Aprehend®
Biological Bed Bug Control

Case Study

Real-World Success Stories From Pest Control Professionals

Hoarding in New Jersey

In collaboration with Charles Gardiner, **Superior Pest Solutions,** www.superiorsolutionsnj.com

Background

Charles Gardiner at Superior Pest Solutions has been providing pest control in Southern New Jersey since 1988. With a mix of residential and commercial customers, he treats all the standard pests – ants, termites, rodents, roaches, fleas, and bed bugs. His standard bed bug protocol was heat, chemical pesticides, diatomaceous earth, and a 30-day warranty. Charles didn't use Aprehend® until a job in February 2020 seemed like the perfect opportunity to try it.

Charles had heard about Aprehend during a presentation at the Eastern Regional NPMA meeting in Atlantic City. Soon after, a homeowner found Superior Pest on Google and called in tears on a Sunday night. They initially discussed the standard heat treatment protocol, but the customer's budget would not allow it, and this made her cry even more. So, on the fly he told her about this new product, Aprehend, that he had heard about and offered to treat her infestation with it instead of heat. He knew that she had bed bugs, because she sent pictures that made the ID clear. The Aprehend treatment was scheduled.

Arrival and Inspection

Charles sent the customer the Aprehend prep sheet in advance of the visit and asked her to follow it. Upon arrival, absolutely no prep had been done. The apartment looked as if it hadn't been vacuumed in over a year, with a tremendous amount of clutter (Figures 1 & 2).

For this one-bedroom apartment which consisted of the bedroom, living room and kitchen, they had reserved 1.5 hours for inspection and treatment. Since absolutely nothing had been done to prep, they started cleaning the apartment, moving things from perimeters, broom sweeping baseboards, and stripping the bed, just so they could reach areas to treat with Aprehend. They ended up not doing a "normal" inspection, because it was just not possible with the level of clutter. They did see what they considered to be a medium level of infestation. After moving things away from the walls, they started to spray.

Treatment

This was an Aprehend-only treatment, with ~9 oz of product applied. *{Editor's Note: This is more than twice the amount of Aprehend typically used in a standard-level infestation, but Charles was thorough and wanted to ensure that wherever bugs came out of the clutter, they would pick up*

Figure 1 The apartment was filled with a large amount of clutter.



Figure 2 No prep was done by the tenant prior to treatment. Charles gained perimeter access by moving items to the bed.

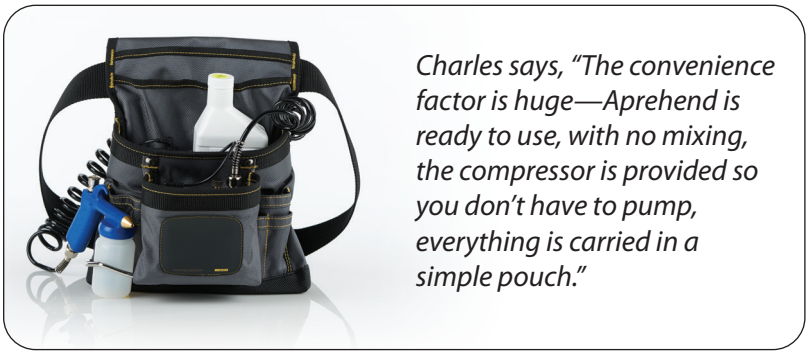


spores from the Aprehend barrier.} In the bedroom they applied 2" barriers around the box spring, bedframe and headboard, bed legs, end tables, nightstands, outlets, switch covers, door frames, window frames, hinges, along the tops of baseboards, and along wall/ceiling seams. They also treated those same surfaces in the living room and kitchen. The treatment took approximately an hour after the initial "prep."

Results and Post-Treatment

Charles placed traps after treatment in an effort to monitor ongoing activity (if any). When Charles called her in 2 weeks, the tenant said that she hadn't seen any bugs at all – He was dumbfounded. He called again in 2 weeks - still no bugs. At 6 weeks, still no bugs, and he's still in disbelief -- so he called a K9 unit for inspection.

The K9 handler was not given any background into what prep work was or wasn't done or what kind of treatment was done. The K9 unit did not find any bugs. When Charles told the handler that this was a no-prep job done with one treatment of Aprehend, the trainer also did not believe it. So he went back to the kennel and got the oldest, most experienced bed bug dog, and ran it through again, and it came back clean.



Charles says, "The convenience factor is huge—Aprehend is ready to use, with no mixing, the compressor is provided so you don't have to pump, everything is carried in a simple pouch."

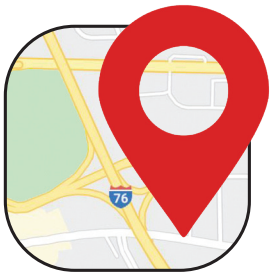
After 70 days, still no bugs, and he never heard back from the tenant with any additional occurrences.

Moving Forward

Charles became an Aprehend believer and enthusiast. Now, he offers just two options: 1) Heat & Aprehend, or 2) Aprehend only. When the heat option is chosen, heating is done on day 1 and Aprehend applied on day 2. If Aprehend only is chosen, the average time for treatment of a 3-bedroom condo, ~1700 sq ft, is about 55 minutes. Superior Pest no longer uses any other chemical pesticides.

Most of the business has shifted over to Aprehend only. In the past 25 jobs, most of which are beach houses and rental, only 2 chose the heat option. In all of his Aprehend jobs, there has been only one time that he's had to perform a 2nd treatment. Charles is thrilled to be able to reduce the time and expense of heat, fewer K9 inspections, and the ability to quickly inspect and treat. Compared to other chemical treatments, he feels that the convenience factor is huge—Aprehend is ready to use, with no mixing, the compressor is provided so you don't have to pump, everything is carried in a simple pouch.

If you'd like to cut prep and treatment time, increase margins, and reduce call backs, give us a call at 800-891-8610.



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Make sure homeowners interested in Aprehend can find you.

*The popular Aprehend Referral Map is a **free service** offered to Aprehend professionals that generates leads from interested homeowners. Call us or email orders@rockwelllabs.com to make sure that your company is listed.*

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