# CONNECTIVITY

A spotlight on products, promos, insights, and more

April 2019

Volume II Issue 4

# How the new Univar Solutions will help grow your business

The new Univar Solutions brand is more than a fresh name and logo. It's an affirmation of the incredible products and knowledge we already use to help customers like you — and an opportunity to expand our expertise and capabilities even further.

So what does this mean for your business? It means you will continue to notice a strategic level of support when you interact with Univar Solutions.

It means our revitalized commitment to value-added services including PestWeb, ProTraining, and the Univar Solutions Online Store. It means more robust support for our longtime industry experts, our leading distribution network of 70 North American ProCenters, and our trusted products and solutions. And it means an exciting push for groundbreaking digital tools that will make it easier than ever to grow your business.

While you will likely notice these improvements over the coming months, what won't change is our commitment to you. As Univar Solutions, we are better equipped than ever to help your business grow and succeed for years to come.

For more information on the new Univar Solutions brand, watch our <u>latest video</u>.





# Take the guesswork out of treating termites

The rainy season means moist soil and damp wood – the perfect conditions for a termite infestation.

Gain a deeper understanding of these pests' biology and behavior with <u>Termite Biology & Pest Identification</u>. This ProTraining course explains the differences between ants and various types of termites, as well as termite castes and how they develop.

Get started by visiting ProTraining today.



## Grow your business with Univar Solutions' animal health services

From dairy and cattle to poultry and swine, Univar Solutions provides the product expertise and industry experience to expand your services.

Learn about Univar Solutions animal health offerings by calling 1.800.888.4897 or visiting www.PestWeb.com/markets.







# April's Featured PRODUCTS & PROMOTIONS

Promotions valid April 1-30, 2019



#### **Products of the Month**









#### **Online Exclusives**







TO PLACE AN ORDER call 1.800.888.4897 or go to pestweb.com/promotions



#### Creature Feature West Indian Drywood Termite

The West Indian drywood termite is the most widely and frequently introduced termite in the world. Although called West Indian, they are not native to the West Indies, but to the Pacific coastal deserts of southern Peru and northern Chile. In the United States, the West Indian drywood termite is common throughout Hawaii and Florida. In Florida, it is the most common drywood termite infesting structures. Heavy infestations also occur in coastal areas of southeastern and gulf states. For example, New Orleans, Louisiana and Galveston and Corpus Christi, Texas are major port cities where West Indian drywood termite infestations are common.

The West Indian drywood termite is introduced to new areas in infested wooden ships and goods. Compared to other drywood termite species, it is more inclined to infest smaller furniture items and is almost exclusively found in structural infestations, not outdoors in natural settings. It is sometimes called a powderpost termite because the fecal pellets tend to be small. Alates fly at night from April through June and



Davidmoradelpozo, Wikimedia Commons

have medium brown bodies that are almost a half inch long. Soldiers have phragmotic heads that are used to plug gallery openings from ants.

Drywood termite colonies are not usually large. One colony may span several feet within a piece of wood. However, many colonies may infest a structure and fumigation is common in areas with drywood termites. Individual colonies may be treated locally with drill-and-treat applications. Small holes are drilled into wood to access termite galleries and insecticide is applied with a crack and crevice or foam injector. Remove any fecal pellets after treatment and follow up to observe if new pellets accumulate, especially in a cone shape. A swarm should not occur within a few years of a successful treatment.

**WANT TO LEARN MORE?** Check out our Termite Biology & Pest Identification course online. Visit PestWeb.com/ ProTraining

#### Products to use



#### Benefits of Termidor® HE High-Efficiency Termiticide

- Reduce time and labor at least 50% on every treatment
- Genuine Transfer effect technology
- 100% Termidor termiticide.



#### Benefits of Termidor® HP II High Precision Injection System

- Breakthrough Tech: Hydraulic trenching replaces manual trenching, with no digging and minimal-to-no drilling
- Time savings that substantially increase the number of treatments completed in a day.
- Homeowner advantages: Minimal disruption to landscapes and patios.



#### Benefits of Termidor® Foam Termiticide/Insecticide

- Versatile and effective: Controls subterranean and drywood termites, as well as carpenter ants
- Flexible and convenient: Apply on- or off-structure, interior or exterior
- Formulated for efficiency: Creates strong, long-lasting cell walls that resist running

Discussion of specific pest control methodologies may not be specific to the laws and regulations for your State, Province, Territory or Country. Product details are provided by Suppliers. Products may not be registered and/or available in all areas. Always check with your local Univer Solutions office for specific information to your area.







# When the most effective meets the most efficient, termite control becomes most profitable!

When it comes to termites, homeowners want them gone. Termidor® termiticide/insecticide, launched almost 20 years ago, was found to be the solution pest management professionals were looking for. Call backs dropped significantly, customer satisfaction increased substantially, and business increased year over year. BASF has continued to innovate the Termidor product line, providing year after year improvements in efficiency to this phenomenal brand.

Maximizing profitability with products backed by proven efficacy, enables pest management companies to provide consumers with peace of mind and technicians with better treatment requirements. Termidor HE High-Efficiency Termiticide, launched in 2012, continues to provide an advantage over conventional termiticide solutions. With its breakthrough molecular technology, Termidor HE termiticide improves working conditions while delivering the undeniable efficacy of Termidor products.

The technology allows for:

- 50% shallower treatment depths
- 77% smaller trenches
- 33% fewer drill holes

These improvements are possible because of the molecular properties of the product which enable the water carrier to temporarily "boost" active ingredient transport into the soil. Once the product is evenly dispersed within the treatment zone, it binds tightly to the soil, providing the control Termidor termiticides are known for.

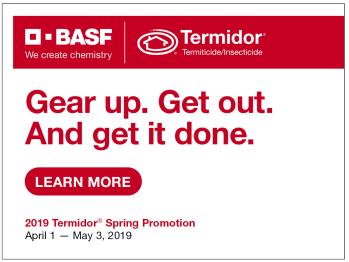
Termidor HE termiticide enables pest management professionals to provide the best protection with less disruption, water, labor and time. These improvements allow technicians to complete more jobs in a day and satisfy more customers – knowing they've been protected with the best.



## Marketplace







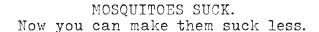








### Public Health





# **ONEGUARD®**

OneGuard® Multi MoA Concentrate combines the power of a knockdown agent, long-lasting insecticide, synergist and IGR in one single product with controlled-release technology.

The result is highly effective knockdown, kill and long-lasting control of mosquitoes and other flying and crawling pests\*.

\*See label for



www.mgk.com



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# When public health depends on it, Univar Solutions delivers.

With 65 locations across the US, 70+ experienced representatives, and a team of dedicated industry specialists, Univar Solutions is poised to assist your mosquito control efforts. We carry a wide range of larvicides, adulticides, barrier treatment products, and other equipment for mosquito control.

Plus, if you are calibrating foggers for the upcoming season we can help.

Call us today at 800.609.9414 or visit pestweb.com/markets/public-health



Unparalleled Product Access



Local Experts



PestWeb



ProTraining



Online Store



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