

WHAT'S HAPPENING ACROSS THE INDUSTRY



Univar sales managers share the latest industry trends and insights

NOVEMBER 2017



Mark Nelson

Western Region

"Rats and mice have been major pests all year. We'll see an even bigger increase in baits and stations being used as we get into the colder season."



Marc Bramhall

Midwest Region

"PMPs are managing an explosion in Japanese beetle populations by making exterior applications before the first hard freeze."



Terry Davis

Western Region

"Warmer temperatures have led to increased outbreaks of Indian mealmoths and angoumois grain moths in stored grain, home pantries, and commodities."



Ed Conboy

Southwestern Region

"We're seeing heavy rodent activity. Many of our customers are growing their businesses by adding exclusion services to their rodent control offerings."



Michelle Hancock, BCE

Central Region

"In response to increasing bed bug activity, we're seeing PMPs buying multiple levels of products to show their customers a comprehensive protocol."



Kevin Behrens

Central-Midwest Region

"The cooler temperatures have had mice going crazy. However, we've seen fewer fall invaders compared to years past."



Doug Gibbs

Central Region

"We have been dealing with fire ants and rodents displaced by the flooding from Hurricane Harvey. Mosquitos also continue to be an issue."



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