

HOW ARE BUSINESSES USING PROTRAINING?

From ant biology and to safety best practices, 2017 saw businesses turning to ProTraining for all their training needs. Browse our infographic to see our top takeaways — and plan your training for 2018.

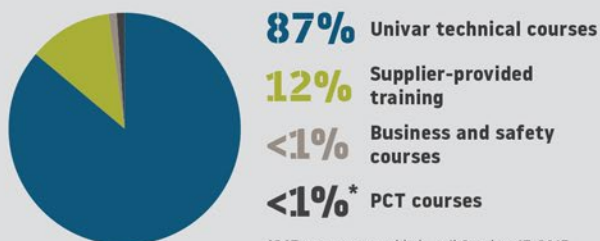
TRAINING WHEN YOU NEED IT

Nearly **1 in 5** **ONLINE** ProTraining courses were taken in the month of May, leading up to major license renewal deadlines.



LET'S GET TECHNICAL

COURSE TYPES TAKEN IN 2017



*PCT courses not added until October 17, 2017

TOP 10 COURSES OF 2017

Ant Biology & Management	
An In-Depth Look at Pesticide Labels & SDS	
Personal Protective Equipment (PPE)	
Domestic Cockroaches	
Pesticide Storage, Transport & Disposal	
Rodent Biology, Behavior and Management	
Integrated Pest Management & the Green Movement	
Insecticide Application: Equipment & Simple Calculations	
Understanding Pesticides: How they work and may affect you	
Wood-Boring Beetles	

Ready to take control of your training? Visit PestWeb.com/ProTraining to learn online today.



Learn to manage hard ticks more effectively

NEW PROTRAINING COURSE covers all of the following:

- The basics of hard tick biology
- Common hard ticks and the diseases they carry
- Best practices for preventing tick bites and managing ticks on properties

<http://pestweb.com/protraining/courses/ab2c02a>



ANIMAL HEALTH

Grow business with livestock pest management services

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

Learn about Univar's animal health offerings by calling 1.800.888.4897, or visit <http://pestweb.com/markets/animal-health>



WHEN YOUR BUSINESS DEPENDS ON IT.™

**PRODUCT
OF THE
MONTH**

CB-80™ INSECTICIDE

from FMC Professional Solutions

Product #: 814572, 825076
Promo Code # 834724



\$1.50 OFF

per 17 oz can

- ◆ Industry's best-selling 0.5% pyrethrin + PBO synergist flushing and contact insecticide
- ◆ Dual Spray Action actuator and an 8:1 synergist to pyrethrin ratio
- ◆ Ideal as a space or crack and crevice spray

ProCenter Deals BY UNIVAR

Savings Available at Univar ProCenters Only

\$1 OFF per 14 oz can
INVADER® INSECTICIDE

Product # 814584, 802510 | Promo Code # 834729
No Limit

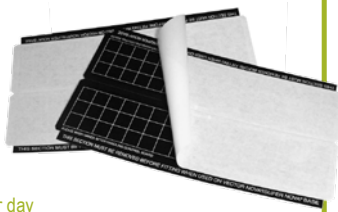


\$2 OFF per 8 oz bottle
**ADVANCE® 375A
GRANULAR ANT BAIT**

Product # 720079 | Promo Code # 834728 | No Limit

\$2.50 OFF
per box of (12 glue boards)
**CATCHMASTER #907
FLY GLUE BOARD**

Product # 757880 | Promo Code # 834727
Limit 5 boxes (60 glue boards) per customer, per day



ONLINE STORE



Savings Available Only On Orders Placed Through the Univar Online Store



\$4 OFF per 16 oz bottle*
**STRYKER INSECTICIDE
CONCENTRATE**

Product # 810465 | Promo Code # 834730

*Offer cannot be combined with any other CSI offer.

\$12.50 OFF
per case
(Eight 20 oz bottles)

NAVIGATOR SC

Product # 832571 | Promo Code # 834726
No Limit



Questions? Contact us at 1-800-888-4897 • Offers valid April 1 - 30, 2018

Please refer to pestweb.com/promotions for all promotion details and to learn about other Industry-wide promotions!

CREATURE FEATURE

Subterranean Termites



Subterranean termites form colonies and forage for wood in soil, which provides moisture and protection from extreme temperatures. As a result, subterranean termites are more widespread than drywood termites, which are more vulnerable to extreme cold. Also unlike drywood termites, subterranean termites don't live in the wood they're eating. **Since their colony size is not limited by wood, one subterranean termite colony can cause more structural damage than one drywood termite colony.**

Although subterranean termites occur in every state except Alaska, structural infestations are more common in warmer climates. Subterranean termites are limited by frozen topsoil in areas where winters are extremely cold, reducing the overall number of structural infestations in these areas.

Most structure-infesting subterranean termites in North America are native species. The Formosan subterranean termite is an introduced species native to southern China. It is the most widely distributed and economically important subterranean termite in the world, although its distribution in the United States is mostly limited to southeastern states and Hawaii. **Formosan subterranean termites can cause more structural damage in less time due to their high reproductive capacity, which produces colonies ten times**

the size produced by native subterranean termites.

Formosans and native subterranean termites can be differentiated by looking at alate forewings under magnification. In general, subterranean termites have two heavy veins and no cross veins along the top margin of the wing. Formosan wings are also covered with fine hairs, giving them a velvety appearance.

Conventional liquid termiticides provide chemical barriers to subterranean termites underneath and/or around structures. They are the fastest and most economical management method that should last at least five years. Termiticide baits are designed to eliminate subterranean termite colonies on properties. **Because they greatly reduce the amount of pesticide applied to the soil, termiticides baits are generally preferred by customers desiring a "green" management option.** Both are able to effectively manage subterranean termite infestations in structures.

PRODUCTS TO USE — CALL 1-800-888-4897 TO ORDER OR VISIT PESTWEB.COM

#806375



Termidor® HE High-Efficiency Termiticide

- 100% control in three months or less
- Breakthrough molecular technology allows for 50% shallower treatment depths
- Every treatment is protected by the strength of Termidor termiticide, trusted for years of proven performance

#809038



Termidor® HP High Precision Termiticide

- For use with the Termidor® HP Precision Injection System, revolutionary termite application for the PMP
- Mixes Termidor HP at the point of injection directly into treatment zone
- Injects Termidor HP creating 12"-deep hydraulic trench
- The same efficacy you have come to trust from Termidor products

Termidor HP is not labeled for termite use in New York State.

#834389



Trelona® ATBS® Annual Bait Stations

- Superior design and performance: Termites find bait stations faster* and delivers colony elimination
- Annual inspection- Reduces labor costs and site visits
- Full control of your business- you are the sole owner of your product and your customer relationships

*2012 University of Delaware study of active termites within one-half meter of both Sentricon® and Trelona ATBS stations

WANT TO LEARN MORE? Check out our Termite Biology & Pest ID class online: <http://pestweb.com/protraining/courses/a36c4>

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 Univar office for specific information to your area. Always read and follow label directions. • ©2018, Univar USA Inc. All rights reserved. Univar, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies. All other trademarks not owned by Univar that appear are the property of their respective owners.



ALPINE® Cockroach Gel Bait Rotation 1 & 2 Reservoirs

Advertorial supplied by **BASF**
We create chemistry



When a single gel bait product is used exclusively for roach control, research shows that cockroach strains can demonstrate feeding aversions. BASF developed **Alpine®** cockroach gel bait rotation 1 reservoir and **Alpine®** cockroach gel bait rotation 2 reservoir to help prevent bait aversion from developing in

your accounts. This fast-acting duo, a part of the Complete Cockroach Solution, provides baits that are attractive to both gel-bait-averse and non-gel-bait-averse cockroaches.

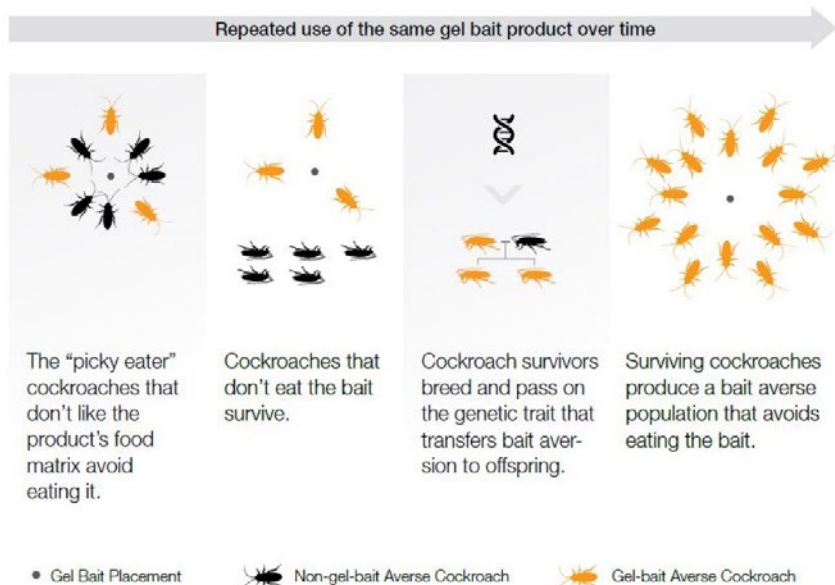
Use this rotation system with confidence, knowing that each formulation provides different food ingredients and quick, reliable control.

- **Attractive:** Both bait matrices appeal to gel-bait-averse and non-gel-bait-averse cockroaches.
- **Fast-Acting:** These BASF products begin killing cockroaches within minutes after exposure to the bait.
- **Reliable:** This rotation system guarantees different food ingredients in each formulation. Rotate two different formulations to prevent cockroach bait aversion

To eliminate chance of bait aversion, rotate baits formulated with different food ingredients every three to six months. Exposing cockroaches to a varied menu is the key to effective management.

Challenge Bait Aversion

Bait aversion can occur when a single gel bait product is used exclusively for cockroach control.





UNIVAR CONNECTIVITY MARKETPLACE



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PEST MANAGEMENT**

**GIVE YOUR
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THEIR YARD
BACK.**

FOR LIFE UNINTERRUPTED™

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SecureChoice™
Mosquito assurance

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EZ SNAP® RAT



Built-in snap trap inside the station reduces accidental trips. EZ set indicator tie creates an indication when servicing is necessary thus **reducing technician time.**

VMPRODUCTS.COM
Product Code No. 822803

VM PRODUCTS

Spring Fever Savings!

Save on Bayer Pest Control Products

April 1 – May 31, 2018

Contact your Univar representative to learn more.



BAYER

ALWAYS READ AND FOLLOW LABEL INSTRUCTIONS.
Bayer CropScience LP, Environmental Science Division, 2 T.W. Alexander Drive, Research Triangle Park, NC 27709. For additional product information, call toll-free 1-800-331-2867. www.backedbybayer.com. Not all products are registered in all states. Bayer and the Bayer Cross are registered trademarks of Bayer. ©2018 Bayer CropScience LP.

EXTRA LONG

MOUSE & INSECT GLUE BOARD

#72XL
UNIVAR #814935

Surround pallets or shelving to create protection zones.

Great for narrow spaces.



CATCHMASTER

24 x 4"



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JT EATON™
SINCE 1932

SUPER STRONGBOX™

**Black Powder Coated
Tamper-Resistant Bait
Station with Paver**



#830792

TERRO® PCO

Leaders in Liquid Ant Bait

- New & Improved Snap-Off Feature
- No Scissors Required to Open



Prod #: T300-NT
Univar: 815745

WoodstreamPro.com

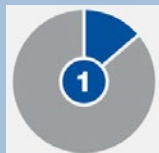
2018 Supplier Reward Programs



BASF Pest Perks How it works

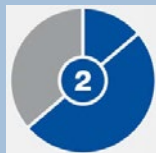


HOW TO QUALIFY



PURCHASE Innovation

Purchase a combined total of \$3,000 on two or more Innovation Qualifiers.



ACHIEVE Rebate Level

All qualifying general pest & termite baiting purchases during the year count toward rebate level



HOW TO SAVE



SCORE On Termidor

Achieved rebate level applies to all Termidor Agency purchases: In-season & during promotion!



SAVE On Everything

Save on all BASF Pest purchases. All Year.

Innovation Qualifiers*

Trelona Annual Bait Stations
Fendona CS Insecticide
Selontra Rodent Bait
Alpine Cockroach Gel Bait Rotation 1
Alpine Cockroach Gel Bait Rotation 2

Level	Purchase Total	Rebate
Bronze	\$7,000	2%
Silver	\$15,000	3%
Gold	\$25,000	4%
Platinum	\$35,000	5%
Diamond	\$50,000	6%

* Fendona CS is not registered in state of California and is replaced with Alpine WSG as Innovation Qualifier in CA. Please see CA Program Guide for complete details.



Program Year: January 1 –December 31, 2018
Qualification Period: All Year. Buy as needed.
Payment Periods: September 2018 & March 2019
Program Portfolio: Earn savings on entire pest portfolio

For more details go to pestcontrol.basf.us/pestperks