

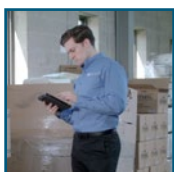
## A CONGRATULATIONS — AND A CALL FOR CONTINUED GROWTH

### *PCT Top 100 event highlighted winners and industry-wide shifts*

The industry is changing faster than ever. The businesses that embrace those changes are most likely to succeed.

That was the message shared by **Trace McEuen**, Univar Environmental Sciences Vice President, at the **PCT Top 100 Event** in Charleston, South Carolina. McEuen praised the [PCT Top 100 winners](#) for their ability to stay ahead of the industry's rapid evolution. He also emphasized Univar's deepened service and support to help businesses operate more efficiently for continued growth.

**"Univar is in the unique position of being able to connect customers and suppliers while also building the infrastructure to raise up the entire industry,"** McEuen said. And though the industry may be changing, he concluded, Univar remains steadfast in its commitment to serving customers' needs first, as illustrated below.



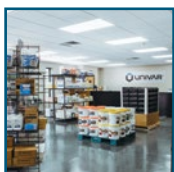
The **Univar Inventory Manager** delivers detailed product inventory and usage tracking.



Univar delivers **sound advice from local experts** to bolster customers' knowledge of pests, products, applications, and business practices.



**PestWeb** provides quick access to the training, labels, and SDS businesses need to ensure regulatory compliance.



Businesses can take advantage of Univar's **unparalleled product access** to get what they need, when they want it.



**ProTraining** offers a broad selection of technical, business, safety, supplier-provided, and PCT Label Training courses.



Univar's **new technology offerings**, including the Online Store and email ordering integration, enable more convenient purchasing.



### Prevent summertime ant invasions

With warmer weather comes increased insect activity, including several species of ants. ProTraining's Ant Biology and Management course provides a comprehensive guide to managing these summertime pests:

- Identify common pest ant species
- Understand the importance of inspections
- Determine when to apply baits, repellents, and non-repellents

Take this course today at

<http://pestweb.com/protraining/courses/>



### Grow your business with Univar's Turf & Ornamental services

Univar provides the full product selection and industry insights to help businesses thrive in the turf, ornamental & nursery, and vegetation management markets.

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

Learn more at [Pestweb.com/markets](http://Pestweb.com/markets)



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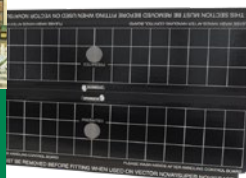


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**Questions? Contact us at 1-800-888-4897 • Offers valid July 1 - 31, 2018**

Please refer to [pestweb.com/promotions](http://pestweb.com/promotions) for all promotion details and to learn about other Industry-wide promotions!

# CREATURE FEATURE

## Cat Fleas



By far, cat fleas cause the majority of structural infestations. They are the most common fleas on domestic cats and dogs and can infest nuisance wildlife, such as opossums and raccoons. **Homes without pets can develop cat flea infestations if feral or wild animals are allowed onto the property.**

Cat fleas are host fleas. Unlike nest fleas, the adult stage remains on the host, which provides both food and shelter. Adult cat fleas will only abandon a dying or dead animal. Animals usually become infested when adult fleas are stimulated to emerge from their cocoons by host movement and exhaled carbon dioxide. Pre-emerged adults are concentrated in host resting areas because flea eggs fall off the host's body and accumulate where it spends most of its time. Wormlike larvae hatch from eggs and move down into ground litter or carpet fibers to avoid light and desiccation. They primarily feed on adult flea feces, or "flea dirt", which contains mostly undigested blood that dries and falls from

the host. Mature larvae spin a sticky cocoon that camouflages and protects pupae and pre-emerged adults.

**If not stimulated to emerge, adult fleas can remain in cocoons for several months.**

Adult fleas are mainly treated on pets with veterinary products. If the host is a nuisance animal, it must be removed from the property. **Pest management treatments mainly target flea larvae, so focusing on indoor/outdoor host resting areas is important.** These areas can be treated with appropriately labeled liquid, dust or aerosol formulations. The addition of an insect growth regulator prevents larvae from becoming adults. Vacuuming indoor pet resting areas before and after treatment removes a significant amount of immature fleas and also stimulates adults to emerge from their cocoons to contact applied insecticides.

**PRODUCTS TO USE — CALL 1-800-888-4897 TO ORDER OR VISIT [PESTWEB.COM](http://PESTWEB.COM)**

#749573



### Onslaught Microencapsulated Insecticide

- Microencapsulated insecticide that provides long-lasting residual control
- Flexible label allows use indoors and outdoors, in homes and in food and non-food areas of commercial structures
- Indoor broadcast treatment option, including on carpet

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### CimeXa Insecticide Dust

- The most effective, longest lasting bed bug product on the market (even against resistant strains)
- Engineered silica for rapid and long lasting control, up to 10 years when undisturbed
- Non-repellent, odorless, non-clumping and non-staining

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### Precor 2625

- Broad-spectrum aerosol insecticide treating 2,625 square feet---quick knockdown and residual control
- Application in homes, apartments, hotels, motels, office buildings and more
- Kills fleas, ticks, bed bugs, Argentine ants, Asian lady beetles, carpenter ants, cockroaches, crickets, red ants, spiders and more
- Seven month flea larvae control with (S)-methoprene insect growth regulator
- Can be applied as a broadcast spray or crack-and-crevice treatment for hard-to-reach areas

**Want to learn more?** Visit [PestWeb.com/ProTraining](http://PestWeb.com/ProTraining)



# Controlling Mosquitoes with Fendona™ CS Controlled Release Insecticide

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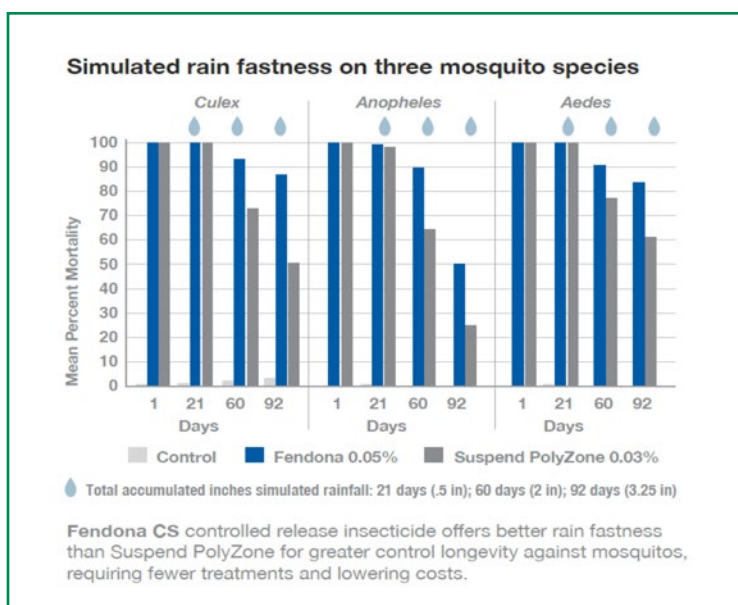
**HEALTH RISKS POSED BY MOSQUITOES:** Mosquitoes vector malaria, Zika virus, encephalitis, West Nile virus, chikungunya and dengue fever among many other diseases. Aside from these serious health risks, the presence of mosquitoes is an annoyance to anyone who enjoys spending time outdoors.

**COMMON MOSQUITOES IN THE U.S.:** Over 150 species of mosquitoes have been identified in the U.S., but the three most significant genera are *Aedes* (yellow fever mosquito, Asian tiger mosquito), *Culex* (northern house mosquito, southern house mosquito) and *Anopheles* (common malaria mosquito).

**BEHAVIOR:** Most urban mosquito species stay close to their breeding area to feed. Some mosquitoes, feed actively during the day (Asian tiger mosquito), while others are most active at night (common malaria mosquito). When not feeding, adult mosquitoes rest in protected places, usually dark and damp areas with little air movement, which provides them with cover from the elements. Mosquitoes can quickly locate humans and other warm-blooded animals as a result of their ability to perceive movement, sense heat and detect chemicals, such as odors and CO<sub>2</sub> given off by humans and other animals.

**USE FENDONA CS INSECTICIDE AGAINST MOSQUITOES:** Fendona CS insecticide offers an improved encapsulation process to provide enhanced residual control, virtually eliminating costly callbacks. Economic and environmental sustainability Fendona CS insecticide is an innovative formulation. It produces smaller particles with better rain fastness for broader coverage and more effective mosquito control. It also allows longer application intervals that reduce callbacks and labor costs.

**LONG RESIDUAL FOR BETTER PROTECTION:** This is the reason leading professionals to choose Fendona CS insecticide. Studies have shown it has up to 90-day residual control of mosquitoes on live plants and has better rain fastness than Suspend PolyZone (see chart).



Always read and follow label directions.

Suspend is a registered trademark of Bayer. PolyZone is a trademark of Bayer.

Fendona is a trademark of BASF.

## FENDONA CS CONTROLLED RELEASE INSECTICIDE MOSQUITO APPLICATION TIPS:

### WHERE SHOULD I SPRAY FOR BEST RESULTS?

**On Structure:** Apply on outdoor surfaces of buildings, porches, window frames, eaves, patios, garages, garbage sheds and other areas where mosquitoes land or enter premises.

**Off Structure:** Treat shrubbery, vegetation and other areas where mosquitoes may rest. Don't forget to treat structures creating flyways, such as the space between a shed and a wooden fence.

### HOW SHOULD FENDONA CS INSECTICIDE BE APPLIED?

With compressed air, backpack or power spray equipment.

**Tip:** When treating foliage, remember that leaves have two sides and mosquitoes generally rest on the underside. Deliver product deep into the more protected areas beneath the canopy where many mosquitoes rest, such as bark and branches.

Many PMPs use power misting blowers to optimize coverage and increase labor efficiency. When using blowers, it is recommended to use a 60 to 80 micron nozzle.

Power misting blowers are capable of producing small droplets that cling well to vertical or inverted surfaces, and the blower turns leaves over for excellent coverage.

### WHAT RATE SHOULD BE USED FOR BEST RESULTS?

An application rate of 1.0 – 2.0 fl oz/gal is desirable. Apply fine mist to adequately cover the area being treated. Application should be made so that it limits dripping and run-off on structural surfaces and plants.

**Tip:** Leaves naturally shed heavy water. Using a low volume of water at a higher concentration is a good way to be sure that the Fendona CS insecticide capsules are not running off of the target site with excess water.

### HOW OFTEN SHOULD I TREAT FOR MOSQUITOES?

Experience has shown that service programs with scheduled treatments every four to six weeks improve client satisfaction. Although mosquitoes will be killed if they land on treated surfaces, vegetation continues to grow and new surfaces are constantly emerging.

### OTHER RECOMMENDATIONS FOR SUSTAINING CUSTOMERS

- Establish realistic expectations for control.
- Inspect for and eliminate larval breeding sites and resting sites on property.

### THE ACTIVE INGREDIENT OF FENDONA CS INSECTICIDE IS RECOMMENDED BY WHO FOR MALARIA CONTROL.

The combination of low dose requirements and a strong safety profile has placed the active ingredient of Fendona CS insecticide high on the World Health Organization's (WHO) list of recommended insecticides for use against malaria-transmitting mosquitoes. The active ingredient of Fendona CS insecticide is the key ingredient in BASF's Interceptor® bed nets as well, which are also recommended by WHO for use in malaria control. Long-lasting insecticidal nets such as these can reduce malaria illness by 90% in areas of high transmission.



# UNIVAR CONNECTIVITY MARKETPLACE



## TWO REVOLUTIONARY SOLUTIONS IN COCKROACH MANAGEMENT.

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**Advion Evolution**  
Cockroach Gel Bait

**Optigard Cockroach**  
Gel Bait

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*A stand alone  
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## SPECTRE 2 SC INSECTICIDE

**Long Lasting  
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is the **NEW** "Heavyweight"  
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# 2018 Supplier Reward Programs



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With Syngenta's PestPartners 365 Program, any and all purchases made throughout the rest of the year help your rebate grow!

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

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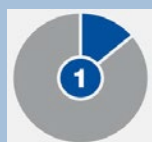


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## BASF Pest Perks How it works

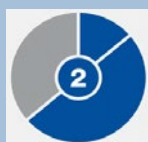


### HOW TO QUALIFY



#### 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



### HOW TO SAVE



#### 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](http://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