

COULD ADD-ON SERVICES BE RIGHT FOR YOU?

If you're thinking about expanding business with add-on services, there are a lot of specific-to-your-market factors to think about. And that's before internal considerations like training, and equipment, and hiring needs.

Despite all that work, PMPs are seeing the value of expanded offerings — and here's why:



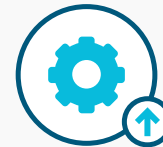
Increased company revenue

Add-ons mean upselling along your route (wildlife exclusion, fumigation, or mosquito treatments), creating new regular maintenance schedules (mosquito, lawn, shrub, and tree treatments), or adding seasonal revenue (attic remediation and lawn work).



Building loyalty and reliability with customers

Expanding pest control service offerings allows companies to treat multiple issues for customers — making you a one-stop-shop for all of their pest management needs. In return, you're generating greater customer loyalty.



Flexibility and control over services

By insourcing services, your company gains control over work quality, scheduling, and response time. In turn, you eliminate your dependency on subcontractors' availability and reduce the risk of subpar work.

Ready to expand your business? Univar has the tools, knowledge, and expertise to help customers plan and execute an add-on strategy that works.

Source: *PCT Magazine*, "Is the Time Right to Consider Add-On Services"



Free up Your Workday

Tired of training that burns through your work hours?

When training seminars get in the way of helping your customers, no one wins. Take back control of your schedule and boost productivity during downtime with this quick Better Business Tip: [CLICK HERE](#)



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 today.



WHEN YOUR BUSINESS DEPENDS ON IT.™

Promotions Valid January 1- 31, 2019



FEATURED PRODUCTS OF THE MONTH



NEW!

EZ CONCEAL
Product # 837861



MAXFORCE IMPACT

\$6 OFF

per box

Product # 811702 | Promo Code # 838172



NEW!

SHOCKWAVE 1®
Product # 837963



FEATURED ONLINE EXCLUSIVES



D-FENSE DUST

\$1 OFF

per bottle

Product # 800436 | Promo Code # 838173 | No Limit
Offer cannot be combined with any other CSI offer.



CATCHMASTER RAT GLUE BOARD 48R

\$5 OFF

PER BOX OF 48 GLUE BOARDS
Product # 401150 | Promo Code # 838174 | No Limit

Please refer to pestweb.com/promotions for all promotion details and to learn about other Industry-wide promotions!
Questions? Just Call 1-800-888-4897

CREATURE FEATURE

CARPENTER ANTS



Twenty-four species of carpenter ants are structural or nuisance pests in North America, although each species may be found in different regions. **All carpenter ants can be recognized by the evenly rounded thorax when viewed from the side.** Color is variable amongst the species, from black, red and black, to even a yellowish-brown. The black carpenter ant (*Camponotus pennsylvanicus*) is the most common species in the East; the western black carpenter ant (*Camponotus modoc*) is most common species in the West.

Carpenter ants are the largest pest ants that will be found infesting structures. Workers may measure up to one half an inch and queens may be even larger. However, carpenter ants are polymorphic and have several different sized workers. Most colonies establish satellite colonies near a parent colony that is usually outdoors in a tree or tree stump, firewood, landscape timber, etc. Although carpenter ants excavate wood, they readily establish satellite colonies in structural voids, especially near moisture. Colonies can be found by following foraging ants along their trails. **Since carpenter ants are primarily active at night, nighttime inspections are more effective at locating their colonies.** Finding piles of sawdust containing insect parts may also indicate that a colony is nearby.

The hardest part of carpenter ant management is finding all of the colonies, especially the parent colony, which may be located on a neighboring property. Gel bait can be placed along foraging trails and at structural entry points. Baiting alone has been successful for black carpenter ants. However, active trails are necessary in order for worker recruitment to take the bait back to the parent colony. When colonies are located, they can easily be treated with aerosol or dust formulations.

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

#807758



Advion® Ant Gel

- Targets most species of ants, including all key sweet feeders, with a highly attractive, homogenous formulation
- Contains indoxacarb with MetaActive™ technology, which only activates once ingested by insects to provide targeted control of labeled ants
- Purchases of Advion® Ant gel bait qualify for yearlong rebates through the PestPartners™ 365 Program

#812645



Nuvan Directed Spray Aerosol

- Armed with dichlorvos (DDVP), NUVAN Directed Spray Aerosol is a terrific tool for ant management
- Apply a two second application of product per 4-5 linear feet as a localized application with the spray being applied at 12-15 inches from the surface being treated.
- Great for those hard-to reach areas because ants are killed through the resulting vapor, even if they don't come in direct contact with the spray.

Want to learn more? Check out our Ant Biology & Management course online. [Visit PestWeb.com/ProTraining](http://VisitPestWeb.com/ProTraining)

GO WHERE NO GEL HAS GONE BEFORE

Advertorial supplied by BASF

Reach deep into cracks, crevices, and voids to eliminate cockroaches with Avert® DF Dry Flowable Cockroach Bait



When harborages aren't serviced effectively, deep pockets of roaches are left to build a population. As a result, it's very difficult to control these pests. To solve this problem, BASF developed Avert® DF Dry Flowable Cockroach Bait. It reaches deep into voids and cracks where gel baits can't go.

This cockroach bait provides confidence that roaches are controlled, going deeper to reach them where they live, breed, and hide. Easy application, quick control, and long residual save you valuable time and labor costs.

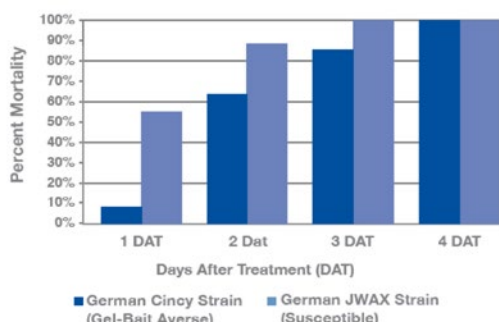
Avert DF cockroach bait is a unique bait that penetrates deep into cracks, crevices, and voids where gels and bait stations cannot reach. Its unique dry formulation gets puffed from a special, ready-to-use applicator. The product flows on a cushion of air to penetrate spaces where cockroaches are harboring.

Avert DF cockroach bait offers lethal consumption of bait through dual modes of exposure that includes direct ingestion and pick-n-preen -- clings to roach bodies when they walk through, ensuring that the powder is later ingested when the roaches preen themselves

Avert DF cockroach bait is highly attractive, delivering 100% mortality to control both gel-bait averse and non-gel-bait averse cockroaches.

Controls both gel-bait averse and non-gel-bait averse cockroaches

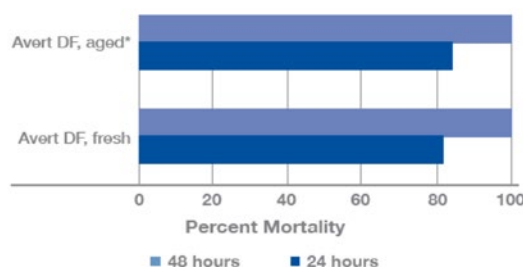
Adult* German Cockroach Mortality
Cincy Gel-Bait Averse Strain vs. JWAX Susceptible Strain



*10 Adult Females and 10 Adult Males
Grzesiek Buczkowski, Ph.D. Center for Urban and Industrial Pest Management, Purdue University. Roach Mortality - Laboratory, Date 2012

Avert DF cockroach bait is efficient and remains effective for more than 22 weeks after initial treatment

Mortality Percentage Using Fresh and Aged Avert DF on Oriental Cockroaches



*Bait was aged for 22 weeks in an open dish in the laboratory
Lesley L. Quesne, Sorex Limited St. Michael's Industrial Estate, Widnes, Cheshire W45 8TJ, UK, Report Number: OC25-006, Date 01/2004

A little goes a long way in roach elimination with Avert DF cockroach bait. It has a low application rate per bait placement. For instance, using 0.15 grams per placement, one 30-gram tube of Avert DF equates to approximately 200 bait applications.



Rely on Avert DF Dry Flowable Cockroach Bait as a part of the Complete Cockroach Solution protocol from BASF.

To learn more, visit pestcontrol.basf.us or contact your Univar distributor sales representative.

Avert® DF
Dry Flowable Cockroach Bait



UNIVAR CONNECTIVITY MARKETPLACE

BASF
We create chemistry

Fendona means business for mosquito control

Fendona CS
Controlled Release Insecticide

BASF
We create chemistry

Go where no gel has gone before

Avert DF
Dry Flowable Cockroach Bait

NUVAN

**MAKE BED BUGS,
DEAD BUGS.**

AMVAC ANSWERS