## CONNECTIVITY

A Spotlight on Products, Promos, Insights, and More



Volume I • Issue 9

# ARE YOU GETTING THE MOST OUT OF PESTWEB?

Find products, training, tools, and advice — all in one place.

Professionals have long known that PestWeb is the industry's go-to source for product and pest information - including labels and SDS. But PestWeb today is more than a website — it's a portal to an incredible array of supplies, tools, and insights for taking your business to the next level.

In addition to a complete offering of products for structural pest, public health, turf and ornamental, and wildlife markets, you can tap into purchasing, training, and reporting tools, contact Univar's respected experts, and more.

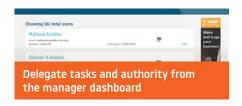
A PestWeb account gives users access to a comprehensive suite of features:













Accessing PestWeb has never been quicker or easier. Create your free account in minutes at <a href="www.PestWeb.com/join">www.PestWeb.com/join</a>.



## Preventing Autumn Pests? This Course is for You

ProTraining's Rodent Biology, Behavior and Management course covers all you need to know to manage and prevent autumn invaders.

- Identify commensal rodents and *Peromyscus* mice
- Recognize the diseases carried by pest rodents
- Understand how rodents navigate their environments

Take this course today at www.PestWeb.com/protraining.





## Protect Your Community's Health with Univar

When it comes to public health, Univar delivers more than adulticides, larvicides, foggers, and barrier treatment products. We also equip public health professionals with extensive tools, training, and knowledge, all backed by over 100 experienced representatives providing local technical support.

Get answers for your community. Call 800.609.9414 or visit <a href="https://www.PestWeb.com/markets/public-health">www.PestWeb.com/markets/public-health</a> today.



### **Exclusive September 2018 Savings**



# TALON® WEATHERBLOK® XT RODENTICIDE from Syngenta

**OFFER:** Now offering a new Talon® Weatherblok® XT rodenticide pallet! For only \$768 you can receive 12 x 16 lb. pails of Talon Weatherblok XT. For added convenience, you can defer payment until July 6, 2019 on any pallet purchase with SummerPay™ terms. By purchasing one pallet August 1 - December 31, 2018 you will also receive a Carhartt® Five Gallon Bucket Organizer from Syngenta.

- Talon WeatherbleicXT
- ◆ Designed for extreme weatherability without compromising rodent acceptance
- ◆ Can control rodents at a low dose, even warfarin resistant rodents
- ◆ Single-feeding reduces exposure and cost, and limits bait shyness
- Features outstanding palatability with high-density grain content



### ONLINE STORE



Savings Available Only On Orders Placed Through the Univar Online Store



\$3 OFF per 20 oz can\* FUSE FOAM

Product # 826864 | Promo Code # 836840 \*Pending registration in CA Cannot be combined with any other CSI promotion. No Limit

\$5 OFF
per package
NUVAN PROSTRIPS

Product # 780061, 807586, 834872 Promo Code # 836839



Questions? Contact us at 1-800-888-4897 • Offers valid September 1 - 30, 2018
Please refer to pestweb.com/promotions for all promotion details and to learn about other Industry-wide promotions!

## CREATURE FEATURE

### **BROWN DOG TICK**

The brown dog tick is unique in that it can complete its entire life cycle indoors. As a result, it is more of a domestic pest (occurring in and around structures) than other tick species. Other ticks can be brought indoors, but they are not able to build populations and infest structures like the brown dog tick. Because it is primarily an indoor parasite of the ever-present domestic dog, it is the most widespread tick in the world. It is usually introduced into a structure on an untreated dog that originated from or visited an infested location.

All life stages of the brown dog tick prefer to feed on dogs. Each stage drops off the host after feeding to molt into the next stage or to lay eggs. **Because of this behavior, most of a brown dog tick's life is spent in the environment, not on a dog.** Engorged larvae, nymphs and adult females drop and search for protected cracks and crevices in which to molt or lay eggs. Where dogs stay during the night is the area most likely to harbor the most brown dog ticks in the environment, either indoors or outdoors. In suitable climates, brown dog ticks will infest outdoor dog houses, kennels and runs.

Before providing structural treatment, dogs must be treated with an effective veterinary tick control product. Brown dog tick management is a cross between flea and bed bug management because it is focused on pet resting areas and the surrounding cracks and crevices, although ticks can be found crawling on carpets, walls and furniture. These areas can be treated with appropriately labeled liquid or aerosol residual products. The addition of an insect growth regulator prevents immature ticks from becoming reproductive adults. Outdoor pet areas can be treated with either a liquid or granular residual product.

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



### Talstar XTRA

- Perfect Form: granule is uniform in size and shape for improved ballistics during application
- Better for the Applicator: Odorless and proven to be virtually dust-free, for a substantial reduction of dust of dust in the air, on the equipment and on an applicator's clothing following treatment



### NyGuard Plus

- Fast-acting formula kills ticks and fleas
- Carpet and surface treatment
- Neutralizes pet odors and leaves a clean, fresh scent



### **DemandCS Insecticide**

- Can be used as part of the SecureChoice™
   Tick Assurance Program to provide up to 90
   days of outdoor tick control
- Contains iCAP™ technology, which features a range of capsule sizes that stay on multiple surface types and control the release of the active ingredient, lambda-cyhalothrin
- Purchases of Demand CS qualify for yearlong rebates through the PestPartners<sup>™</sup> 365
   Program

Want to learn more? Check out our Hard Ticks: Vectors of Human Diseases course online. <u>Visit PestWeb.com/Protraining</u>



# The Importance of Customer Involvement in Tick Management

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



While tick bites can cause annoying inflammation or irritation, being infected with a tick-borne disease can be a major concern. Through tick bites, humans and pets can be infected with Rocky Mountain spotted fever, Lyme disease, babesiosis and more. In fact, a recent study found a 44.7 percent increase in the number of U.S. counties that have recorded ticks carrying Lyme disease.<sup>1</sup>



With a steady increase in the incidence and spread of tick-borne diseases, homeowners, public health officials and the pest control industry must know how to manage or

control a tick problem. Additionally, tick control can be an excellent add-on service for your business to help keep these pests out of your customers' properties.

### Reducing incidences of tick bites

Preventing tick bites is the best defense against tick-borne infections. Give your customers the following tips from the Centers for Disease Control and Prevention (CDC) to help protect themselves and their pets:

#### For humans:

- Apply a tick repellent according to manufacturer instructions
  - Repellents with DEET formulations of at least 25 percent are needed to repel ticks
- Wear long-sleeved shirts (tucked into pants) and long pants (tucked into socks)
- Avoid tall grass and weedy areas
- Bathe immediately after coming indoors to find and remove any ticks
- Conduct a full-body tick check using a hand-held or fulllength mirror
- Remove ticks right away. For tips, visit the CDC website.
- After coming indoors, put dry clothes in a dryer on high heat for 10 minutes to kill any ticks

#### For pets:

- Consult your veterinarian about over-the-counter, anti-tick products for pets
- Consider a Lyme disease vaccination for dogs at risk of blacklegged tick bites
- Keep dogs confined to yards or homes and don't allow them to roam freely
- Keep dogs on leashes during walks, and inspect them for ticks afterwards

### Integrated pest management strategies

- Habitat modification: Keep yards mowed and do not allow brush or leaf litter to accumulate. Remove brush, tall weeds and grass to eliminate rodent and other small mammal habitats, which serve as hosts for ticks. Larger mammals (e.g. deer) can be excluded from an area with fencing.
- Insecticidal barrier: An exterior insecticidal barrier is an effective way to reduce tick populations, particularly when combined with landscaping modifications to tick habitats. A microencapsulated pyrethroid insecticide like <u>Demand® CS insecticide</u> will help give extended residual control of tick adults and nymphs. Demand CS can also be used as part of the <u>SecureChoice™ Tick Assurance Program</u>, which provides up to 90 days of control of outdoor ticks.

Using Demand CS, target lawn and woodland edges and perimeter areas near tick habitats. Also, treat groundcover vegetation near the home. Treatment areas should also include grassy and brushy areas around outbuildings and kennels, sites where dogs rest and underneath doghouses.

By following these guidelines, you can provide comprehensive tick prevention tips and control. For more information, visit <a href="https://www.SyngentaPMP.com/Tick">www.SyngentaPMP.com/Tick</a> or view the <a href="https://com/CDC's online resource">CDC's online resource</a> about ticks.



#### Sources:

Rebecca J. Eisen, Lars Eisen, and Charles B. Beard. County-Scale Distribution of Ixodes scapularis and Ixodes pacificus (Acari: Ixodidae) in the Continental United States. J Med Entomol. 2016 March; 53(2): 349–386.

https://ohioline.osu.edu/factsheet/HYG-2073

http://www.ct.gov/caes/lib/caes/documents/publications/bulletins/b1010.pdf https://www.cdc.gov/media/dpk/diseases-and-conditions/lyme-disease/index.html

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# UNIVAR CONNECTIVITY WARKETPLACE













## 2018 Supplier **Reward Programs**



### **BASF Pest Perks How it works**



**HOW TO SAVE** 

### **HOW TO QUALIFY**



**PURCHASE Innovation** 

Purchase a combined total of \$3,000 on two or more Innovation Qualifiers.



**ACHIEVE** Rebate Level

All qualifying general pest & termite baiting purchases during the year count toward rebate level



SCORE **On Termidor** 

Achieved rebate level applies to all Termidor Agency purchases: In-season & during promotion!



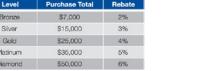
**SAVE** On Everything

Save on all BASF Pest purchases. All Year.

#### Innovation Qualifiers\*

Trelona Annual Bait Stations 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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With Syngenta's PestPartners 365 Program, any and all purchases made throughout the rest of the year help your rebate gro**w!** 



The more you buy, the more you save! Use the PestPartners 365 Program tools to calculate your year-long savings.

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