

## A LOOK AT THE YEAR IN PROTRAINING

The industry's most trusted training.

ProTraining by Univar puts professional education in your control.



In our rapidly changing industry, your training platform needs to do more than keep up. It needs to stay ahead.

That's why Univar constantly improves ProTraining to provide managers and technicians a truly complete, up-to-date training solution that drives business forward.

With that in mind, in 2017, we revamped our online platform with a more streamlined, mobile-friendly interface and powerful administrative tools.

management to compressed air sprayer maintenance.

They bring ProTraining's total to 425 courses available today, including technical courses, free supplier-provided courses, and business and safety courses. And for those approved for CEUS, we work with over 40 state and provincial departments to ensure seamless compliance.

But we're far from finished. Stay tuned as we continue to push out new courses and features in 2018, propelling the industry — and our customers — ahead.

In October, we partnered with PCT to make their entire Label Training library accessible to users via PestWeb — for free.

And we've constantly expanded our curriculum along the way. Our most recent additions cover everything from bed bug

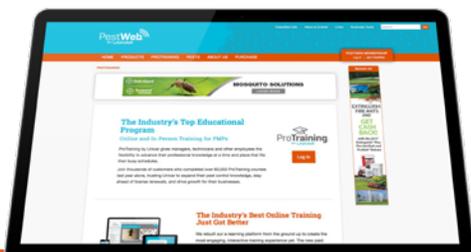


### Learn To Manage Bed Bugs More Effectively

**NEW PROTRAINING COURSE covers all of the following:**

- What are the best ways to spot bed bugs?
- Why are bed bugs so resistant to pesticides?
- How can I improve my bed bug monitoring and treatment?

<http://pestweb.com/protraining/courses/b32e566>



### Meet Univar's Public Health Experts at the AMCA National Meeting

Univar will join hundreds of leading mosquito control researchers, educators, and professionals at the Annual Mosquito Control Association's 84th National Meeting, held February 26 – March 2 in Kansas City, Missouri.

Join us at booth #200-203 to learn how Univar can support your business in this rapidly growing industry. Our Public Health and mosquito control expert Ron Dedeke will be on hand to showcase Univar's comprehensive range of resources and support.

Learn about Univar's public health offerings at <http://pestweb.com/markets/public-health>

**PRODUCT OF THE MONTH**

## TERMIDOR® SC TERMITICIDE INSECTICIDE

from BASF

Product # 678529, 751794, 682903 (NY)  
Promo Code # 834090



# \$10 OFF

per 20 oz bottle

- ◆ Genuine Transfer Effect on ants to kill the colony
- ◆ Nation's number one ant control

## ProCenter™ Deals BY UNIVAR

Savings Available at Univar ProCenters Only



**\$1 OFF** per 17 oz can  
**CB-80 INSECTICIDE**

Product # 814572, 825076 | Promo Code # 834086  
No Limit



**\$5 OFF** per package  
**NUVAN® PROSTRIPS**

Product # 780061, 780060, 807586 | Promo Code # 834092 | No Limit

## ONLINE STORE



Savings Available Only On Orders Placed Through the Univar Online Store

# \$1 OFF

per 1 lb bottle\*

## D-FENSE DUST

Product # 800436  
Promo Code # 834091  
\*Offer cannot be combined with any other offer.



Please refer to [pestweb.com/promotions](http://pestweb.com/promotions) for all promotion details and to learn about other Industry-wide promotions!  
**OFFERS VALID FEBRUARY 1 - 28, 2018**

# CREATURE FEATURE

## Norway Rats



### NORWAY RATS

Norway rat is the official common name for a rat that is native to the eastern Siberia/China border and parts of Japan. **This misnomer occurred because the English naturalist who classified the rat in 1769 thought the rat was introduced to the UK on Norwegian ships.** Although not true, the name stayed and continues to be used today.

Norway rats spread west from Asia through human migration, arriving in Europe in the 1500s and the Western Hemisphere in the 1700s. With the exception of polar regions, some islands and the Canadian province of Alberta, Norway rats are a worldwide pest and are the dominant rat species in Europe and most of North America. **Alberta has worked hard since the first Norway rat was discovered in 1950 to keep itself rat-free, including monitoring a buffer zone within 29 km (18 mi) of its lower eastern border with Saskatchewan and destroying rats whenever they are found.**

Management failures are often blamed on rats disliking new things in their environment (neophobia). **However, it's more likely that failures are due to treatment measures not being placed within 10 feet of routes used repeatedly by rats.** These routes can be identified by inspecting for rat droppings, rub marks, gnawing and burrows. Baiting snap traps without setting them (prebaiting) can acclimate rats to the traps as well as help determine food preference if several options are provided.

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



### Contrac Soft Bait

- Bell's most extensively researched and tested rodenticide ever
- Manufacturing process ensures contact with sachet paper, maximizing bait acceptance
- Bait won't freeze, mold or melt



### EZ Secured Rodent Bait Station

- VM Products' proprietary patent design using lag screws and flexible fastening cones – design ensures station and cement block are securely attached, providing years of service and eliminating assembly costs
- External concrete block adapts to environment (in soil it seasons to the aroma of the earth, and on concrete it is a familiar substance similar to the rodent's surroundings)
- External concrete block creates friction with ground to help station stay in place



### Easy Set Rat Trap #621P

- Roof rats will utilize rafters and beams as runways - 621P can be quickly attached to these surfaces with a simple zip tie.
- Previously used snap traps are proven to be more effective- 621P's durable design allows years of effective use.
- More traps = better control - 621P is economical and saves labor costs with easy pre-baiting, setting, and removal.

**WANT TO LEARN MORE?** Check out our Rodent Biology, Behavior & Management class online: <http://pestweb.com/protraining/courses/a417b>

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.



# THE BENEFITS OF A MULTI-PRONGED APPROACH TO MOSQUITO CONTROL

Advertorial supplied by 

**Mosquitoes evolve quickly to changes in their environment, such as the presence of insecticides, so an effective treatment plan should be multi-pronged. Use an IPM approach starting with surveillance and exclusion and move towards chemical treatments that target the mosquito at various life stages, which includes the use of an adulticide, synergist and insect growth regulator (IGR).**

Start by inspecting the entire area for harborage and breeding sites. Remove all sources of standing water and any other potential breeding sites. Potential breeding sites include, but are not limited to bird baths, clogged rain gutters, saucers under potted plants, watering cans, children's toys, rain barrels and leaf piles. It is important to include the customer in this process and to communicate the importance of correcting all conducive conditions.

Once conducive conditions have been addressed a chemical treatment can be applied. For best results, use the combination of an adulticide, synergist and IGR. Each component features a unique benefit to mosquito control.

Adulticides are important because they provide immediate relief from an adult population of biting mosquitoes. For best results, choose an adulticide with microcap technology. Microcaps provide controlled release of the active ingredient, thereby providing control for an extended period of time on difficult surfaces.

Synergists are not insecticides by themselves but they enhance insecticide efficacy. Synergist use combats insecticide resistance present in the mosquito population. Piperonyl butoxide, commonly referred to as PBO, is one of the most common synergists used in insect control today. It prevents the breakdown of the insecticide in the insect which leads to increased efficacy at lower insecticide concentrations.

IGRs have a very different mode of action than adulticides, affecting the hormonal system of the insects rather than killing them outright. One type of IGR is a juvenile hormone (JH) mimic. Pyriproxyfen is a JH mimic and can prevent the transition of larvae into adults, effectively ending their life cycle in the pupal stage. It can also sterilize adult mosquitoes and reduce the number of viable eggs that are laid.

OneGuard Multi MoA Concentrate, manufactured by MGK, combines the power of an adulticide, synergist, IGR and knockdown agent in one single product with controlled-release technology. The result is highly effective knockdown, kill and long-lasting control of mosquitoes (see label for additional pests including house flies, fleas and ticks). OneGuard delivers on its promise: easy-to-use, effective and long-lasting. This convenient, all-in-one product also gives Pest Management Professionals (PMPs) and their customers peace of mind. It has long-lasting control of *Aedes*, *Anopheles* and *Culex* mosquitoes, including those that may transmit West Nile virus, Chikungunya virus and Zika virus. Contact your MGK or Univar representative to learn more .

## ONEGUARD®



Always read and follow label directions.



# UNIVAR MARKETPLACE

**BASF**  
We create chemistry

**Changing of the Guard**

**Trelona® ATBS**  
Annual Bait Stations

**EZ SNAP SEEKER**

The EZ Snap Seeker features an **Innovative Design** that allows you to **Seek Out the Source** in attics, drop down ceilings and tight spaces.

VMPRODUCTS.COM **VM**  
Product Code No. 833507

**A BETTER PLAN FOR YOUR BUSINESS**

Yearlong Rebates

SummerPay™

Calculate Savings

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**PREVENTION STARTS HERE**

**Click Here to Learn More**

When it comes to bed bug control, you can stock your tool box with all kinds of tools.

Or you can just carry a really, really big hammer.

**INTRODUCING NUVAN® DIRECTED SPRAY® AEROSOL**

**NUVAN®**  
DIRECTED SPRAY® AEROSOL

Product Number: 02385  
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**JUMBO RAT TRAY**

**#24XL**  
UNIVAR #814936

Largest glue tray in the Catchmaster® line of rodent products.

Over 83 square inches of heavy duty adhesive.