Best Management Practices for Controlling Bed Bugs

An Integrated Pest Management Approach

Pesticides alone should not be used to control bed bugs. The most effective program for eliminating bed bugs is one that utilizes Integrated Pest Management (IPM). IPM is the use of all possible methods in a logical combination that minimizes risk of pesticide exposure, safeguards the environment, and maximizes effectiveness. Facilities should have a pest management plan in place, to deal with pests including bed bugs, before they are a problem.

IPM methods include:

- Inspect infested areas, plus surrounding living spaces
- Correctly identify the pest
- Keep records, including dates when and locations where pests are found
- Clean all items within a bed bug infested living area
- Reduce clutter where bed bugs can hide through storage and/or disposal of items
- Eliminate bed bug habitats
- Physically remove bed bugs through cleaning
- Pesticide use, careful and according to the label directions
- Follow up inspections and possible treatments
- Raise awareness through education on prevention of bed bugs

A facility may need several cycles of inspection, cleaning, and pesticide use before bed bugs are fully eliminated. IPM also includes prevention through education of clients, residents, facilities managers, and landlords.

Strategies that DO NOT work

Abandoning rooms or even a whole facility is not a guarantee that bed bugs will be eradicated. Adult bed bugs can live without a blood meal for over a year and will wander to find a new host when one is unavailable.

The use of “bug bombs” or total release foggers is not advised. These devices release insecticide in small droplets that land on exposed surfaces and do not penetrate the cracks and crevices where bed bugs hide. This results in increased pesticide exposure to the resident and poor control of these pests. This has been linked to pesticide resistance and suspected repellency to bed bugs, causing them to spread.

Simply discarding beds and bedding is NOT a sound approach to bed bug management. Bed bugs will spread quickly to walls, molding, ceilings, light fixtures, electronics, TV remote controls, alarm clocks, and spaces within and along floor boards, and the edges of carpets. If items are discarded they should be wrapped in plastic before transport and LABELED as “infested with bed bugs” or made unsalvageable.

Often people discard furniture and belongings that are infested with bed bugs. When doing so, it is a good practice to destroy or deface the items to prevent others from unknowingly collecting infested items. Bed bugs are likely being transferred from place to place through
infested furniture and discarded objects. Slash mattresses and plush furniture, break box spring frames, and label items with the word “bed bugs” to prevent the spread of bed bugs in your community.

Responsibilities of building management and staff:
- Encourage tenants or guests to report bed bugs (unreported and uncontrolled bed bugs will spread quickly)
- Keep records of bed bug (or other pest) complaints on site in a log book
- Respond quickly to complains with an inspection and intervention
- Develop an aggressive bed bug control protocol with elimination as the goal
- Raise tenant or guest awareness about bed bugs
- Institute a prevention program, centered on awareness
- Refer tenants and guests to the proper sources of help (medical, mental health, financial, and social services)

Responsibilities of residents:
- Read and follow all guidelines given by building management for reporting signs of bed bugs, and for cleaning and room preparation.
- Cooperate with staff and management in preventing and controlling bed bugs whether your individual living space is infested or not.
- Know the signs of bed bugs and check constantly for signs of them in your living space.
- Encourage other tenants to follow guidelines and cooperate with management.

Room Preparation

Preparation of a room for bed bug treatment is essential to the successful management of these pests. Most pest managers prefer to conduct an inspection before any cleaning or rearranging has occurred. This gives the pest manager a sense of the full extent of the problem and prevents the disturbance and spread of bed bugs before treatment. However, once bed bugs are located and the size of the problem has been estimated, room preparation must be done, usually by the resident. Some residents will need help preparing their living space for inspection and treatment.

Suggested room preparation steps include organizing belongings and placing them in bags, laundering all clothing and bedding, moving furniture away from the walls, and emptying furniture of items for better inspection. See the Room Preparation Checklist on page 36 for detailed information.

Inspection

A thorough inspection is important to determine how widespread the infestation is and the best way to manage bed bugs. Adult bed bugs can hide in any spaces as thin as a piece of paper. Young bed bugs are even smaller. When conducting an inspection, move slowly and avoid disturbing hiding bugs, so they don’t scatter. Keep in mind that in a low infestation, the bed bugs will be concentrated close to sleeping areas. Items away from the sleeping area will
be at a low risk of infestation. Prioritize the risk of infestation from high to low to concentrate inspection and treatment time to the most infested areas. Look first before touching to avoid injury from hidden sharp objects or weapons.

The recommended inspection tool kit includes:

- Magnifying glass
- Strong flashlight
- Plastic zip-top bags for collecting specimens
- A probe, such as a “credit card tool”, made by cutting any plastic card into a long triangle, for checking in narrow spaces.
- Pyrethrin or compressed air (for cleaning computers) for flushing bed bugs from cracks and crevices
- Screwdrivers for removing light switch and electrical plates
- Other tools (a small tool kit) for disassembling furniture
- Alcohol, glass-cleaning or baby wipes, for evidence that stains are bed bug droppings (see below).
- Cotton swabs for checking stains in crevices
- Sticky traps may be useful if placed under the bed and checked regularly.

Signs of bed bugs:

- Live bed bugs of all sizes (poppy seed to apple seed size)
- Confirm that what you find is a bed bug (see References section to locate a Cooperative Extension diagnostic laboratory).
- Droppings in the form of dark colored stains on cloth or bumps on hard surfaces
- Shed skins
- Eggs, although very small, will be found among droppings or in crevices where adults hide.

Inspecting the bed:
Inspection for bed bugs starts in the place where people sleep and moves out from there to other parts of the room. This should be conducted before room preparation steps are taken.

- **Mattress** inspection
  - Along the top and bottom seams, and along each side of the piping material sewn onto these edges
  - Under mattress handles and along or inside air holes
  - Between the mattress and box spring, platform or frame
  - Inside folds of material and under buttons
  - If mattresses are covered in vinyl plastic, look inside seams and rips in material.
Bed bugs may be found along piping seams, under pillow tops, between the mattress and box spring, inside air holes, or underneath mattress handles. Do not overlook tears in the fabric or stitching holes when inspecting for bed bugs. Photos by J. Gangloff-Kaufmann.

- **Box spring** inspection
  - Points where the box spring sits on the bed frame, (lift slowly to avoid scattering bed bugs)
  - The top surface of the box spring, inside folds of material
  - Along seams and where the material is tacked to the frame
  - Turn over the box spring and remove the thin cloth layer on the underside.
  - Use a flashlight, a hand lens and a crevice tool to check the spaces between box spring frame parts.
  - Look around and beneath furniture staples and tacks.
  - Use a flushing agent to chase bed bugs out of hiding spots.
  - Double faced tape or carpet tape can be placed on the underside of furniture to capture wandering bed bugs. This is a monitoring tool, not a control strategy.

- **The bed frame and head board** inspection
  - Wood beds (especially captain’s beds) and head boards (especially wicker) are preferred hiding spots for bed bugs over metal bed frames, but bed bugs will

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Check between the mattress and box spring and along every fold of material for signs of bed bugs Photo by D. W. Coard.
hide in crevices on metal and plastic, or where a mattress touches a metal frame.

- Visually inspect and use the crevice tool in all joints of the frame where parts meet.
- Turn the frame over and inspect from the underside.
- Check screw and nail holes for bed bugs.
- Take the bed apart to check between parts.
- Remove the headboard from the bed and check for bed bugs along the joints and on the wall behind it.
- Wicker furniture provides infinite hiding spots for bed bugs. Anything made of wicker should probably be discarded. See below for disposal of infested items.

Tiny spaces in the bed frame and other furniture, such as a peg hole for a shelf, are ideal hiding spots for bed bugs. Photos by J. Gangloff-Kaufmann.

**Inspecting other furniture and storage areas:**
Furniture, such as night stands, will be likely places to find bed bugs, since they can easily crawl to distant hiding spots. As the bed bug population grows, overcrowding may cause them to wander. Furniture near the bed can become infested and infestation can quickly spread away from the bed if no control measures are taken.

- Empty drawers and shelves of the furniture closest to the bed.
- Place items into plastic bags to be inspected and cleaned.
- Pull out drawers and inspect every corner and the undersides, using the crevice tool to check under the metal drawer guide.
- Use the crevice tool to inspect gaps wherever the tool will fit, such as between the shelf and bookcase frame.
- Turn over all furniture to inspect the underside.
- Be sure to inspect screw and nail holes.
- Plastic and metal furniture may harbor bed bugs, follow the same inspection procedures.

Bed bugs hiding in the screw hole of an office chair. Photo by L. Sorkin.
• Electronics, such as lamps, remote controls, alarm clocks, and radios should be placed into plastic bags for further inspection. If bed bugs are found in the frame of the furniture where the radio or clock sits, further inspections of those items and possible treatment are warranted.

• Office-style chairs should be inspected by turning them over and looking under seams where fabric attaches to the frame. Also check screw holes.

Plush furniture, such as a couch, will harbor bed bugs, even if residents are not sleeping there. In these cases, inspection will be more difficult due to the many inaccessible hiding spots.

• Inspect pillows and cushions, particularly the seams and the folds around zippers.
• Look at and under legs of chairs and couches.
• Turn over the furniture and remove the thin cloth backing under each piece.
• Pay special attention to staples and where material is stapled to the frame.
• Look inside at all wood parts of the frame.
• If the piece is highly infested, consider disposing of it in a proper manner (see below for furniture disposal guidelines).

**Inspecting the room perimeter:**

Once established, bed bugs will spread toward the perimeter of the room, including walls, moldings, and rugs.

• Look at moldings or the joint between the floor and wall closest to the bed.
• Use the crevice tool to check behind moldings. The tool will chase bed bugs out of hiding if used in a sweeping upward motion.
• Fold back the edges of wall-to-wall carpets to inspect for signs of bed bugs.
• Pay attention to the tack strip of carpets.
• Look under the edges of area rugs.
• Using a screwdriver, remove electrical switch and outlet, and phone jack plates to inspect. If bed bugs are hiding in these areas, signs may be evident along the edges and on the back of the plate.
• Inspect everything hanging on the walls. If framed art or photos are present and there is evidence of bed bugs nearby, open the frame to inspect inside or under the paper backing.
• Check under loose wallpaper and areas of peeling paint.
• Take down curtain rods and inspect inside them and underneath hardware on the walls.
• Look at closet, bathroom and other door frames, along hinges, and in the bore hole for the latch on each door.
• Make a note if bed bugs are found on walls. Ceiling lights and fixtures with bed bugs could indicate that they are moving from the upper floor unit.
• If bed bugs are on walls, they may hide under ceiling moldings and in smoke detectors.

Phone jack next to the bed. Photo by J. Gangloff-Kaufmann.

Inspecting unusual locations:
Bed bugs may turn up in unexpected places in moderate and large infestations. If the infestation is large, every object in the affected area should be carefully inspected. Bed bugs have been found in such locations as:
• Television and other remote controls, in the battery compartment
• Telephones, cell and cordless phones
• Lamps and alarm clocks
• Computers and other electronics
• Cardboard boxes in closets and under the bed
• Children’s toys and stuffed animals
• Jewelry boxes
• Brick walls and “popcorn” or other textured ceilings
• Books, magazines, newspapers, and files
• Inside hollow doors
• Ceiling light fixtures, smoke detectors
• Heating units, air conditioners and ducts
• Wheelchairs

Bed bugs hiding in the tab of a dictionary. Photo by P. Stravino.

Bed bug detecting dogs
Several companies in the United States offer bed bug detection using dogs, specifically trained for locating bed bugs. These services are another tool in the fight against bed bugs and can be especially useful in situations where bed bugs are suspected, but have not been located. The dogs are not always accurate. Combining the services of a bed bug detection dog with a trained pest control professional can lead to immediate results of finding and eliminating obscure harborages. A 2-dog system is also used to reduce the problem of “false positives”. When the dog signals for bed bugs, a pest control technician should be present to confirm and later treat the area. Dogs can positively indicate a bed bug problem but it is unclear whether using a bed bug dog can absolutely rule out bed bugs (for example, if bed bugs are hiding in an area inaccessible to the dog). The dog handler team should be recognized by a certifying organization, such as the National Entomology Scent Detection Canine Association.

Reporting and Recordkeeping
It is critical for managers of multiple-unit housing of any type to encourage residents to report suspected cases of bed bugs to the facility manager. If a bed bug problem is not addressed immediately, it will grow quickly and spread throughout the facility room by
room. Eliminating a widespread problem is MUCH more expensive and difficult than a limited one.

Management should keep the following pest information records for all types of pests:

• Date of the complaint
• Type of complaint (bites, bug sightings, damage to property)
• Unit or room number
• Date of first pest inspection
• Results of the inspection, what was found, how much was found
• Dates of pest management activities
• What pest management strategies were used, such as cleaning, pesticide treatments, resident education

**Educating Residents and Staff**

The administrators and facilities managers of homeless shelters, group homes, dormitories, apartment buildings, and other types of housing should seek to better educate residents about bed bugs and how to prevent them. New York City’s Department of Health and Mental Hygiene offers fact sheets on bed bugs to educate the public. This document also contains fact sheets for resident education.

**Treatments for Bed Bug Elimination**

Controlling bed bugs is a difficult and time and money consuming activity. However, bed bugs can be eliminated with a coordinated effort that includes cooperation of the residents and landlord or property management. There is no single tool or activity that, used alone, will eliminate bed bugs, including pesticides. Multiple techniques are always required because bed bugs are small, good at hiding, and reportedly live without feeding for up to a year. In some cases, bed bugs are resistant to the pesticides used against them, meaning that many will survive treatment. The reduction of household clutter is absolutely necessary for fighting bed bugs. Despite the challenges, the technology of bed bug control is getting better. Pest managers are becoming more knowledgeable as bed bugs become a greater issue.

Treatment of a living area for bed bugs should focus on containment of the infestation. Do everything possible to avoid spreading bed bugs to new locations.

A combination of the following steps will be needed for bed bug control:

• Clean and organize the bed, bedroom, other living areas, furniture and belongings, including elimination of clutter
• Physical removal of bed bugs and eggs using a vacuum
• Barriers, such as mattress encasements and sticky barriers (sticky traps may be useful for monitoring but will not help control bed bugs)
• Steam (to kill all life stages)
• Heat or cold treatments (to kill all life stages)
• Eliminate bed bug hiding spots
  o Fix peeling wallpaper and paint
- Caulk or seal cracks and crevices around the room and on furniture
- Seal floors or the spaces between floor boards or tiles
- Make other repairs to the living area to reduce hiding spots

- Chemical applications
  - Low risk pesticides
  - Professional use pesticides
  - Professional fumigation

- Prevention of reinfestation

It is important to consider that a bed bug infestation in a living area (bedroom, apartment, dormitory room, shelter room or unit) might spread to adjacent units or those below, above or to the sides. This is especially true if the population is high or if pesticides are used in the original unit. Adjacent units should be inspected and if bed bugs are found or residents notice bites, they should be treated as if infested.

**Housekeeping Procedures**

Thorough cleaning, in the form of vacuuming and washing floors and furniture, is an essential step in bed bug and cockroach control. Cleaning, alone will not eliminate bed bugs but is necessary to crash high populations. Cleaning removes debris that may contribute to allergies and asthma, and removing bugs, droppings, and cast skins allows the inspector to spot new activity. Vacuuming does not easily remove eggs and bugs hiding in cracks.

In places, such as shelters, cleaning teams or the facility management may be responsible for the majority of housekeeping duties. Cleaning for bed bugs should focus on sleeping and lounging areas, (whereas cockroach control depends on sanitation in cooking and eating areas). However for cleaning to have any impact, the resident must cooperate by reducing clutter, organizing, and bagging their belongings. There may be a need to store their belongings temporarily. Be certain every item is bagged until it can be cleaned of bed bugs. Units should always be cleaned before new tenants move in.

A cleaning procedure for bed bugs begins with vacuuming, using a HEPA-equipped vacuum that is dedicated only to pest control. Although a regular vacuum is acceptable, a HEPA-equipped vacuum will reduce the spread of allergens. A crevice tool will be needed to focus suction in small spaces, cracks and crevices. Use the crevice tool with a scraping motion to dislodge bugs and eggs, because bed bugs cling to wood and fabric and the eggs are cemented to the surface where they are laid. A brush attachment can also be used but must be cleaned carefully to prevent the spread of bugs. See below for proper handling of the vacuum cleaner and vacuum bags.

**Cleaning and organizing a room or home**

Cleaning and organizing a room or home for bed bug management can be as burdensome as changing residences. It is, however, an extremely important first step to control bed bugs, because bed bugs will thrive in a cluttered living area. Vacuuming and cleaning should be done before a pesticide application. Cleaning should be carried out in a systematic way, beginning with removing items from the infested room or home. Soap or detergent will aid in
the clean up of bed bug debris and allergens, making the environment healthier and more tolerable for those living there. Essential oil soaps (pine, orange or lemon), enzyme soaps, and sudsy detergents are good choices. Bleach and ammonia do not kill bed bugs and should not be used to combat them. Their vapors can also be harmful.

Steps to follow include:

- Scan the room for items on the floor. Make a plan for each item, and how it will be quarantined (closed into a plastic bag, for example), inspected, sanitized of bed bugs, and stored until further notice.
- Place clothes, shoes, plush toys, pillows, and bedding into large clear plastic bags and seal them tightly to be laundered. Place the bags away from the infestation site.
- Alternatively, plastic tote bins that have an airtight seal can be used for items that cannot be laundered, such as hard toys, electronics, books, breakable items, etc. Be prepared to store these items for a period of time until they can be thoroughly inspected or enough time has passed that bed bugs are dead – at least a year.

Vacuuming:

- Once the room has been “stripped” of all personal belongings, begin vacuuming the bed, paying special attention to the mattress seams.
- Use a crevice tool and a scraping motion.
- Remove the mattress and box spring from the bed frame and inspect and vacuum all surfaces, removing all loose debris and visible bed bugs.
- Flip the bed frame over and vacuum and crevices where bed bugs may hide. This is especially important for wooden bed frames and captain’s beds.
- Vacuum inside and under drawers of night stands, dressers, and other furniture in the room.
- Turn over each piece of furniture and vacuum the under sides of each.
- Pay attention to screw and nail holes, using a credit card crevice tool.
- Vacuum along the bottoms of all walls and the moldings. If molding or wallpaper is loose lift or remove and vacuum beneath.
- Make sure to vacuum around heating units.
- Vacuum along carpet edges.
- Vacuum plush furniture with a carpet beater attachment or by patting the furniture while vacuuming to flush out bed bugs.
- If a vacuum brush attachment is used it is possible some live bugs or eggs could be caught in the brush bristles. Wash the vacuum brush with hot water and detergent if this is a concern.
Handling a bed bug vacuum: A vacuum used for bed bugs can have live bed bugs inside and it will be important to avoid transferring bed bugs to new locations.

- **Dedicate a vacuum for the purpose of pest control in your facility.**
- After each use remove the vacuum bag and dispose of it in a sealed plastic bag.
- Clean the brush attachment with hot water and detergent.
- Stuff a paper towel in the hose end to prevent bed bugs caught in the hose from escaping.
- Store the pest control vacuum in a large plastic garbage bag that is closed tightly.
- Inspect the vacuum before each use to be sure no live bed bugs are on the outside.

Washing Surfaces and Furniture:

- Wash all furniture (non-plush) and hard surfaces in the room using an orange, lemon, or pine based soap or detergent cleanser. Pay attention to crevices and spaces in the frame.
- After removing the mattress and box spring from the bed frame, wash the bed frame liberally with soap and water.
- Wash cribs and children’s bed frames rather than using pesticides.
- Wash the floors, moldings, window sills, and walls generously.
- Steam or hot water heating units can be washed as well. Do not wash electrical heating units.

Rugs and carpeting

- Many small rugs can be placed into the dryer on a hot setting for 30 minutes.
- If the room has a large area rug, the rug can be steam cleaned within the same time frame that other bed bug control measures are taking place, although steaming should be done before pesticide applications are made. Rugs can be sent out for professional cleaning, as well. Wrap in plastic for transport and warn the cleaning company.
- Wall to wall carpeting can harbor bed bugs and should be removed, especially in a heavy infestation, or steam cleaned, paying very close attention to the edges. Previous inspection will help determine where to concentrate steaming efforts. Carpeting may also be treated with a labeled pesticide.
- The carpet tack strip left behind after wall-to-wall carpet is removed should also be removed for safety purposes, as well as bed bug management.
Use of Steam Cleaning, Heat, and Cold Treatments
Steam treatments, when properly applied, will kill all life stages of bed bugs, including the eggs, which are protected from the effects of most pesticides. It is recommended that a facility at risk of getting bed bugs invest in a steam cleaner for fighting bed bugs. Combined with pesticides and other methods, steam is very effective and can be used to reduce cockroach allergens, dust mites, and for many other health-related cleaning purposes. Steam can be used on mattresses and plush furniture, such as couches and chairs. However steam will only kill bed bugs in places where the steam can reach. Move the steam cleaner nozzle slowly to maximize depth.

The best choice in a steam machine is a professional type with large water-holding capacity, many types of attachments, and variable output rates. Dry-steam or low vapor steamers are better because they use and leave behind less moisture. When steam is used, steam cleaning should be done before vacuuming for several reasons. Steam will flush bed bugs out of their hiding spots to be killed or vacuumed. Steam kills bed bugs that will then need to be cleaned up anyway. And reducing the number of live bed bugs vacuumed up reduces the chance that the vacuum will become infested and spread bed bugs to new areas. Details of the use of steam for controlling bed bugs can be found in the book “Bed Bug Handbook” (Pinto, Cooper and Kraft, 2008). See the section titled References for more information.

Heat treatments come in many forms. However, other than compartment heat treatments or whole-building heat treatments, there are no set standards, except for using a hot air dryer for clothes and linens. Because New York City limits the use of propane generated heat sources, large scale and compartment heat treatments are not widely available in New York.

The use of cold temperatures or freezing to kill bed bugs is often recommended, however this method can vary in effectiveness. Placing household items, such as books, into the freezer may kill some bed bugs, however it has been shown that some bed bugs can recover from being frozen. Items treated in this way must be stored in a freezer for a long period of time (possibly a month) or must be very quickly frozen to an extremely cold temperature to kill all the bed bugs. A new rapid freeze technology called Cryonite has been developed. This method uses carbon dioxide snow to rapidly freeze and kill bed bugs. This leaves no pesticide residue. This system is available in New York.

Use of Pesticides
Pesticides are an important tool in the fight against bed bugs, however they should be applied by a licensed and well-trained pest management professional. Many legal over-the-counter and some illegal products are readily available to the public. When working with residents it is very important to stress that they should not apply pesticides to city owned and operated...
buildings. Residents should not attempt to do their own pest control. They should contact
their building management to report pest problems and should be reminded to follow the
guidelines for cleaning and room preparation.

Incorrect use of pesticides for bed bugs poses several risks:

- Overexposure to pesticides can cause or exacerbate already existing health issues.
- Children are more susceptible to toxic effects of pesticides than adults.
- People tend to treat places where they see bed bugs, including the bed, which may
  result in more pesticide exposure.
- Unskilled use of pesticides can result in the spread of bed bugs into adjacent rooms.
- Bed bugs are developing resistance to pesticides used against them.

When bed bugs appear in a communal living facility, it is best to hire a pest management
professional and work closely with their technician to manage bed bugs safely and
effectively. The technician will conduct an inspection to confirm and locate bed bugs. This
person will then make recommendations for preparing the room for treatment. Cleaning
should be performed before pesticide treatment.

Only a few types of pesticides are available for use against bed bugs. They come in different
formulations (liquid, aerosol, dust) but many have the same mode of action. Some low-risk
products are available. Consult a pest management professional for information about
treatment choices. The types of pesticides that are commonly used for the control of bed bugs
include:

- Liquid insecticide for treatment of moldings, carpet edges, cracks and crevices.
- Aerosol insecticides for treating bed frames, box springs, furniture, cracks and
crevices.
- Dusts (that may or may not include an insecticide compound) used in cracks and
crevices, inside walls, behind electrical outlet covers and switch plates.
- Fumigants are gases used for treating whole buildings, or for container treatments of
  the contents of a home. Fumigants are different than foggers.
- Foggers, commonly called “bug bombs” are liquid aerosol insecticides that are
  released into the air of an indoor space. They are not effective for bed bug control.

What to Look for When Hiring a Pest Management Professional

- The pest management company should be licensed by the state and insured.
- Technicians should be fully licensed in the state and certified pest management
  professionals.
- The company should be a member of a professional organization, such as the
  National Pest Management Association (see www.pestworld.org to locate a member).
- The company should have a staff entomologist or access to one.
- Technicians should have experience with bed bug management.
- Choose a company based on their quality of service, not the price. Get several
  proposals for service if possible and compare them.
- A pre-inspection should be conducted to assess the scope of the work.
- The proposed work should follow the steps of integrated pest management, not just
  pesticide application.
• Technicians should be straightforward and open when discussing details of their service.
• Understand what guarantees are being offered. Bed bug management may be difficult to guarantee, because reinfestation from an outside source is possible.