

CONNECTIVITY

A spotlight on products, promos, insights, and more

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His team achieved 30% year-over-year growth.

Univar Solutions helped make it happen.

With commercial customers across New York City, Rob Seeger needed a reliable way to ensure timely service. As president of RJS Pest Management Specialists, an Anticimex Company, Seeger knew who to call: John Hichak, his longtime sales representative at Univar Solutions.

"No matter the ask, John and his colleagues are problem-solvers," Seeger says. "We worked together on a creative solution that's helping RJS operate more efficiently and effectively."

Channeling expert advice and business support from Univar Solutions, Seeger and his team were able to grow their business – and boost customer satisfaction to an industry high. "How is it possible to compete in the most complex market in the U.S.?" Seeger says. "Choosing Univar Solutions as a partner is a great place to start!"

How can Univar Solutions help grow your business? Find out at PestWeb.com/grow



ProTraining™

Do you know your insecticides? Get ACE exam-ready with ProTraining

Grow your pesticide knowledge with the latest installment of ProTraining's Associated Certified Entomologist prep series.

Designed to prepare professionals for the ACE exam, our new insecticide course includes a detailed review and quiz covering chapter 6 of "IPM for the Urban Professional: A Study Guide for the Associate Certified Entomologist."

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Expand your business offerings with Turf & Ornamental services from Univar Solutions

Looking to add turf, ornamental, nursery, or vegetation management services to your business?

In addition to herbicides, fungicides, fertilizers, growth regulators, and application equipment, Univar Solutions delivers the training and strategic support to help you seize new opportunities.

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Promotions valid August 1-31, 2019



Products of the Month



**Save
on two
sizes**

**Fendona® CS Controlled
Release Insecticide**

\$17 off per 120 oz bottle
Product 831442
Promo code 840354
Not registered in CA

\$3 off per 16 oz bottle
Product 839558
Promo code 840361
Not registered in CA



**\$20
Off**

Fastrac Rodent Blox

\$20 off per 4 lb pail
Product 795093 – Promo code 840360



**\$1
Off**

Foam Fresh

\$1 off per 10 oz can
Product 824167 – Promo code 840356



Online Exclusives



**\$2.50
Off**

TAURUS® SC

\$2.50 off per 20 oz bottle
Product 795139 – Promo code 827323
Offer cannot be combined with any other CSI offer - no limit



**\$3
Off**

Gentrol® Complete Aerosol

\$3 off per 18 oz can
Product 831825 – Promo code 833074 - no limit

TO PLACE AN ORDER call 1.800.888.4897 or go to pestweb.com/promotions

Creature Feature

Deer and White-footed Mice



Two mice belonging to the genus *Peromyscus* are collectively called “field” mice in pest management. The deer mouse occurs in most of Canada and the United States (except the southeastern states). The white-footed mouse overlaps the deer mouse in the eastern and central U.S. and extends into the southeast. **Both have large eyes and are sharply bicolored with white along the bottom of their bodies.** While they may be difficult to tell apart from each other, they look different from house mice, which have smaller eyes and are more uniform in color.

Deer and white-footed mice are semi-commensal, meaning they aren't dependent on people for food and harborage but will take advantage of human resources when available. They're often found in structures in wooded suburban or rural areas where they'll nest in attics, garages, sheds and barns. **Deer and white-**

footed mice should be managed in these settings because they vector hantaviruses in their urine and fecal droppings and are also reservoirs for plague (western U.S.) and Lyme disease.

Managing deer and white-footed mice is much like managing house mice. Trapping is the ideal strategy for large infestations because it provides more immediate kill and removal. **Snap 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. Outdoor populations around structures can be managed with a rodenticide bait labeled for deer and white-footed mice.

Want to learn more?

Check out our ProTraining Online course: [Rodent Biology, Behavior & Management](#)

Products to use

Product
826439



EZ Snap Mouse Station

- Built-In snap traps are securely mounted inside of the station
- EZ Set Indicator tie creates an indication that servicing is necessary
- Commitment wall forces mice onto the snap traps

Product
820637



Contrac Blox

- Highly palatable, yet weatherable, CONTRAC works well in wet and dry conditions
- Multiple edges that appeal to a rodent's desire to gnaw
- Bait shyness is not a problem with CONTRAC because mortality occurs a few days after bait is consumed
- Labeled for deer and white-footed mice
- The antidote, Vitamin K1, is readily available

Product
706279



Trapper 24/7 MC Mouse Trap

- Proven performance - reliable and durable
- Sleek, low-profile professional design
- Shatter-resistant and rust-proof

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 Solutions office for specific information to your area.

TO PLACE AN ORDER call 1.800.888.4897 or go to PestWeb.com

How an insect growth regulator can enhance cockroach control

Nicky Gallagher, Technical Services Manager, Professional Pest Management, Syngenta

Cockroaches are an important public health pest. They have been implicated in the transmission of several pathogenic organisms, can cause allergic reactions and trigger asthma attacks. They are also a prolific cockroach species, producing four to eight generations per year.



Adult German cockroach. Source: Clemson University - USDA Cooperative Extension Slide Series, Bugwood.org UGA1236168

Insect growth regulators (IGRs) can be useful tools to help break the life cycle of these prolific pests, as well as many others. IGRs, such as pyriproxyfen, mimic the juvenile hormone that naturally occurs in an insect. This hormone controls how long a cockroach remains in each nymphal stage and when it turns into a reproductive adult. IGRs prevent the normal development of immature cockroaches so they cannot produce viable eggs as adults or die during the molting process.

As IGRs don't kill insects quickly, they are often incorporated with fast-acting insecticides or baits. When using baits, it's important to remember that not all cockroach stages feed on bait with the same appetite level. Typically, adult males readily forage for food and leave harborage points.

On the opposite end of the spectrum, gravid (pregnant) females are much less active than other cockroach stages, preferring to stay close to harborage points, and

significantly reduce their feeding and drinking. This means there is a lesser probability of gravid females eating bait than cockroaches in other life stages.

IGRs can cause egg cases to release prematurely, stimulating a female to return to normal foraging and feeding patterns.

Therefore, an IGR is most effective when applied as a crack-and-crevice treatment to cockroach harborages, increasing the probability that cockroaches in multiple life stages, including gravid females, will actually contact the product. Because each egg case is carried by a female cockroach for about three weeks until the eggs emerge, a direct application of an IGR can provide an advantage in the amount of time required to control a population.

[Archer® insect growth regulator](#) from Syngenta has low volatility that allows it to be applied indoors, outdoors and in food-handling establishments (see product label) without odor or airborne residue. It can also be tank mixed with a non-repellent insecticide, such as [Optigard® Flex](#) liquid insecticide or the new [Advion® WDG insecticide](#), to achieve immediate and long-lasting cockroach control.

Adding IGRs to your cockroach control program can help reduce populations. For more information about IGRs, visit SyngentaPMP.com/Archer or contact your local [Syngenta territory manager](#).

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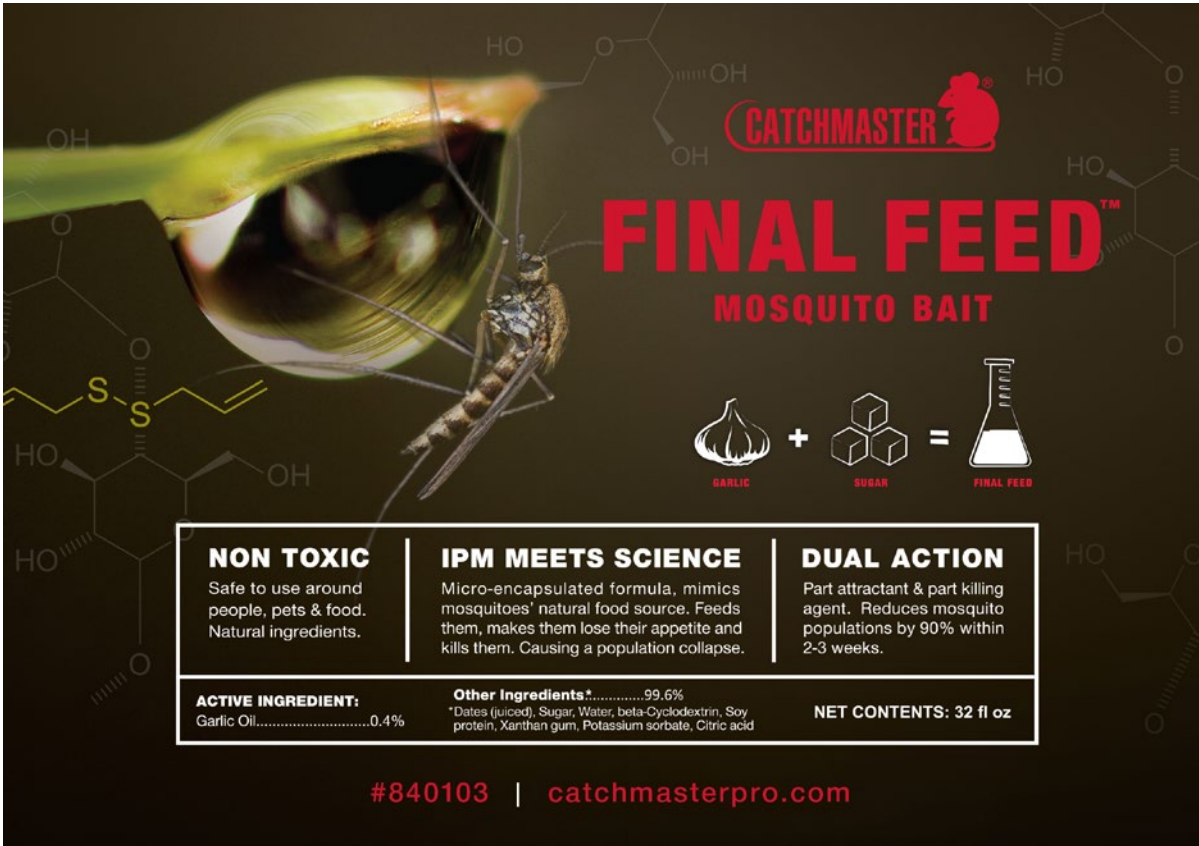
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