

## Why Integrated Pest Management (IPM) makes good business sense

*Keep your tenants paying rent by keeping pests out — effectively and safely. Pest infestations drive out tenants. Repeated pesticide applications simply move pests around and become a recurring cost. The underlying problems contributing to pest infestations — water leaks and cracks or holes — cause your investment to deteriorate. Use IPM to keep pests out permanently by eliminating pest environments: water, food and hiding places.*



IPM builds teamwork between your tenants, your property managers and maintenance staff, and your pest management professional. Each has an essential role to play:

1. With IPM, TENANTS eliminate food for pests by storing food in sealed containers, disposing of garbage properly, and washing dishes after each use. They also notify property managers of water leaks and cracks or holes in walls or around windows or floors.
2. With IPM, PROPERTY MANAGERS AND MAINTENANCE STAFF eliminate water for pests by repairing water leaks promptly. They keep pests from entering or moving from one apartment to another by sealing cracks and holes. (These steps may also reduce heating and water bills for you and/or your tenants. Because cockroaches and moldy conditions from moisture can trigger respiratory attacks and work absences, keeping apartments dry can also keep tenants healthier and increase their ability to pay rent).
3. With IPM, PEST CONTROL PROFESSIONALS eliminate pests by targeting safe and effective treatment to the places pests are found, rather than repeated spraying throughout the apartments. Their visits should involve inspections, not extermination.

### Steps to IPM

- A. Inform your property manager and maintenance staff about the effectiveness of IPM and the important role they play in responding rapidly to tenant complaints about water leaks, cracks or holes and pests.
- B. Inform your tenants about IPM and their role in pest-free and pesticide-safe housing.
- C. Require that your pest management professional use IPM and get trained if they don't know how.

### Benefits of using IPM:

- ✓ After initial treatment of pest infestations and repair of underlying causes, pest management costs are lower than repeated spraying because pests are eliminated instead of moved around.
- ✓ Tenants are more cooperative and responsible when they recognize the impact of their housekeeping and when they see your prompt response to maintenance requests. Where there are reductions in water and energy bills and improvement in health, tenants may be better able to afford rent, reducing your turnover.
- ✓ Better maintenance protects your investment.