Winning the battle against bed bugs

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Did you know?

1 out of 5 Americans have either had an infestation of bed bugs, or know someone who has.
Did you know?

A University Of Kentucky study reported that a single report of bed bugs in a recent traveler review will lower the value of a business hotel room by up to $38 per room, per night.
Did you know?

Social review sites (such as bedbugregistry.com) have collected over 20,000 reported sightings covering over 12,000 locations.
Did you know?

Not only do your guests bring in bed bugs, there are other sources of entry including outsourced laundering vendors and other third party vendors.
Meet the bed bug

Adult bed bugs:
- About 1/8 inch long
- Reddish brown
- Resemble unfed ticks or small cockroaches
- Oval shaped, flattened (unless engorged with blood)
- Adults have no wings, but do possess small wing pads
Why do bed bugs love hotels?
Why do bed bugs love hotels?
Why do bed bugs love hotels?
Who’s really inspecting your rooms?
Common harborage spots
Your staff is the front line of defense
Guests perform inspections too
Canine scent detection
Canine scent detection

How does this work?

- Morphology of the dogs sinuses
- ~250 million olfactory receptors

Canine scent detection

What are they finding?
• Aggregate pheromone
Guest interaction
First things first:
Customized solutions

Give the customer a solution that they are comfortable with.
How do you deal with “the bites”? 
Customers share experiences

The Bedbug Registry
What your staff should do
Working with a pest control provider
• N.Y. Woman Sues Hotel for $7 Million in Bed Bug Attack

• Lady Wins $100,000 Bed Bug Lawsuit Against <Hotel Name>

• Woman seeks up to $5 million in bed bug lawsuit against Virginia motel

• Woman Receives $71,000 from Bed Bug Bites
Switching your mindset
Canine scent detection

How do I know if they’re effective?

- A proactive monitoring approach for detection
- Should be a routine inspection program
- Once a massive infestation is resolved, canines find the smallest recurrences for quick treatments
- Part of the BB management programs
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- Fruit flies
- Cockroaches
- Mice
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The life cycle of Drosophila melanogaster

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<thead>
<tr>
<th>Day</th>
<th>Flies</th>
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Consider it Done.
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Are there any questions?

Please reach out to Hope Bowman or Jennifer Brumfield should you have any questions after the webinar.

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