

CONNECTIVITY

A spotlight on products, promos, insights, and more

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How to Make the Most of Add-On Services

Across the country, pest management companies are growing their customer bases – and revenue – with nontraditional services like mosquito control, wildlife control, and fumigation.

Is your business ready to add a new service?
Follow these three steps to ensure a strong start.



*Article content provided by PCT custom content

1. Contact trusted industry experts

Reach out to vendors, subject matter experts, and industry associations for their expertise on guidelines, restrictions, and certifications. They'll also be able to steer your business towards the most effective products, approaches, and training.

2. Customize your approach to your business

A successful service at one company may not be a good fit for another. Look at external factors like market size, location, and customer needs plus internal aspects like comfort level, workforce expertise, and hiring needs to determine which markets make sense for you.

3. Consider how to increase your revenue

Add-ons offer the potential to upsell one-time services, regular maintenance schedules, and additional seasonal work. By bringing new services in-house, your business can build loyalty and revenue with existing customers while ensuring timely service.

Ready to get started? [Talk to a representative](#) today to find the best add-on services for your business.



Manage mosquitoes more effectively with ProTraining

Equip your technicians to take on the booming mosquito control market with comprehensive courses from ProTraining.

- Learn about common breeding sites and larvae treatment techniques with [Mosquito Biology & Larval Management](#).
- Identify regional health risks and adult mosquitoes with [Mosquito-Borne Diseases and Adult Management](#).

[Get started by visiting ProTraining today.](#)



Free webinar: Learn the basics of mosquito control on Sept. 19

Interested in adding mosquito control services to your business?

Join Univar Solutions mosquito control expert TJ Shelby for a live introductory webinar at 2 p.m. EST/11 a.m. PST on Thursday, September 19.

This free webinar will cover the basics of mosquito biology, inspection and treatment methods, upselling techniques, and more.

Save your spot by [registering here](#) today.





Products of the Month



**\$1
Off**

Scion™ Insecticide

\$1 off per 1.33 oz bottle

Product 840244 – Promo code 840781
Not registered in CA



NEW

Advion WDG Insecticide

0.33 oz pouches

Product 839556 – not registered in CA or NY



**\$5
Off**

Victor Mini Cat Solid Trap

\$5 off per case of 12 traps

Product 840003 – Promo code 840782



Online Exclusives



**\$5
Off**

CYZMIC CS

\$5 off per quart

Product 789940, 838707 – Promo code 840777
Offer cannot be combined with any other CSI offer – no limit



**\$5
Off**

Onslaught® FastCap Microencapsulated Formula

\$5 off per 16 oz bottle

Product 803774 – Promo code 840780 – no limit

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Creature Feature

Blacklegged Ticks



Blacklegged ticks are also known as deer ticks because the white-tailed deer is the main host of their adult reproductive stage. The blacklegged tick is widely distributed across the eastern United States and has been expanding into southeastern Canada. The western blacklegged tick occurs along the U.S. Pacific coast into southern British Columbia. Both blacklegged ticks are vectors of Lyme disease.

Most Lyme disease cases are reported from the Upper Midwest and northeastern states and their bordering areas of Canada. **In these areas, immature blacklegged ticks prefer to feed on white-footed mice, the primary reservoir for Lyme disease.** Western blacklegged ticks and blacklegged ticks in southern states feed as immatures on other small animals as well that may not be Lyme disease reservoirs or are not as abundant as white-footed mice.

Since tick-borne diseases usually peak in June and July of each year, treatments applied in May are most likely to reduce disease transmission. **Treatments for blacklegged ticks should be focused along the perimeter of properties, 10-15 feet into wooded areas and 2-3 feet into lawns, as well as to shady plant beds.** Granular or high-volume spray applications are best for penetrating vegetation and leaf litter where blacklegged ticks prefer to live to maintain moisture.

Want to learn more?

Check out our ProTraining Online course:
[Hard Ticks: Vectors of Human Diseases](#)

Products to use

Product
754968



Talstar Professional

- In treating a tick infestation, treatment time is critical as nymphs are most abundant from June to September when people are frequently outdoors enjoying their yards.
- If ticks have been found on the property, it is best to make a liquid application with Talstar Professional insecticide to knock down the infestation.
- To help prevent infestation, a follow up application with Talstar PL is beneficial.

Product
803774



Onslaught FastCap Microencapsulated

- All-in-one combination product for convenience and maximum control
- Provides knockdown, quick kill and controlled-release residual control

Product
835869



EcoVia MT Mosquito & Tick Control Concentrate

- Specially formulated botanical (Exempt 25b) concentrate for quick kill control and residual repellency of mosquitoes and ticks
- Concentrated formula with low use rates
- No water set-back or pyrethroid use restrictions

Discussion of specific pest control methodologies may not be specific to the laws and regulations for your State, Province, Territory or Country. Product details are provided by Suppliers. Products may not be registered and/or available in all areas. Always check with your local Univar Solutions office for specific information to your area.

TO PLACE AN ORDER call 1.800.888.4897 or go to PestWeb.com

The 1, 2, 3's on Controlling Rodents

1. **Locate food source:** Rodents' sense of smell is about 10 times greater than a dog, so is important to locate, remove and control any rodent food sources. Involve your customer in this process to avoid future problems.
2. **Harborage and entry points:** Following air movement and heat is easier than looking for rub marks, droppings and nesting locations. Inspect areas where warm air escapes from vents, around pipes, roofs & under doorways.
 - Excess debris from trash, leaves and over-growth from groundcover provide protective cover and warmth for nesting areas.
 - Seam lines of buildings (along concrete or asphalt) hold heat from the sun, and are great run paths for rats and mice. Follow those lines!
 - Heat-sensing cameras are useful, and give a good overview of potential entry points, especially in winter. Sealing and preventing heat from escaping a building helps prevent rodents.
3. **Eradicate Rats and Mice:** Rodents are very cautious, so using more than one type of device can increase your success. Outdoors, rodent management devices, including bait stations, should be placed along property perimeter areas at spacing intervals of 50-100 feet depending on rodent activity levels. **JT Eaton™ Rodent Rock™ 2G with Paver #835434** has a removable insert tray that is pre-molded for use with **Jawz™** rat and mouse traps, and **Stick-Em®** glue boards. It also can be used for soft and block baits with the included bait rods. It features a built-in, weighted paver for easy, secure installation. **It is also available without the paver option in #830793.** In addition to bait stations outdoors, the inside of any exterior wall



should also have rodent traps at the rate of one every 20 feet for mice and every 40 feet or more for rats. Traps should also be added adjacent to doors, docks, and ramps, but may be placed adjacent to any exterior opening per company practices. This Integrated Pest Management (IPM) approach will yield the best results in your rodent control program.

A final note: Rodents and their droppings can carry diseases and contaminate surfaces. Use caution when approaching any live or dead rodent. Always be aware that rodent droppings pose some hazard, big or small. Salmonella, Leptospirosis, Hantavirus Pulmonary Syndrome and Plague are still common rodent diseases. Protecting your customers, pest technicians, the public and yourself begins with knowledge:

- Log on to www.CDC.gov to find rodent diseases in your area.
- Have a program to identify areas where rodent droppings accumulate.
- Entering confined spaces with rodent evidence requires use of respirators and decontamination procedures.
- Removing rodent droppings requires understanding of decontamination procedures and using protective gear.

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