

At Univar, we take pride in providing customers with the most current industry news and knowledge – within local communities and nationwide.

Here's an overview of Q1 2018's biggest trends as reported by Univar managers across the country.

WHAT'S HAPPENING ACROSS THE INDUSTRY

Univar managers share the latest industry trends and insights

MAY 2018

Mark Nelson
Western Region

"There's a lot of interest in equipment like the Burrow RX for **voles and gophers**. They don't have a lot of risk and are a great option for city parks and golf courses."

Jim Delaney
Director - Central Region

"We're seeing **brown marmorated stink bugs** active when the weather warms up. They overwinter in the cracks and crevices of buildings, especially indoors."

Terry Davis
Western Region

"San Francisco's Dept. of Health created a '311' hotline citizens could call to report rodent activity. Year over year activity is increasing, and PMPs are capitalizing with **rodent exclusion products**."

Jill Settle
Eastern Region

"There's a lot of buzz in the industry that **mosquito** season will be larger than last year due to a warm winter in the southeast."

Ed Conboy
Western Region

"**Ant and scorpion** activity is spiking as the weather warms up. PMPs are using products designed for extended control, even under adverse weather conditions."

Michelle Hancock, BCE
Central Region

"Here's a trend: many PMPs are looking into private labeling their **rodent stations**, as well as private labeling their rodent and insect glue boards."

Craig Keller
Eastern Region

"What's new from last year? Well, the warmer weather in February/March has caused specific **termite swarms**, especially on slab construction."

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What's trending so far in 2018

1. Personal Protective Equipment
2. Ant Biology & Management
3. An In-Depth Look at Pesticide Labels & SDS
4. Compressed Air Sprayers: Troubleshooting & Maintenance
5. Domestic Cockroaches

Learn more at PestWeb.com/ProTraining



Expand business to Wildlife Management and see revenue grow

Gain an advantage in this rapidly growing industry — talk to Univar. We have dedicated wildlife management specialists ready to arm PMPs with the knowledge, products, and business support to take advantage of this opportunity.

Learn about Univar's wildlife management offerings at <http://pestweb.com/markets/wildlife>



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Questions? Contact us at 1-800-888-4897 • Offers valid May 1 - 31, 2018

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

CREATURE FEATURE

House Flies



House flies are the most common flies associated with humans and their animals. Originally from central Asia, they now occur in inhabited areas worldwide. **Since house flies breed in feces and garbage, they can transmit diseases from these mediums onto food and food preparation surfaces.** Studies have shown that community-wide fly management reduces cases of infectious diarrhea, which can be caused by various pathogens. House flies may carry these pathogens on their bodies or in their bodies and deposit them in their feces or regurgitated gut contents.

House flies rarely breed inside buildings unless garbage dumpsters or compactors are housed indoors or extremely unsanitary conditions are present elsewhere. House flies are an increased problem in animal farming areas due to large amounts of manure. **In more urban areas, house flies are attracted to odors from outdoor garbage dumpsters.** To reduce attraction to buildings, dumpster lids should stay tightly closed and dumpsters should be cleaned regularly.

The further away dumpsters are placed from entrances, the less likely house flies are to enter buildings. Ultimately, keeping windows and doors closed or screened is the most effective way to keep house flies outdoors.

Against best efforts, house flies can still manage to fly indoors. Insect light traps (ILTs) are very effective at catching them after they've entered buildings. **Proper placement is important as house flies are generally active within three to six feet above the floor and ILTs placed higher than this zone are less attractive.** Fly baits are available in a variety of formulations, most notably those that can be applied as removable bait placements in food-handling areas. These can also be applied in dumpster areas to reduce fly populations.

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

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Want to learn more? Check out our Introduction to Small & Large Filth Flies class online: <http://pestweb.com/protraining/courses/9d1aa>

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TIPS for offering Mosquito Control Services

Advertorial supplied by **syngenta**

By Dr. Nicky Gallagher, Technical Services Manager, Syngenta Professional Pest Management

With the arrival of warm weather, mosquitoes are active again and driving us back indoors. To keep mosquitoes at bay and allow your customers to enjoy their backyards, consider adding a mosquito control service to your business offerings.

Mosquito services (also known as barrier applications) typically represent a small portion of an overall pest management business (around 4 percent or less¹), but they have great potential for growth. Sixty five percent of PMPs surveyed for PCT magazine's 2017 State of the Mosquito Market Report experienced an increase in mosquito control revenue in 2016 compared to 2015.1

If performed correctly, an add-on mosquito service is an excellent opportunity to increase your revenue and customer base. An effective mosquito program should include inspection, education, breeding source reduction and targeted applications of adulticides and larvicides.

Here are some additional tips as you gear up for mosquito season:

- Know your state and local regulations regarding mosquito control



#815913

- Brush up on mosquito biology and control strategies by attending educational sessions
- Inspect your equipment for any necessary repairs or maintenance
- Attend training seminars on how to safely and effectively conduct a mosquito application
- Review inspection techniques, protocols and product labels for any changes
- Develop educational bulletins and inspection checklists for homeowners
- Review your contract to ensure you avoid claims of complete mosquito control and disease prevention
- Reach out early to existing and new customers to remind them that you are offering a mosquito service
- Be prepared for questions from your customers about the Zika virus
 - The [Centers for Disease Control and Prevention](#), [Florida Health](#) and [Texas Health and Human Services](#) are all useful resources that offer updates and recommendations about the Zika virus

Barrier applications are traditionally offered for control of nuisance mosquitoes. To give you a competitive advantage, Syngenta offers the [SecureChoiceSM Mosquito Assurance Program](#) for mosquito control on a 60-day treatment cycle. With the combination of [Demand[®] CS](#) insecticide and [Archer[®] insect growth regulator](#), this program can help you free up technician time and reduce mosquito populations around your customers' homes or properties for up to 60 days. As part of the program, Syngenta also offers educational materials for homeowners about how to reduce mosquito breeding sites and how to protect themselves from mosquito bites.

For more information and tips about mosquito control, visit [SyngentaPMP.com/Mosquito](#) or contact your local Syngenta territory manager.

¹ "State of the Mosquito Market". Pest Control Technology. May 2017. www.pctonline.com/article/state-of-the-mosquito-market-sponsored-by-mgk/

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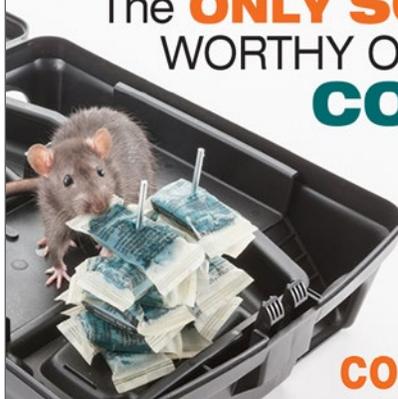
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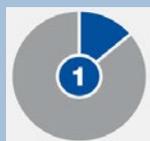
2018 Supplier Reward Programs



BASF Pest Perks How it works



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 - 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.

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

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