

# THE BUSY SEASON CHECKLIST

*Get Prepared by Following These Four Steps*

Don't let the busy season catch your business off guard. Make sure you're prepared to take on new customers, new markets, and new services by checking off these simple steps.



## 1. STOCK UP

Have the products you need in hand when you need them. Our [Online Store](#) makes it easy to order, save favorites, and reorder from over 6,000 products — 24 hours a day, seven days a week.



## 2. FIND ANSWERS

What pests will migrate into your area? Which treatments are most effective? Get local advice from our team of certified entomologists, agronomists, and industry experts.



## 3. GET EDUCATED

You've built the right team — now make sure it's equipped with the right certifications. Our online [ProTraining](#) platform offers over 65 courses approved for CEUs, plus courses in business, safety, and PCT label training.



## 4. GROW SKILLSETS

Use this year's busy season as an opportunity to say yes to [new markets](#) and [new services](#). Univar provides the training, products, and expertise to expand your business through the busy season and beyond.



### Learn To Manage Mosquitoes More Effectively

**NEW PROTRAINING COURSE COMING THIS MONTH - Mosquito-Borne Diseases & Adult Management covers the following:**

- Important mosquitoes and the diseases they vector
- Adult mosquito surveillance
- Mosquito management with adulticides

<http://pestweb.com/protraining>



### Protect Your Community's Health with Univar

When it comes to public health, Univar delivers more than adulticides, larvicides, foggers, and barriers. 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 [www.PestWeb.com/markets/public-health](http://www.PestWeb.com/markets/public-health) today.



**PRODUCT  
OF THE  
MONTH**

**EVERGREEN  
PRO 60-6**

from MGK

Product # 835318 | Promo Code # 830705



**\$4 OFF**  
per pint

- ◆ Excites pests out of hiding
- ◆ Fast, effective knockdown and kill
- ◆ Multi-purpose and broad spectrum
- ◆ May be tank mixed with other insecticides

**ProCenter Deals**  
BY UNIVAR

Savings Available at Univar ProCenters Only

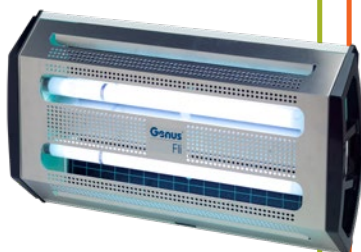


**\$1 OFF** per 17 oz can  
**CB-80 INSECTICIDE**

Product # 814572, 825076  
Promo Code # 834724  
No Limit

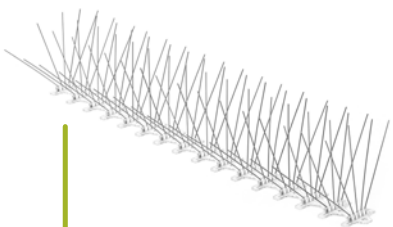
**\$3 OFF** per unit  
**GENUS FLI**

Product # 794935 | Promo Code # 835393  
Limit 12 units per customer, per day



**\$5 OFF** per 50' box  
**MASTERLINE  
S/S BIRD SPIKES**

Product # 790404, 790405, 790406, 790407  
Promo Code # 835386  
Limit 10 boxes per customer, per day



**ONLINE  
STORE**

Savings Available Only On Orders Placed Through the Univar Online Store



**\$5 OFF**  
per quart\*  
**CYZMIC CS**

Product # 789940 | Promo Code # 835388

\*Offer cannot be combined  
with any other CSI offer.



**\$5 OFF**  
per pack of 20 stickers  
**ENDZONE  
INSECTICIDE STICKER**

Product # 808816 | Promo Code # 835394

**Questions? Contact us at 1-800-888-4897 • Offers valid June 1 - 30, 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

## Yellow Fever Mosquitoes



The yellow fever mosquito (*Aedes aegypti*) originated in Africa, where it evolved from an ancestor that still exists there today. Its ancestor prefers to lay eggs in natural tree holes and to feed on non-human animals. **At some point, the yellow fever mosquito became domesticated, breeding in artificial containers close to humans and preferring human hosts.** This domestication allowed their introduction into the New World via European ships leaving West Africa with slaves and containers of drinking water also holding immature yellow fever mosquitoes.

Yellow fever existed in Africa before the Europeans arrived and followed them into the New World in the 1600s. Epidemics killed thousands of people through the early 1900s until it was discovered that the yellow fever mosquito was the disease vector. Afterwards, mosquito eradication campaigns and a vaccine developed in the 1930s virtually eliminated yellow fever from the United States. **Like yellow fever, dengue, chikungunya and Zika viruses originated in Africa and circulated in non-human animals before adapting to**

### human transmission.

Once adapted, they quickly spread and caused epidemics in other parts of the world. Unlike yellow fever, vaccines for these diseases have yet to be developed.

The yellow fever mosquito is the most efficient vector of dengue, chikungunya and Zika viruses because it prefers to breed near and feed on humans. Removing standing water on properties reduces yellow fever mosquito populations. **Otherwise, insect growth regulators (IGRs) labeled for mosquitoes can be applied to standing water in items such as planter saucers, bird baths and gutters to prevent larvae from developing into adults.** Apply liquid residual insecticides to adult mosquito resting sites under shady and secluded areas such as foliage, eaves and decks. Backpack mist blowers apply these products for adult mosquito management most efficiently.

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

#833481



### OneGuard Multi MoA Concentrate

- Convenient all-in-one product features knockdown agent, long-lasting insecticide, synergist and IGR with controlled-release technology
- One product means less measuring, minimized waste and time saved
- Two modes of action to combat mosquitoes at two different life stages and reduce mosquito populations by preventing reproduction

#754968



### Talstar Professional Insecticide

- Backed by FMC's Mosquito Promise – 45 days of no call backs (see Mosquito Promise Program for full detail)
- Use almost anywhere - indoors, outdoors, industrial, commercial, park & rec areas, schools, and many more
- Contains no plant damaging solvents and causes no phytotoxicity

#815913



### Demand CS+Archer Multipak

- Cost-effective solution that can be used with the SecureChoice<sup>SM</sup> Mosquito Assurance Program as a powerful tool to significantly reduce mosquito populations for up to 60 days
- Combines 2 quarts of Demand<sup>®</sup> CS insecticide and 5 pints of Archer<sup>®</sup> insect growth regulator, producing 80 finished gallons of solution\* at only \$365 per Multipak
- Qualifies for the PestPartners<sup>SM</sup> 365 Program, which offers rebates as high as \$36 per Multipak for Diamond-level members

**Want to learn more?** Check out our Mosquito Biology & Larval Management Course: <http://pestweb.com/protraining/courses/9d226>

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# Taking Control Of CARPENTER BEES

Advertorial  
supplied by



## FROM LATE SPRING AND EARLY SUMMER, MALE CARPENTER BEES CAN BE SEEN HOVERING AGGRESSIVELY, LOOKING FOR MATES AND GOOD NESTING SITES FOR FEMALES TO LAY EGGS.

For homeowners, these sites include excavations in wooden materials such as decks, jungle gyms, eaves and soffits, storage buildings and any other wood surface thick enough for the bee to excavate a tunnel. Just like salmon, carpenter bees return to their place of birth. In this case it's to excavate new holes in the spring, but adults also overwinter in old tunnels.

Carpenter bees excavate distinct, perfectly round entrance holes to their tunnels; however, not visible is the 90° turn the hole takes back to a nursery of small cells where eggs are deposited. New excavation produces

sawdust under the entrances, and sometimes you can even hear bees excavating inside the tunnels. These tunnels pose a surprisingly serious threat to wooden structures because carpenter bees re-use and often expand old tunnels, excavate new ones and even connect tunnels. As a result, you may only see holes on the outside, but behind the scenes, there could be an extensive tunnel system throughout the wood, especially if the situation has gone untreated for several seasons. This means that wood may be compromised and become unsafe.

Carpenter bees are frustrating pests for homeowners because treatment has traditionally been labor intensive with mixed results. The main methods of dealing with them have included:

1. **Paint!** Carpenter bees are drawn to bare wood, so painting exposed surfaces, especially those that have already been attacked, is the first line of defense. (Stains and preservatives are not as effective, but will provide some repellency compared to just bare wood.)
2. **Apply liquid insecticidal sprays to bare wood as a preventive.** Unfortunately, because they have limited residual capabilities, sprays must often be repeated in only a week or two.
3. **Puff an insecticide dust** (such as a carbaryl-based dust) into existing tunnels, wait a few days for the bees to distribute the dust throughout the tunnel system, then plug the holes with a section of wooden dowel sealed with carpenter's glue or wood putty.

A new approach is to use an insecticide foam such as iSTRIKE™, which can be easily injected into the tunnels. iSTRIKE comes in an easy-to-use can armed with a hose and two different applicator tips to allow access into tight areas. It features an imidacloprid A.I. that kills on contact and leaves a residual behind. Simply inject iSTRIKE into all the round gallery entrances you can find. The pressurized foam will penetrate throughout the tunnel system, killing any bees present, but also leaving a residual behind for bees who may hatch or wander in later. Foaming iSTRIKE eliminates the need to spray insecticides on bare wood or puff dust into entrance holes and glue them shut. iSTRIKE is also effective for a number of other wood destroying organisms, including wood boring beetles, termites and many ants.

Male carpenter bees lack stingers, so while they may be "in your face", they are harmless. But because female carpenter bees may sting when disturbed while they are making their nests, it's best to do any carpenter bee treatments at night when the bees are less active — and don't forget to wear protective clothing just in case!

Be proactive about treating for carpenter bees when they emerge during the year and you can stop a lot of the damage they do. But you don't have to wait until spring — because they overwinter in tunnels, you can treat the holes any time to get a head start on taking control of a carpenter bee population.

**iSTRIKE™**  
**Insecticide Foam**





# UNIVAR CONNECTIVITY MARKETPLACE

**BASF**  
We create chemistry

## Mosquito control that means business

Introducing Fendona™ CS  
controlled release insecticide

## KLEAN®

### RODENT BAIT STATION

Durable hinge design for reliability. No unnecessary voids **prevents harborage** for insects and unwanted **water** from pooling, which could lead to mold.

VMPRODUCTS.COM  
Product Code No. 733063

**Lava-Lor**  
Granular Bait

- Ready-to-Use Bait
- Kills Cockroaches\*, Crickets, Silverfish, Flies, Earwigs, and Ants\*
- For Use in Food Processing and Handling Establishments
- For Indoor and Outdoor Use
- For Perimeter Use Applications

**ACTIVE INGREDIENTS:**  
Permethrin 1.0%  
Cyfluthrin 0.5%

**OTHER INGREDIENTS:**  
1.0%  
1.0%

**KEEP OUT OF REACH OF CHILDREN  
CAUTION**

Visit [ZoeconFieldGuide.com](http://ZoeconFieldGuide.com) to contact a Central Life Sciences sales representative.

**CELEBRATING 50 YEARS**  
1968 ZOECON 2018

**ZOECON**  
Professional Products

## EXPERT GUIDANCE. INNOVATIVE CONTROL.

Introducing Lava-Lor™,  
a ready-to-use granular bait

# MOUSE TRAP

Univar  
Code:  
**808896**

**CATCHMASTER**

**BUY NOW**

STRONG • REUSABLE • EFFECTIVE

## THIS IS THE YEAR FOR RELIABLE INSECT CONTROL.

Get **Tengard® SFR** for effective, broad spectrum, and economical insect control.

**Tengard**  
SFR One Shot  
TERMITICIDE  
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## THE BUGS STOP HERE

Treats up to 1000 sq ft per Pound

**InTice**  
perimeter bait

Kills Roaches, Crickets, Male Crickets, Silverfish, Earwigs, Silverfish, Millipedes, Spiders, and Ants

For Indoor, Outdoor & Turf Use  
Mold & Moisture Resistant • Ready-to-Use!

Active Ingredients: Cyfluthrin 1.0% EPA Reg. No. 7251  
Other Ingredients: 1.0% EPA Reg. No. 7251  
Total: 1.0% EPA Reg. No. 7251

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**UNFAIR ADVANTAGE**

- The Only 10% Boric Acid Granular Bait
- Provides Up to 90 Days of Control
- Low Use Rate of 1 lb per 1000 sq ft

# 2018 Supplier Reward Programs



## MAX OUT YOUR SAVINGS NOW WITH SYNGENTA PP365



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

[BUY NOW >](#)



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

[LEARN MORE >](#)

FOR LIFE UNINTERRUPTED™

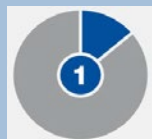


syngenta

## BASF Pest Perks How it works

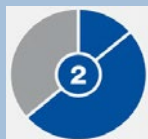


### HOW TO QUALIFY



#### **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