

# WHAT'S HAPPENING ACROSS THE INDUSTRY

Univar sales managers share the latest industry trends and insights

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 this summer's biggest trends as reported by Univar sales managers across the country.



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## Mark Nelson

Western Region

"As they wind down their five-year cycle in Idaho, **elm seed bugs** are now appearing in Utah and Oregon. We've helped many customers with solutions for preventing the nuisance pests from entering structures."



## Kevin Behrens

Central-Midwest Region

"We've seen **more ticks** and instances of Lyme disease and Rocky Mountain spotted fever, which we've been combating with **barrier work**."



## Nate Tamialis

Western Region

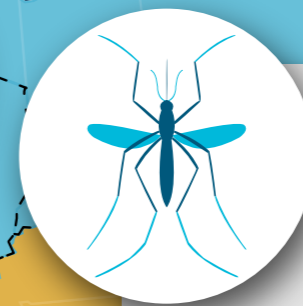
"We've provided many of our customers with product and treatment recommendations for **true bugs** and **false chinch bugs**."



## Michelle Hancock, BCE

Central Region

"There's been growing interest in **stored product pest solutions** as well as **pheromone traps** for specific insects."



## Jill Settle

Eastern Region

"Thanks to **higher amounts of rainfall**, combined with warmer-than-average temperatures, we've seen a surge in **mosquito activity** resulting in an increased number of callbacks."



## Doug Gibbs

Central Region

"There's been an uptick in **tawny crazy ants**. We've also been surprised by how many **rodents** we've seen — they're running crazy like it's still January."



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