

At Univar, we take pride in providing customers with the most current industry news and knowledge — within local communities and nationwide.

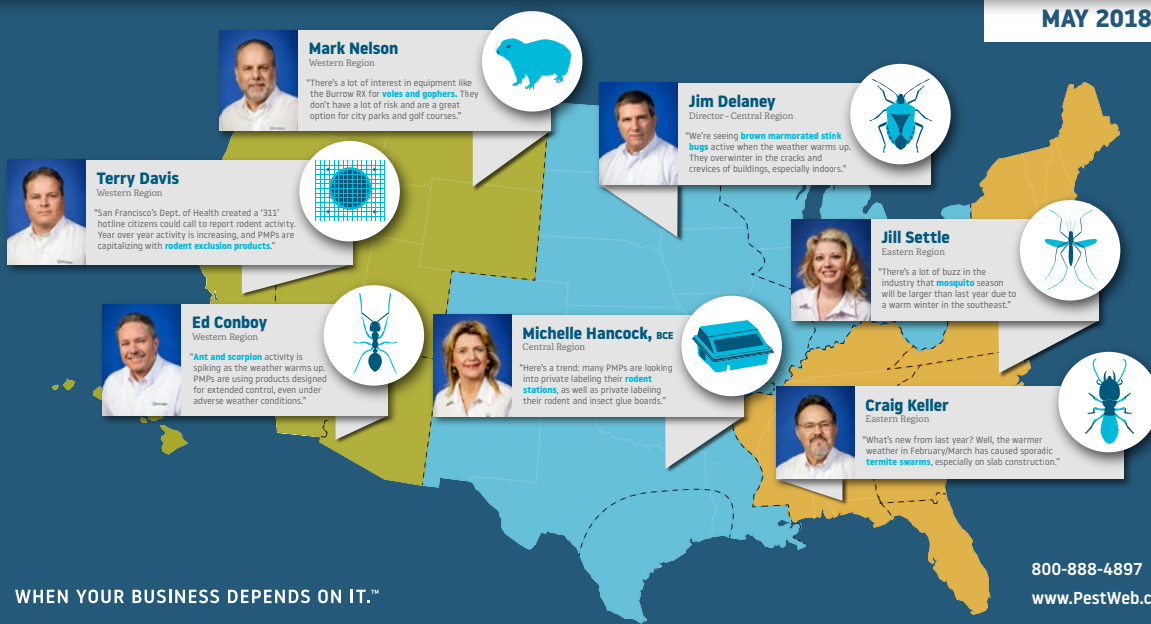
Here's an overview of Q1 2018's biggest trends as reported by Univar managers across the country.

## WHAT'S HAPPENING ACROSS THE INDUSTRY



Univar managers share the latest industry trends and insights

MAY 2018



WHEN YOUR BUSINESS DEPENDS ON IT.™



### What's trending so far in 2018

1. Personal Protective Equipment
2. Ant Biology & Management
3. An In-Depth Look at Pesticide Labels & SDS
4. Compressed Air Sprayers: Troubleshooting & Maintenance
5. Domestic Cockroaches

Learn more at [PestWeb.com/ProTraining](http://PestWeb.com/ProTraining)



### Expand business to Wildlife Management and see revenue grow

Gain an advantage in this rapidly growing industry — talk to Univar. We have dedicated wildlife management specialists ready to arm PMPs with the knowledge, products, and business support to take advantage of this opportunity.

Learn about Univar's wildlife management offerings at <http://pestweb.com/markets/wildlife>



WHEN YOUR BUSINESS DEPENDS ON IT.™


**Maxforce®  
FLEET™**

## \$4 OFF

per box of 4 x 27  
gm reservoirs

## MAXFORCE® FLEET ANT GEL BAIT

from Bayer

Product # 834531 | Promo Code # 835127  
Product not registered in Puerto Rico

**PRODUCT  
OF THE  
MONTH**

USE IN COMMERCIAL, INDUSTRIAL,  
RESIDENTIAL AREAS  
ACTIVE INGREDIENT: Fipronil 0.001%  
INERTS 99.999%  
EPA Reg. No. 071105-0A-003  
EPA Est. No. 071105-0A-003  
READ THE LABEL BEFORE USE.  
KEEP OUT OF REACH OF CHILDREN  
**CAUTION**  
For Complete Precautionary Statements and Directions for Use,  
See Label and Transportation Emergencies ONLY  
Call 24 Hours A Day 1-800-334-7577  
PRODUCT USE Information Call 1-800-331-2967

Contents: 4 Reservoirs  
27g (0.95 Oz) each  
Total Net Weight: 108g (3.8 Oz)



- ◆ Maxforce® Fleet™ gives you the powerful ant control you've come to expect outdoors in a formulation for indoor use
- ◆ Contains fipronil, the active ingredient of choice for fast, effective ant control
- ◆ Long-lasting, fast-acting




**BASF**  
We create chemistry

## \$25 OFF

per 120 oz  
bottle



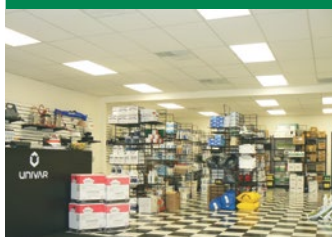
## Fendona™ CS Controlled Release Insecticide

Promo Date: May 1 - June 15, 2018

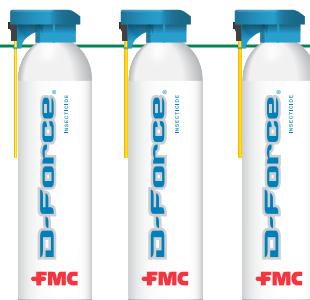
Product #831442 | Promo Code #835125  
Product not registered in CA

## ProCenter™ BY UNIVAR

# DEALS



Savings Available at  
Univar ProCenters Only



## \$1 OFF

per 14 oz can

## D-FORCE INSECTICIDE

Product # 814583, 808278  
Promo Code # 835128  
No Limit

## \$5 OFF

per 16 oz bottle

## ONSLAUGHT FASTCAP SPIDER & SCORPION INSECTICIDE

Product # 803774 | Promo Code # 835129  
Limit 6 bottles per customer, per day



## ONLINE STORE

Savings Available Only On  
Orders Placed Through the  
Univar Online Store



## \$4 OFF

per 16 oz bottle

## TEKKO PRO

Product # 811120, 831396  
Promo # 835130

Offer cannot be combined  
with any other CSI offer

**Questions? Contact us at 1-800-888-4897 • Offers valid May 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

## House Flies



House flies are the most common flies associated with humans and their animals. Originally from central Asia, they now occur in inhabited areas worldwide. **Since house flies breed in feces and garbage, they can transmit diseases from these mediums onto food and food preparation surfaces.** Studies have shown that community-wide fly management reduces cases of infectious diarrhea, which can be caused by various pathogens. House flies may carry these pathogens on their bodies or in their bodies and deposit them in their feces or regurgitated gut contents.

House flies rarely breed inside buildings unless garbage dumpsters or compactors are housed indoors or extremely unsanitary conditions are present elsewhere. House flies are an increased problem in animal farming areas due to large amounts of manure. **In more urban areas, house flies are attracted to odors from outdoor garbage dumpsters.** To reduce attraction to buildings, dumpster lids should stay tightly closed and dumpsters should be cleaned regularly.

The further away dumpsters are placed from entrances, the less likely house flies are to enter buildings. Ultimately, keeping windows and doors closed or screened is the most effective way to keep house flies outdoors.

Against best efforts, house flies can still manage to fly indoors. Insect light traps (ILTs) are very effective at catching them after they've entered buildings. **Proper placement is important as house flies are generally active within three to six feet above the floor and ILTs placed higher than this zone are less attractive.** Fly baits are available in a variety of formulations, most notably those that can be applied as removable bait placements in food-handling areas. These can also be applied in dumpster areas to reduce fly populations.

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

#813117



### BASF PT® Alpine® Pressurized Fly Bait

- A new layer of fly control for problem areas where other methods fall short.
- Quick knockdown
- Proven attractancy for up to 30 days
- Kills flies for up to 30 days on non-porous surfaces
- For best management practices, use the bait as part of an overall Integrated Pest Management (IPM) program utilizing residuals and contact sprays, traps and drain cleaners

#794935



### Genus Fli flylight with 2x15W Standard Bulbs

- Powered by the UV output & reliability needed for heavy insect activity
- Wall-mount horizontally, vertically, in corners, or free-standing
- Lift-&-stay hinged cover for both-hands-free servicing

#808816



### EndZone Insecticide Sticker

- Proven to deliver knockdown of adult filth flies in just one minute
- Formulated with 4.4% acetamiprid, the same powerful active ingredient found in Transport® Mikron™ insecticide
- Labeled for house flies, little house flies, blow flies, bottle flies, flesh flies, phorid flies, fungus gnats and vinegar (fruit) flies

**Want to learn more?** Check out our Introduction to Small & Large Filth Flies class online: <http://pestweb.com/protraining/courses/9d1aa>

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# TIPS for offering Mosquito Control Services

Advertorial supplied by **syngenta**

*By Dr. Nicky Gallagher, Technical Services Manager, Syngenta Professional Pest Management*

With the arrival of warm weather, mosquitoes are active again and driving us back indoors. To keep mosquitoes at bay and allow your customers to enjoy their backyards, consider adding a mosquito control service to your business offerings.

Mosquito services (also known as barrier applications) typically represent a small portion of an overall pest management business (around 4 percent or less<sup>1</sup>), but they have great potential for growth. Sixty five percent of PMPs surveyed for PCT magazine's 2017 State of the Mosquito Market Report experienced an increase in mosquito control revenue in 2016 compared to 2015.<sup>1</sup>

If performed correctly, an add-on mosquito service is an excellent opportunity to increase your revenue and customer base. An effective mosquito program should include inspection, education, breeding source reduction and targeted applications of adulticides and larvicides.

**Here are some additional tips as you gear up for mosquito season:**

- Know your state and local regulations regarding mosquito control



#815913

- Brush up on mosquito biology and control strategies by attending educational sessions
- Inspect your equipment for any necessary repairs or maintenance
- Attend training seminars on how to safely and effectively conduct a mosquito application
- Review inspection techniques, protocols and product labels for any changes
- Develop educational bulletins and inspection checklists for homeowners
- Review your contract to ensure you avoid claims of complete mosquito control and disease prevention
- Reach out early to existing and new customers to remind them that you are offering a mosquito service
- Be prepared for questions from your customers about the Zika virus
  - The [Centers for Disease Control and Prevention](#), [Florida Health](#) and [Texas Health and Human Services](#) are all useful resources that offer updates and recommendations about the Zika virus

Barrier applications are traditionally offered for control of nuisance mosquitoes. To give you a competitive advantage, Syngenta offers the [SecureChoice<sup>SM</sup> Mosquito Assurance Program](#) for mosquito control on a 60-day treatment cycle. With the combination of [Demand<sup>®</sup> CS](#) insecticide and [Archer<sup>®</sup> insect growth regulator](#), this program can help you free up technician time and reduce mosquito populations around your customers' homes or properties for up to 60 days. As part of the program, Syngenta also offers educational materials for homeowners about how to reduce mosquito breeding sites and how to protect themselves from mosquito bites.

For more information and tips about mosquito control, visit [SyngentaPMP.com/Mosquito](#) or contact your local Syngenta territory manager.

<sup>1</sup> "State of the Mosquito Market". Pest Control Technology. May 2017. [www.pctonline.com/article/state-of-the-mosquito-market-sponsored-by-mgk/](http://www.pctonline.com/article/state-of-the-mosquito-market-sponsored-by-mgk/)

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# UNIVAR CONNECTIVITY MARKETPLACE

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## Changing of the Guard

**Trelona® ATBS**

Annual Bait Stations



The **ONLY SOFT BAIT**  
WORTHY OF THE NAME  
**CONTRAC®**



**CONTRAC®** SOFT BAIT



[www.belllabs.com](http://www.belllabs.com)

**SNAP®**  
MOUSE



Built-in snap trap inside the station reduces accidental trips. EZ set indicator tie creates an indication when servicing is necessary thus reducing technician time.

[VMPRODUCTS.COM](http://VMPRODUCTS.COM)  
Product Code # 826439



**Tekko® Pro**  
**COMBINATION CHEMISTRY®**

PROVIDES EARLY INSTAR KILL

Learn More

**NAVIGATOR™ SC**  
Termiticide/Insecticide

PREMIUM TERMITE CONTROL  
**WITHOUT THE PREMIUM PRICE.**

**AMVAC ANSWERS**

MOUSE  
**TRAP**

Univar  
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**808896**



**CATCHMASTER**

**BUY NOW**

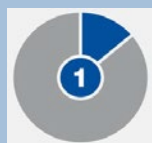
# 2018 Supplier Reward Programs



## BASF Pest Perks How it works

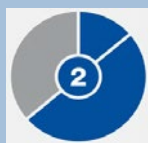


### HOW TO QUALIFY



#### PURCHASE Innovation

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

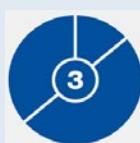


#### ACHIEVE Rebate Level

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

## A better plan for your business



Yearlong Rebates  
+ Bonus



Packaging Solutions



SecureChoice<sup>SM</sup>  
Assurances



SummerPay<sup>TM</sup>



Savings Calculator

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