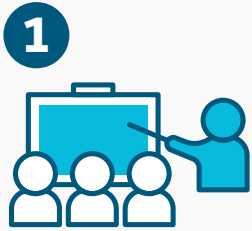


4 MISTAKES TO AVOID WHEN INTRODUCING A NEW SERVICE

Whether you're building an add-on service, expanding an existing program, or starting a new line of business, there are many moving pieces to manage — and many hazards to avoid. Follow these tips to ensure a strong start to your new venture.



1

Don't start with separate introductions.

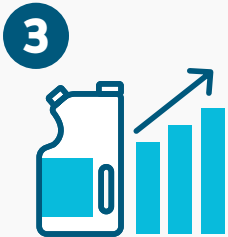
Instead, gather all your personnel in the same location for a shared introduction and training session. The goal is to build excitement, encourage feedback, and demonstrate your commitment to the new direction.



2

Don't focus too much on how the company will benefit.

Instead, make the meeting about your employees' professional development and compensation. This strong first impression will help your team members understand the importance of their roles — and motivate them to take part.



3

Don't let your service lose its initial momentum.

Instead, build and maintain a high level of service by keeping up with the latest products and market trends. [PestWeb](#) and [ProTraining](#) are great resources for keeping your entire team up to date, new hires and veterans alike.



4

Don't waste time juggling multiple product distributors.

Instead, find one provider partner you can depend on for both products and industry insights. You'll save valuable time while gaining perspective from experienced market veterans. Get connected by visiting PestWeb.com/grow today!

Source: *PCT Magazine*, "Training Your Staff: How Univar Can Help"



The clock is ticking: Beat CEU deadlines today

December 31 is fast approaching — and in many states, that means time is running out to earn required CEUs.

Get your CEUs today with [ProTraining online](#). Our engaging platform carries dozens of technical courses, available instantly from virtually any device.

Start earning your CEUs now at [ProTraining](#).



Boost business with animal health services

Looking to expand into the dairy, cattle, or poultry industries?

Univar's experts provide the products to break into the animal health market — and the insights businesses need to succeed.

Learn more by calling 1.800.888.4897 or visiting [PestWeb](#) today.



WHEN YOUR BUSINESS DEPENDS ON IT.™

NUVAN PROSTRIPS

from AMVAC

Product # 780061, 807586, 834872
 Promo Code # 837811

- ◆ Impregnated with dichlorvos (DDVP)
- ◆ Works through vapor action
- ◆ Effective against all stages of the bed bug lifecycle

\$5 OFF

per package



PRODUCT OF THE MONTH

ProCenter Deals

BY UNIVAR

Savings Available at Univar ProCenters Only



\$1 OFF per 17 oz can
CB-80 INSECTICIDE
 Product # 814572, 825076 | Promo Code # 837815 | No Limit

\$10 OFF per bucket
ALPINE® D DUST INSECTICIDE

Product # 783551 | Promo Code # 823634
 Limit 5 buckets per customer, per day



\$4 OFF per case of 4 stations
RODENT ROCK™ 2G BAIT STATION WITH PAVER

Product # 835434 | Promo Code # 837814
 No Limit

ONLINE STORE



Savings Available Only On Orders Placed Through the Univar Online Store

\$1 OFF per 1 lb bottle

D-FENSE DUST

Product # 800436 | Promo # 837813 | No Limit
 Offer cannot be combined with any other CSI offer



\$5 OFF

per pack of 20 stickers

ENDZONE INSECTICIDE STICKER

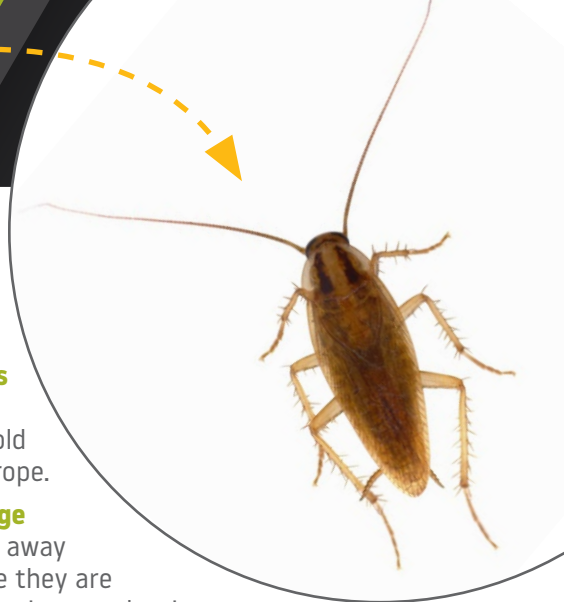
Product # 808816 | Promo # 837812
 No Limit

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

Please refer to pestweb.com/promotions for all promotion details and to learn about other Industry-wide promotions!

CREATURE FEATURE

GERMAN COCKROACH



Although named the German cockroach, the most widespread cockroach pest in the world probably originated in Southeast Asia and expanded to urban areas through human travel and commerce. The first specimens to be identified may have been from Germany and assumed to be German. However, the fact that cold is a major limiting factor to their survival points to their not being native to Europe.

German cockroaches are domestic pests that rely on humans for food, harborage and transportation. They are rarely found outdoors and not in wild populations away from structures. Although they have fully developed wings, they do not fly since they are specialized for living with and being transported by humans. They also have certain reproductive traits that allow infestations to grow rapidly. While most cockroach species drop their egg capsules, German cockroach females carry theirs until the eggs are ready to hatch, which helps prevent dehydration and parasitism. Each German cockroach egg capsule contains around 40 eggs, about double the number produced by most other cockroaches. Also, the time period from egg to reproductive adult is shortest for German cockroaches, about two to three months.

Once inside a structure, they gravitate towards areas that provide warmth, moisture and food. After warmth, water is more important than food and they can survive longer without food than without water. **German cockroach management usually fails when treatments aren't applied directly to harborage because they weren't found during an inspection.** Harborage can be treated with a variety of formulations, including baits and liquid residuals. An insect growth regulator (IGR) can be applied on a regular basis (according to its label) ahead of German cockroach introductions to help prevent them from growing into infestations by sterilizing immatures when they molt into adults. IGRs containing hydroprene are volatile enough to translocate from where they are applied and can be effective even if they're not applied directly to cockroach harborage.

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

#833664



Advion Evolution

- Proven performance of indoxacarb, the same trusted active ingredient found in Advion® Cockroach Gel Bait
- Enhanced bait matrix is highly attractive to cockroaches: increased feeding and faster kill for even the toughest-to-control populations
- Qualifies for yearlong savings through the PestPartners™ 365 Program

#831825



Gentrol Complete Aerosol

- Combination of Adulcide and IGR
- Broad Spectrum including: Roaches, Drain and Fruit Flies, Stored Product Pests
- Breaks the Life Cycle
- Low Odor and Food service approved
- Crack & Crevice, Spot treatments, drains and basins

#794944
793132



Transport® Mikron™ Insecticide

- The most advanced formulation on the market
- Superior control of more than 30 pests.
- Formulated to control clogging.

Want to learn more? Check out our Domestic Cockroaches course online. [Visit PestWeb.com/ProTraining](http://VisitPestWeb.com/ProTraining)

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 office for specific information to your area. Always read and follow label directions. ©2018, Univar USA Inc. All rights reserved. Univar, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies. All other trademarks not owned by Univar that appear are the property of their respective owners.





UNIVAR CONNECTIVITY MARKETPLACE

D-BASF
We create chemistry

Performance under pressure

PT® brand pressurized insecticides

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

ZOËCON®
Professional Products

EXPERT GUIDANCE. IMPERATIVE CONTROL.

The Gentrol® family of products offers an indispensable, proven arsenal that reduces call-backs.

Genus® | FLI

PERFECTLY PREPARED FLY CONTROL

High performance fly control with efficient running costs, built specifically for use in commercial kitchens and food production areas.

Brandenburg
CREATING BETTER

Discover more at:
www.b-onena.com or call 314-567-4101

Protecta® EVO LANDSCAPE® WEIGHTED

NEW WEIGHTED STATION

THE MOST REALISTIC BAIT STATION FOR SENSITIVE ACCOUNTS, NOW EVEN FASTER

Bell LABORATORIES, INC.
THE WORLD LEADER IN RODENT CONTROL TECHNOLOGY®
www.belllabs.com

MADE IN THE USA

VICTOR® NEW & IMPROVED VICTOR TIN CAT®

#603414

- Smooth hemmed edges on trap body and lid to prevent cut fingers
- Catch mechanisms reinforced for greater durability
- Easy open tab on lid

WOODSTREAM™ WOODSTREAMPRO.COM