



# COMBATting BED BUGS: PREVENTION & TREATMENT IN THE HOSPITALITY INDUSTRY

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PEST CONTROL DOWN TO A SCIENCE®





# AGENDA

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



# BED BUG THREATS



# THE BASICS

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- Nocturnal
- Feed exclusively on blood
- Can live several months without a meal
- Attracted to body heat, odor and CO<sub>2</sub>
- Bites can cause itchy welts
- Resistant to many chemical treatments



# BED BUGS ARE EXPENSIVE

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- 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

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**FALSE**

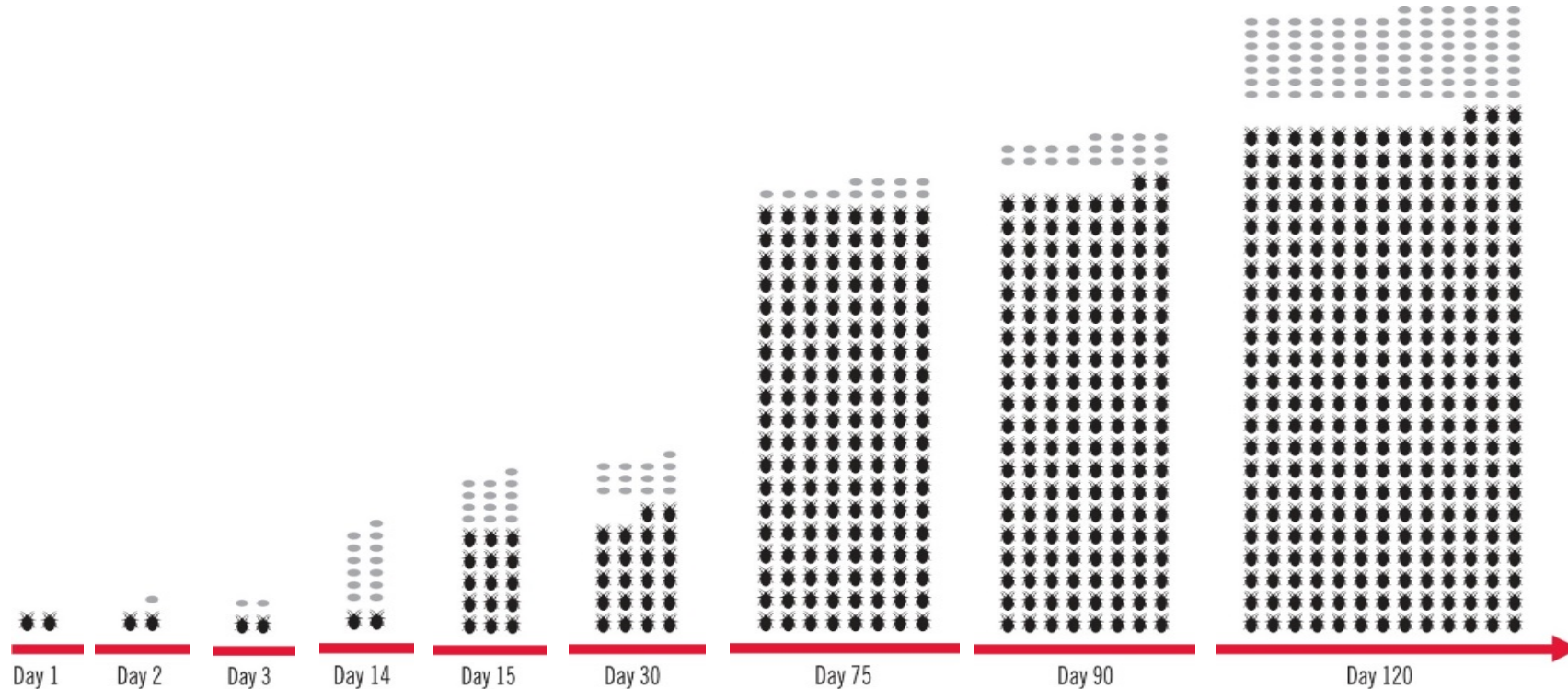
- Bed bugs are caused by unsanitary conditions
- Mattress covers and encasements can prevent infestations
- Bed bugs can jump and fly

# 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

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- 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?

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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?

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# DETECTION & TREATMENT

# DETECTION METHODS

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- Visual inspection
- Canine inspection
- DNA swabs
- Monitors



# SPOTTING THE SIGNS

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



# PLACES TO CHECK

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





# COLOR ATTRACTION?

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- 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

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- 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

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





# TREATMENT: BY THE NUMBERS

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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™

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- 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™

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- 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](https://ProAct.Orkin.com)



# IMPLEMENTING A BED BUG PLAN

# DEVELOP AN INTEGRATED PEST MANAGEMENT PLAN

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- 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...

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- 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

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- 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

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**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?**

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