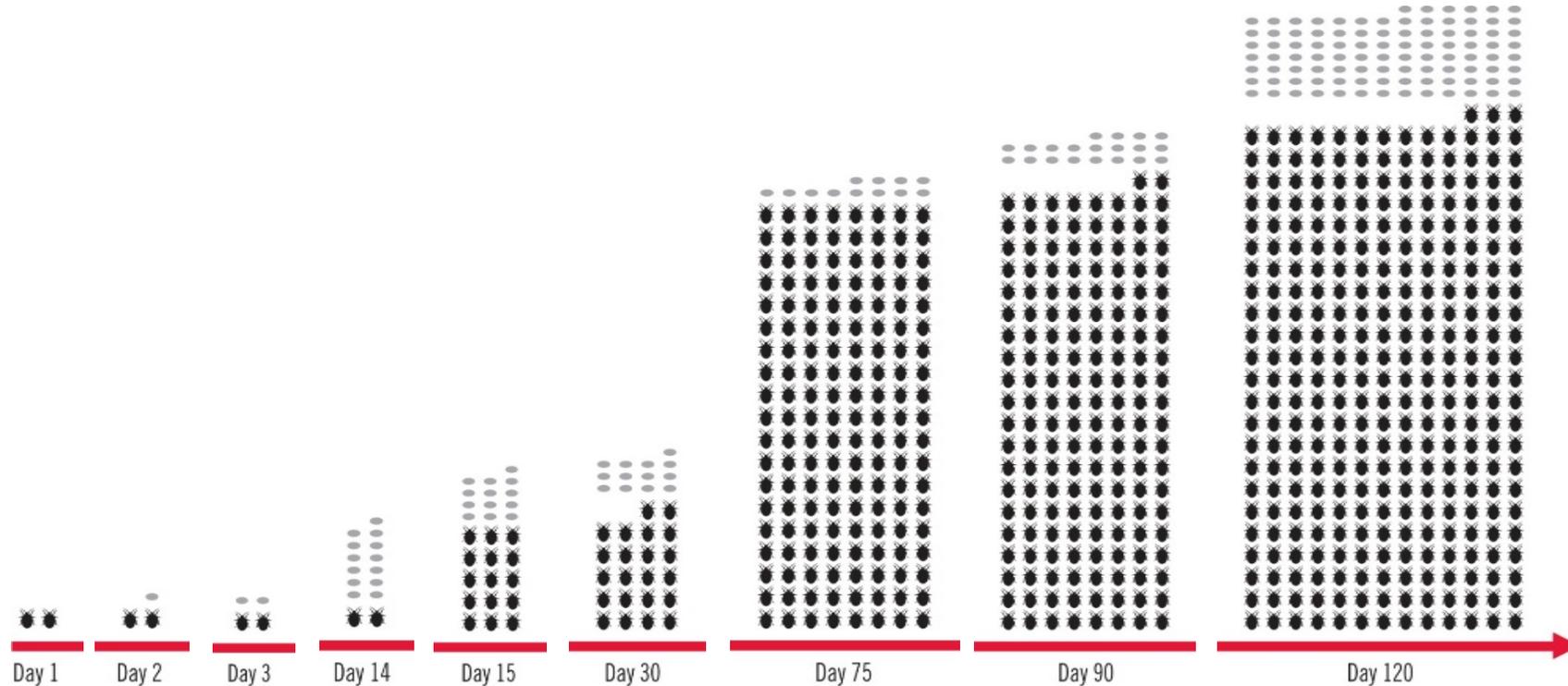
FALSE

- Bed bugs are caused by unsanitary conditions
- Mattress covers and encasements can prevent infestations
- Bed bugs can jump and fly

BED BUG BIOLOGY

POPULATION GROWTH

 = 1 bed bug
 = 10 eggs



American Society of Tropical Medicine and Hygiene, citing research from North Carolina State University.





CHEMICAL RESISTANCE

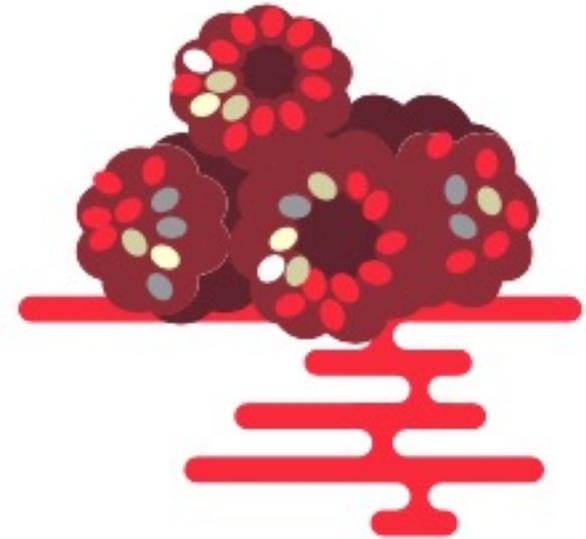
- Bed bugs are built with a biological “bucket brigade” that can help flush treatments away
- Biological pumps in the bed bug’s cuticle – its exterior covering that is more armor than skin – siphon chemicals away from nerves



DID YOU KNOW?

Bed bugs...

- Are fast for their size
- Give off a sweet odor that some say compares to rotting raspberries
- Are most active between 3 a.m. and 5 a.m.
- Know when you are sleeping





IS IT REALLY A BED BUG?



DETECTION & TREATMENT

DETECTION METHODS



- Visual inspection
- Canine inspection
- DNA swabs
- Monitors



SPOTTING THE SIGNS



- Live or dead specimens
- Leave behind ink-like stains
- Cast skins, egg casings

PLACES TO CHECK

- Bed frames and headboards
- Mattress seams and tags
- Wall frames
- Electrical outlets
- Floorboards
- Under furniture
- Buckling wallpaper and carpet



COLOR ATTRACTION?



- Research showed that bed bugs are attracted to certain colors, however...
 - Bed bugs are most active at night (when it's dark)
- Bed bugs are attracted to a host above all else



DON'T SELF-TREAT

- Self-treatment can make the situation worse by scattering the bugs throughout your property
- What you can do:
 - Contact your pest management professional immediately
 - Dispose of infested items
 - Launder infested items
 - Vacuum (use of a HEPA vacuum is recommended)



WHAT A PEST CONTROL PROVIDER CAN DO



- Heat
- Steam
- Freezing
- Fumigation
- Non-residual treatments
- Residual treatments





TREATMENT: BY THE NUMBERS

95%

Treat bed bugs with insecticides.

62%

Use vacuums.

79%

Have clients launder infested items.

40%

Use heat treatments.

22%

Utilize mattress encasements.

38%

Use steam.





ORKIN BED BUG PROACT™

- Our proactive bed bug service is designed exclusively for hotels.
- Creates an ongoing perimeter defense against bed bugs in hotel guest rooms.
- Helps lessen the impact of bed bug introductions and the likelihood of an infestation.

ORKIN BED BUG
PROACT™





BENEFITS OF ORKIN BED BUG PROACT™

- The combination of treatments and regular inspections from an Orkin Bed Bug Specialist supports effectiveness.
- Helps support your housekeeping staff so they are not the only line of defense against bed bugs.

ORKIN BED BUG
PROACT™



To learn more about Orkin Bed Bug ProAct, visit ProAct.Orkin.com



IMPLEMENTING A BED BUG PLAN

DEVELOP AN INTEGRATED PEST MANAGEMENT PLAN

- Work with a pest management professional to:
 1. Identify what makes your property unique and how bed bugs enter your building
 2. Implement a proactive bed bug strategy
 3. Monitor results and re-adjust, if needed
 4. Train and educate staff



IF YOU NOTICE SIGNS OF BED BUGS...

- Quarantine the affected room
- If the room is occupied, move guests to another room
- Treat the room as soon as possible



KEEP THE INTRODUCTION FROM SPREADING



- Bed bugs hide on belongings, not people
- Take extra caution in transporting luggage from one room to another
- Thoroughly inspect furniture
- Inspect rooms that share a wall or hallway

DOCUMENT YOUR PEST MANAGEMENT PROGRAM

- Document all preventive steps and treatment
- Establish a preventive bed bug routine
- Perform regular inspections
- Define roles and educate staff





THE BOTTOM LINE

There is no one-size-fits-all treatment for bed bugs.

The best line of defense is to work with a pest management provider to create a bed bug strategy before you are facing a bed bug problem.





QUESTIONS?

Dr. Tim Husen
thusen@rollins.com