

# CONNECTIVITY

A spotlight on products, promos, insights, and more

December 2019

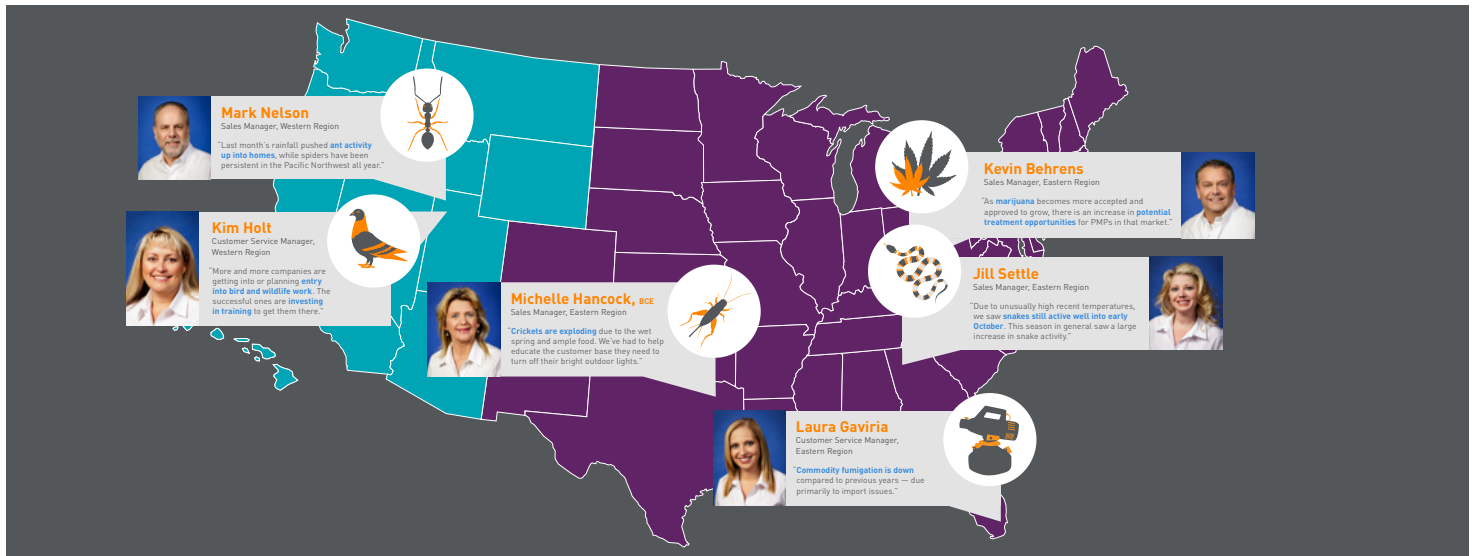
Volume II  
Issue 12

## What's happening across the industry

Univar Solutions managers share the latest industry trends and insights

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

Here's an overview of the latest trends as reported by Univar Solutions managers across the country.



### Beat the CEU deadline rush with ProTraining

The end of the year is quickly approaching – and in many states, so is the deadline for CEU certifications.

Get your team properly certified for the new year with **ProTraining**. Our industry-leading training provides one-click transcript access and team-wide course tracking, all from our online portal.

[Visit ProTraining](#) to get started today.

### Growing Your Business

#### Free webinar: How to take control of your inventory

Still manually tracking inventory on outdated spreadsheets?

Join **Doug Wylie** of Univar Solutions to learn how you can take control of your inventory with our new **Inventory Manager** software. You'll learn how you can automate minimum inventory levels, reorder frequency, and more.

[Click here](#) to reserve your spot at this industry-first event.





## Products of the Month



### Nuvan Prostrips

\$5 off per pouch\*

Product 780061, 834872 – Promo code 841524

\*Eligible for one promotion only, other offers excluded



**\$5**  
Off



## Online Exclusives



**\$1**  
Off

### D-FENSE Dust

\$1 off per 1 lb bottle

Product 800436 – Promo code 841522 – no limit  
Offer cannot be combined with any other CSI offer.



**\$5**  
Off

### ContraPest

\$5 off per tank (400 and 550 ml)

Product 838362, 840768, 840772, 833714 – Promo code 841419 – no limit

**TO PLACE AN ORDER call 1.800.888.4897 or go to [pestweb.com/promotions](http://pestweb.com/promotions)**

# Creature Feature

## American Cockroach

The American cockroach is the largest pest cockroach in North America, averaging 1½ inches long. **Being native to Africa, it is American in name only and was probably introduced to the United States on ships in the early 1600s.** As one of the most common cockroaches on ships, it eventually spread to become a worldwide pest.

The American cockroach is a peridomestic cockroach, which means it mostly lives outdoors but moves into structures when conditions are more favorable. Because it requires high heat and humidity, it is found outdoors in tropical and subtropical areas (i.e, the southeastern US). In cooler or drier regions, it becomes more confined to sewer and drainage systems that provide both the right environment and a food source. **Large populations or heavy rainfall often force American cockroaches up into structures via open pipes or dry drains.**

## Products to use



### Scion Product 840242

- Defined active ingredient release for a continuous residual
- Durable, even under intense sunlight and on harsh surfaces
- More efficient active ingredient for a lower use rate



Susan Ellis, USDAAPHIS PPQ, Bugwood.org

Cockroach gel baits that are labeled for application to sewers and floor drains are available. **Make sure enough bait is provided to account for the American cockroach's large size and appetite.** Basements and crawlspaces are often invaded from underground sewer systems. A liquid residual can be applied to basement and crawlspace walls where the cockroaches tend to aggregate. Keep in mind that items stored in basements can easily become infested and introduce American cockroaches to new areas when moved.

### Want to learn more?

Check out our ProTraining Online course:  
[Modern Bed Bug Management](#)



### Advion Evolution Cockroach Gel Bait Product 833664

- Features a bait matrix that is highly attractive to cockroaches, leading to faster mortality
- Can be used as part of the SecureChoice Cockroach Assurance Program for proven cockroach control on a 90-day rotation cycle
- Qualifies for yearlong savings through the PestPartners 365 Program

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**

## Keys to Effective Ant Baiting



As a group, ants are often the number one pest encountered and the number one cause of callbacks. There are many variables to consider when picking the best ant bait for your operation, but choosing a bait is only half the battle. As good as today's ant baits are, they still have to be applied in the correct environment and match the ant food preference or they will not bring satisfactory results.

First and foremost it's important to correctly identify the ant species you're dealing with. Misidentification or, more frequently, no identification, almost always results in unsatisfactory results. Once the pest is correctly identified, a PMP can find out what type of food source is most attractive.

The time of year is also important to consider. Most ant species go through food preference shifts during the year. In the spring and early summer proteins are often most effective because the queens (s) need the nutrition provided by proteins to create eggs. In the middle of the summer and fall, however, many ants prefer carbohydrates, especially in a true liquid, thick liquid or gel. By then, the queens have produced all or most of the

eggs they will need for the year and carbohydrates are more efficient sources of food.

Environmental factors must be taken into account as well, rain being the biggest factor. The baits themselves are food ingredients and should be thought of as such. No ant bait, regardless of formulation should be placed unprotected where rain can ruin and/or wash off the substance. Some granular baits claim to be able to withstand multiple inches of rain without degradation, but the active ingredients are very water soluble and will wash off almost immediately. Thus, many PMPs think using a more "durable" bait as being sound science when, in fact, they are just feeding the ants a free meal after the active ingredient is washed off in the rain or irrigation.

Heat is also an important environmental factor, but that affects primarily storage conditions rather than applications. Many ant baits, particularly the true liquids and some of the gels can suffer rapid degradation when stored in the vehicle during the summer months. It is easy, however, to bring the baits into the office for overnight storage which may help prolong the effective life of the product.

Maxforce Ant Solutions from Bayer address different ant species, food preferences and environment.

- Maxforce Quantum is a long-lasting liquid gel formulation, rich in carbohydrates
- Maxforce Complete is a nutrient-balanced granule formulation, rich in proteins.
- Maxforce Fleet – the latest ant management solution from Bayer - offers fast colony control in a moist, thicker gel bait formulation.

For more tips and information on effective ant management, visit [environmentalscience.bayer.us/maxforce-ant-solutions](http://environmentalscience.bayer.us/maxforce-ant-solutions).

*Footnote: This advertorial was adapted from an article that previously appeared in PCT magazine based on a five-question interview with Dr. John Paige III, Senior Scientist with Bayer.*

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



## How to make the most of add-on services

Across the country, pest management companies are growing their customer bases – and revenue – with nontraditional services like mosquito control, wildlife control and fumigation. Interested in adding these services to your business? As part of our commitment to helping your business grow, we will be hosting our successful “Grow your Business” webinars over the new couple of months.

In addition, we also offer a webinar on how to streamline your inventory process with Univar Solutions Inventory Manager. Our web-based app gives you more control and insight with powerful features.

**Ready to get started?** Here is the schedule for these free webinars. Simply select the date that works for you then click on the appropriate link to register. It’s that easy!

### December

- **December 4**  
[Grow your Business with Mosquito Control](#)
- **December 12**  
[Grow your Business with Inventory Manager](#)

### January

- **January 16**  
[Grow your Business with Mosquito Control](#)
- **January 23**  
[Grow your Business with Inventory Manager](#)
- **January 30**  
[Grow your Business with Wildlife](#)



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- Easy to secure, hole in center of block
- Palatable to rodents
- Bait block requires no further mixing prior to use

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KILLS WARFARIN RESISTANT NORWAY RATS

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KEEP OUT OF REACH OF CHILDREN  
See label for additional precautionary labeling

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INERT INGREDIENTS 99.9999% (99.9999%)  
NET WEIGHT 18 LBS (8.1639 kg)

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