



A & A Pest Control Sees Effective Bed Bug Treatment with Zenprox EC® and Gentrol® IGR in East Coast Public Housing Developments

As president and owner of A & A Pest Control out of Manchester, Conn., Bob Muro has seen a lot of insect infestations since he founded the company in 1986. And while A & A, which specializes in both commercial and residential accounts, has treated more than its share of termites, cockroaches and carpenter ants, the recent resurgence of hard-to-control bed bug populations has kept Muro and his team extremely busy.

Bed bugs, *Cimex lectularius*, have been around for what seems like forever, with the earliest record of U.S. invasions dating back centuries alongside the first explorers. And while early treatment with substances such as DDT or organophosphates beginning in the late 1930s provided the first major advances in controlling the tiny critters, evolving regulatory control has since safeguarded human health by restricting the usage of those active ingredients.

Bed bugs are parasites that feed on human blood and while they don't transmit any diseases, they can cause itchy bites and secondary infections from scratching. They hitch rides into homes on infested furniture or in luggage after

travel. In locations such as apartments, dorms, hotels and hospitals, they can easily migrate from one unit to another. Eggs are laid in the crevices and surfaces where the adult bed bug hides during non-feeding periods and hatch in 6 to 10 days depending on temperature. They can survive more than six months between meals if a host is not available.

“One thing we always consider is the importance of giving the residents their quality of life back by getting rid of the bed bugs. Living with them is not pleasant.”

-Bob Muro

When Muro was contacted by several large municipalities in Connecticut to have him treat bed bug infestations in a number of public housing complexes, he knew the challenge he would be up against, but was prepared with a solution.

Without the proper approach to treatment, Muro said, which includes more than simply applying product, these bed bug populations explode and continue to wreak havoc on residents.

The individual units A & A was called in to evaluate totaled more than 2,000 in the various municipalities, and were a mix of apartments, duplexes, elderly care units and 4+ family dwellings. “Understandably, these municipalities were extremely frustrated because of the continual re-infestation of bed bugs and cockroaches they were seeing in hundreds of units because of an improper approach to treatment,” he explained.

A & A, true to its philosophy of taking into consideration all treatment aspects, created a program called “Total Pest Control” to address the issue within the public housing complexes. Its approach, which has been extremely effective, features a combination of:

- Resident and municipality bed bug education and tips for prevention
- Careful prep work prior to product application to create the most conducive application environment
- Effective products applied over rigid time schedules to control infestations
- Post-application monitoring to ensure lasting control

The products A & A exclusively uses for bed bug (and cockroach) control are manufactured by Central Life Sciences and include a combination of Zenprox® EC, a broad-spectrum contact kill product offering long residual activity, and Gentrol® IGR, an insect growth regulator that prevents immature bed bugs from becoming normal reproducing adults.



Muro explained that working with the municipalities, A & A takes a very focused approach to the pre-application prep, first moving furniture at least three feet from walls, recommending residents wash clothes and bedding in hot water prior to treatments, and requiring that all cleaned drawer contents be stored in rubber tubs until after treatment. They will also disassemble beds and apply a complete product application to frames and headboards.

One key Zenprox® EC and Gentrol® IGR application strategy, so that infected units do not allow the insects to spread to surrounding units, is what Muro calls the “above, below, side-by-side” philosophy of applying the combination to all surrounding units of the infested one as a safeguard. He said, “Bed bugs can travel quickly so we take an old school approach to ensure control.”

Typically, A & A does three treatments per unit in an alternating pattern: one application per week for weeks one, two and four, while skipping week three in order to monitor for success. The company uses Gentrol® IGR as a tank mix partner with Zenprox® EC, as well as Gentrol® Aerosol. With the single tank mixture, Muro’s crew doesn’t need to carry extra tanks and is much more mobile.

“Zenprox® EC coupled with Gentrol® IGR has worked unbelievably well because they allow us to get total control in a short period of time. The label allows for broadcast application, which has made all the difference in our success, and the application flexibility is a significant advantage.”

-Bob Muro

After using the products in the public housing complexes, Muro said the results demonstrated a significant reduction of bed bugs in units with initial infestations. He said, “We’ve seen a huge reduction in call backs since using Central Life Sciences’ products; the right products and right program equals positive control, if not total elimination.”

In addition, even during this difficult economy, Muro’s customer base has nearly doubled in the past year, a fact he attributes to referrals due to his effective offerings. “These products have kept me very busy and allowed me to remain cost effective in my customer bids.”

He finished, “More municipalities are choosing us because of our treatment success. The results of these products are remarkable.”

Most importantly though, Muro said, is the first-hand reporting by residents of their satisfaction of the effectiveness of the Zenprox® EC/Gentrol® IGR treatments. “Getting a positive testimonial from residents makes it worth it.”

Fast-acting Zenprox® EC is a broad spectrum contact kill product approved for indoor use. It controls more than 25 different insects including fleas, bed bugs, ants and cockroaches, with an extended residual. It is also effective in suppressing egg hatch of bed bugs and kills newly hatched bed bugs. The active ingredient, Etofenprox, is nonrepellent. Zenprox® EC can be used as a broadcast, spot or crack-and-crevice treatment to control pests in homes, hotels, schools and commercial properties. It is available in a 16-oz. squeeze and measure bottle and comes with six bottles per case. It mixes easily with water, and may be applied with most application equipment.

Gentrol® IGR travels deep into wall cavities, cracks and crevices, reaching the bed bugs that other treatments may miss. (S)-Hydroprene, the active ingredient, prevents pest larvae from progressing to the adult stage either causing sterility of adults or preventing the emergence of insects from the pupal stage – preventing future infestations. As a general surface spray or spot treatment, Gentrol® Aerosol is applied to pest harborages providing control for up to four months.