

LET'S TALK BUSINESS STRATEGY AT PESTWORLD



PestWorld is just around the corner, and it's the perfect place to evaluate your upcoming business plans. That's because in addition to exploring new products and technologies from the industry's top vendors, you can sit down with Univar experts to talk through your company's goals for 2019, and learn about new opportunities for growing your services, revenue, and customer satisfaction.

We'll have two booths at the show — #1022 and #1023 — with special focuses on business support services from Univar and service offering expansion for pest management professionals. We've also got fun surprises in store, including big prizes for lucky booth visitors.

If you're going to the show, we'll see you in Orlando. And if you want to talk strategy before then, just give us a call at [800.888.4897](tel:800.888.4897).



Keep cockroach invasions at bay

With the onset of October, cockroaches are on the lookout for shelter from cooler fall temperatures. They prefer a warm, cozy environment — which is why customer concerns are ramping up right now.

Get ready to answer roach calls with our popular [Domestic Cockroaches](#) course on ProTraining. You'll learn about different types of cockroaches, the impacts they have on public health, and the most effective treatment options on the market today.



Grow your business with Univar's Turf & Ornamental services

Want to expand into turf, ornamental, nursery, and vegetation management services areas? Univar provides a complete range of products, insights, and business support services to help you seize new opportunities.

- Herbicides
- Fungicides
- Fertilizers
- Growth regulators
- Application equipment

See our selection and order online today at [the Univar Online Store](#).

[Also, check out the 2019 Early Order Program here.](#)

EZ SECURED RODENT BAIT STATION

from VM Products

Product # 744884 | Promo Code # 819469

* Excludes private label

- ◆ The original weighted bait station
- ◆ Concrete block absorbs the surrounding odors creating a familiar smell for the rodent
- ◆ External block creates friction with the ground to help it stay in place
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Product # 717229, 742248 | Promo Code # 793591
Limit 20 bottles per customer per day



\$6 OFF per case
of 12 traps
**TRAPPER® T-REX
RAT SNAP TRAP**

Product # 720177 | Promo Code # 812272
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ONLINE STORE



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\$5 OFF per 27.5 oz bottle
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* Not registered in CA or NY. Offer cannot be combined with any other CSI offer

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

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

CREATURE FEATURE

RACCOONS



Raccoons in general are New World animals. Of the three raccoon species that exist, the common raccoon is the largest and most widely distributed. It is native to North and Central America from southern Canada down to Panama. **Originally from the tropics, the common raccoon is one of a few larger animals whose range increased along with human settlement.** They have been introduced outside of their native range into Europe and Japan where they have become invasive.

Raccoons are omnivorous and highly adaptable to different environments. They are intelligent animals that are able to creatively solve problems and have dexterous hands that can open and manipulate objects. They can be persistent and destructive when trying to gain access to food or structures. **Raccoons also vector rabies, mainly along the East Coast and up into Ontario, and host raccoon roundworm.** Roundworm eggs excreted in raccoon feces contaminate underlying surfaces and are usually ingested by young children. The roundworm larvae tend to migrate to the brain and eyes, possibly causing neural dysfunction, blindness or death.

In natural settings, raccoons den up in tree hollows or in ground burrows made by other animals. In urban areas, they will take advantage of structural voids like attics and crawlspaces. **Raccoons can fit through four-inch openings. Potential entry points are uncapped chimneys, loose shingles and openings into eaves and attics.** One-way excluders can be positioned over some openings to allow raccoons to exit but not return. Raccoons can also be removed from properties with live traps. However, a state or municipality may have strict relocation requirements or not allow relocation at all, especially if it classifies raccoons as a rabies vector species.

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

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- Limited Lifetime Warranty
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Tomahawk Live Trap 608SS

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- No bent trip pans with pan protection bar
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Want to learn more? Check out our Wildlife Management – The Mammals course online. [Visit PestWeb.com/ProTraining](http://PestWeb.com/ProTraining)

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Smart, Efficient, Effective Pre-Construction Termite Protection

Advertorial
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The Chemical Company



When the subject of termite pre-treatments comes up on construction site, some concrete subcontractors worry about the building process interruptions required by some liquid termite technologies. Pest management professionals can alleviate these hassles by installing termite bait system in a convenient single visit after the final grade of the property has been finished.

The most efficient, least disruptive pre-treatment option

The Trelona ATBS Termite Bait System is quickly becoming the preferred choice of homebuilders for termite pre-treatments. It offers simplicity through a complete termite control system with no complicated treatment of wood surfaces, plus the treatment won't disrupt your subcontractors or their completed work.

Benefits of Termite Baiting Systems

- The least disruptive of all pre-treat options
- Subcontractors can get in and out without any holdups because the system is installed during a single trip after final grade
- Homeowners prefer baits because they offer visible long-term protection and add value to their new home
- Earn Leadership in Energy and Environmental Design (LEED) credit for installing a nontoxic termite bait system

Easy, low-impact installation. Visible, long-term protection.

Installing Trelona ATBS Termite Bait System is a simple, non-invasive procedure that does not interrupt or conflict with construction in any way. An auger is used to efficiently create the necessary ground openings where stations are inserted and pushed down until flush with the soil surface.

The bait is placed inside the station, where it goes to work. Trelona ATBS stations are constructed of durable high-impact plastic and are designed to be aesthetically pleasing to prospective homeowners

Though inconspicuous, they show the homeowner their property is being safely protected with round-the-clock monitoring.

Why homeowners like the Trelona ATBS Termite Bait System

By providing this advanced system, you offer a number of key benefits that appeal to prospective homebuyers:

- Visible long-term protection the homeowner can see and touch
- An aggressive approach that eliminates the entire termite colony
- Non-invasive installation to home's landscaping or yard
- A sound environmental approach that uses active ingredients only when needed
- A preventive termite control program around the home that is unaffected by rain, sunlight or other factors

To learn more, visit pestcontrol.basf.us

Trelona® ATBS
Annual Bait Stations



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