

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 Q2 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

AUGUST 2018

Mark Nelson
Western Region

"The Northwest **mosquito season** is in full swing. More technicians are providing perimeter treatments using barrier sprays, backpack sprayers, and larvicides as needed."

Terry Davis
Western Region

"Thanks to a rainy March, we saw a later start than usual for **yellow jackets**. PMPs are still putting out traps to catch overwintering queens."

Kevin Behrens
Eastern Region

"There is a growing trend of businesses using **battery-powered backpack sprayers**, as well as a recent increase in rig sales."

Ed Conboy
Western Region

"There's been an **increase in ant activity** in the Southwest. PMPs are seeing success using a variety of baits to control the infestations."

Michelle Hancock, ACE
Eastern Region

"Newer products like **In2Care** have made a big impact in managing mosquito populations. PMPs now rely on a combination of pesticides and traps."

Jill Settle
Eastern Region

"We've noticed that **millipedes** are in cycle again with the highest volume we have seen in the past four years."

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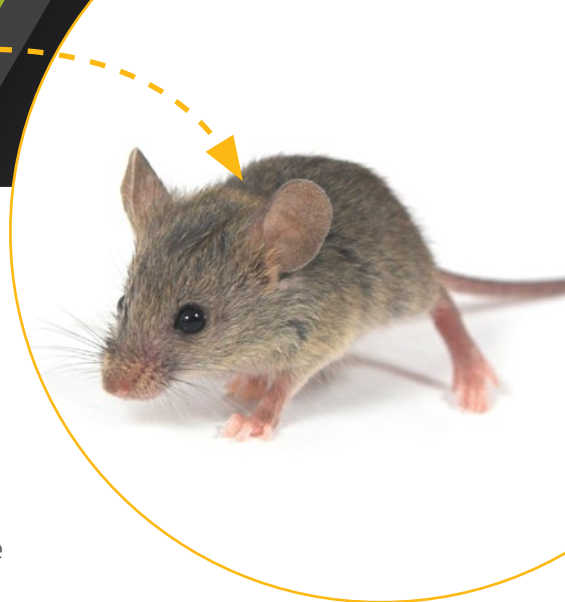
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Questions? Contact us at 1-800-888-4897 • Offers valid August 1 - 31, 2018

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

CREATURE FEATURE

HOUSE MOUSE



The house mouse probably originated around northern India and stowed away in grain supplies as people migrated around the world. It is now a worldwide pest and, in most cities, it is the top rodent pest. **In addition to being transported to new areas as stowaways, house mice are able to enter smaller structural openings than rats and require very little living space.** They also require less water than rats because, if necessary, they are able to meet their body's moisture requirement by producing metabolic water from food. Once indoors and a food resource is established, they can breed throughout the year.

House mice contaminate our food and environments with their saliva, urine and feces. They may spread food-borne illnesses by leaving pathogens on food, preparation surfaces or utensils. **Allergic reactions, including asthma attacks, can occur from repeated exposure to mouse urinary proteins.** House mice are the primary carriers of a virus, lymphocytic choriomeningitis (LCM), which occurs in about 9% of wild populations and may cause neurological disease in people. Fortunately, they do not carry hantavirus or rabies.

Trapping is the ideal strategy for large house mouse infestations because it provides immediate kill or removal. **The best placement for glue traps is along frequently used routes (indicated by rub marks) because over time these routes are followed blindly.** Snap traps and multiple catch traps should be placed near rub marks and on droppings. The further away traps are placed from mouse activity, the less likely they are to trap mice. While snap traps need to be baited, multiple catch traps take advantage of the house mouse's inclination to explore shadows and openings. They do not need to be baited and have the added benefit of trapping multiple mice per setting.

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EZ Snap Mouse

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#434030 & 603414



New Victor Tin Cat

- Catches up to 30 mice
- Hemmed edges on both trap lid and body
- Large easy open tab on front lid

#398760



Trapper Mouse Glue Traps

- TRAPPER Glue Boards Capture Mice
- Ideal for Sensitive Accounts
- Powerful and Strong Glue Formulation

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THE VICTOR TIN CAT: Use of Multiple Catch Mouse Traps

Advertorial
supplied by



Multiple Catch Mouse Traps (MCTs) such as the Victor Tin Cat

are capable of catching up to 30 mice and use a self-monitoring teeter totter mechanism that requires no wind up so they're always working and ready to catch mice. Most PMPs use this type of trap when servicing their commercial accounts such as food processing, warehouse and pharmaceutical facilities. These low profile traps are placed along interior perimeter walls, on either side of entry doors or loading docks plus any other areas you wish to protect such as drop ceilings and sub floor spaces.

One very simple way to service and maintain your MCTs is to place an M309 Victor Tin Cat glue board inside it. By doing so it is very quick and easy to service the trap, keep it clean and deal with mice that have been captured. Contaminants such as rodent hair and droppings are also collected on the glue board along with ectoparasites. In addition to mice, the glue board will also capture insects that enter via the vent holes which provides the extra benefit of an industrial strength insect monitor.

A beneficial use that is often overlooked is placement of MCTs on the exterior of a facility. Place solid top

MCTs on either side of entry doors, loading docks and any other vulnerable entry point to intercept mice before they even make it inside the account. Unlike rodent bait stations which allow the mouse to enter, feed on rodenticide and then leave to enter the facility and die. A MCT placed on the exterior allows the mouse to go in the trap but he is not able leave and enter the facility. The mouse is intercepted before he can enter the structure.

Woodstream has introduced an improved Victor Tin Cat that now features smooth hemmed edges along both the lid and body of the trap which prevents cut fingers. It's also easier to open the trap using the new tab that runs along the front of the lid. Victor Tin Cats are available in both a solid model (M312) and clear top (M308).

It's critical that we think outside of the box and use our pest management tools such as the Victor Tin Cat to their full potential and benefit.

By Mike Goldstein – Woodstream Corp.



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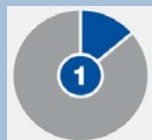
2018 Supplier Reward Programs



BASF Pest Perks How it works

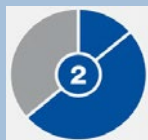


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All qualifying general pest & termite baiting purchases during the year count toward rebate level



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- 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 • Program Year: January 1 –December 31, 2018
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