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## Alumni Community News



### Bugs are Good Business for These Alumni

Donna Giuca Aust '81 and her husband Stuart Aust '80

Back in the early 1990s, Donna Giuca Aust '81 was bugging her husband Stuart Aust '80 to use his skills in the pest management business, honed by years in the industry, to venture out on his own.

Their company, Bug Doctor Termite and Pest Control, was launched in January 1992 as a mom and pop operation, out of their two-bedroom condo in Mahwah.

Today, the company holds the singular designation of official pest control company of the New York Yankees, thanks to their son Nick, who suggested Stuart call the Yankees about pest control and kept after him for a week while his father hesitated. Stuart did make the call and the rest is history. Other big name clients include Rockefeller Center, The Intrepid, the United Nations, Madison Square Garden, the Metropolitan Museum of Art, and Westfield Shopping Centers.

“We started out one month before Daniel was born,” Stuart says. “Donna answered the phone, and when it was time to sleep, she made me clear the papers off the bed.”

They found their first client the old-fashioned way. “I walked the pavement in Palisades Park,” Stuart says. It wasn't long before the C&E Deli agreed to a monthly service for \$50, and became their first account. “That was the beginning, and it took off from there.” Now, nearly twenty years later, the company has revenues of \$5.3 million and includes Bird Doctor Nationwide, Mosquito Doctor, Animal Doctor and Bedbug Doctor.

As successful as the business is, family comes first for the Austs, who are the parents of Daniel, now 19, Nicholas, 17, Christopher, 15, and Michael, 12. Devout Christians, they live their faith. They traveled to Africa this past summer with a group called Athletes In Action (all four boys play basketball) and held a basketball clinic in the mornings and worked in a one of the biggest slums on the continent, Kibera in Nairobi, Kenya in the afternoon. They also started a non-profit organization, Project Tanzania, which fights malaria by providing pre-treated mosquito nets to families in that country. In fact, a net is donated in the name of each new Bug Doctor client.

Giving back and making a difference are important to this couple who met on campus in 1977 on the path between Raubinger Hall and Hunziker Hall when Donna slipped and fell and Stuart helped her up after wondering why she was sitting on the bottom step.

“We’ve been married for twenty-six years,” Stuart reports. “And we’ve been blessed with a great family. Our four sons are each unique and different and it’s exciting to watch them develop into young men. We have a business that’s prospering, and we’re living a good life. We know it won’t last forever here on earth, but we have hope and faith about where we’re going after here, and we hope to continue to make a difference.”

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