

# CONNECTIVITY

A spotlight on products, promos, insights, and more

## She streamlined inventory across seven states. With Inventory Manager, it was easy.

As Director of Operations at Smithereen Pest Management Services, Sara McGuire needed a cost- and time-effective way to track inventory across 75 techs and multiple business offerings.

So when her Univar Solutions rep Bill Dyra told her how our new Inventory Manager software could eliminate guesswork and slash monthly overhead, she was on board.

"Now our service managers can see exactly what they're buying and where everything is," Sara says. "No more relying on manual spreadsheets that aren't accurate in real-time."

With greater accuracy and efficiency, Sara's team can focus on Smithereen's growth: "Now we can direct our efforts to more important tasks. Inventory Manager was a game-changer!"

How can Inventory Manager help grow your business? Find out at [PestWeb.com/inventory](http://PestWeb.com/inventory) today.



## ProTraining™

Put your cockroach knowledge to the test.  
Get ACE exam-ready with ProTraining.

Based on the ACE Study Guide, this cockroach-focused chapter of our ACE test prep series will strengthen your understanding of these common pests.

And after you hone your cockroach knowledge, stay tuned for 6 more courses in this series, plus our 13-chapter exam that will gauge your readiness for ACE.

[Go to ProTraining to take this course today](#)

Expand your business offerings with  
Post-Harvest services from Univar Solutions.

If you operate in areas adjacent to food handling, transport, and storage, post-harvest services could mean big opportunity for your business.

Our team can support your company's growth with fumigants, insecticides, and safety equipment... plus the training and support to get started.

[Learn more by visiting PestWeb's Post-Harvest page](#)





## Products of the Month

**\$1  
Off**



### MAXFORCE FC MAGNUM

\$1 off per box (1 - 33 gm tube)\*

Product 758685 - Promo code 841269

\*Exclusions: National accounts are ineligible to participate. Discounts available for end users only.

**\$2<sup>50</sup>  
Off**



### D-Fense NXT\*

\$2.50 off per 15 oz can

Product 837858 - Promo code 841270

\*Not registered in CA



## Online Exclusives

### TEKKO PRO Insect Growth Regulator Concentrate

\$4 off per 16 oz bottle

Product 811120 - Promo code 841268 - no limit  
Offer cannot be combined with any other CSI offer.



**\$4  
Off**

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

# Creature Feature

## Bat Bugs



Susan Ellis, USDAAPHIS PPQ, Bugwood.org

Bat bugs belong to an insect family that primarily contains human, bat and bird parasites, including bed bugs. Two bat bug species are present in the United States: the eastern and western bat bugs. Bat bugs are closely related to bed bugs and are very similar in size and appearance. **Under magnification, bat bugs look hairier than bed bugs because the hairs on their bodies are longer.**

Although current thought is that bed bugs evolved from bat bugs that began parasitizing humans in ancient Mediterranean caves, North American bat bugs are better at feeding on bats than on humans. Like bed bugs, bat bugs are nest parasites that are not able to stay on their hosts very well, especially during flight. **When bats roost on or in structures, bat bugs may attempt to parasitize humans if there are not enough bats to feed upon or the bats leave due to seasonal migration**

**or exclusion efforts.**

If bats are roosting in a structure, they need to be excluded before attempting to manage bat bugs. Exit points can be identified at night as bats leave the structure and then closed before they return (avoid bat exclusion from late spring to early summer as baby bats may remain in the roost). **Once the bats are gone, treat cracks and crevices around the roost with a residual insecticide, especially around light fixtures, vents and utility chases that lead indoors.** Wall voids can be treated with a dust formulation.

### Want to learn more?

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

## Product to use

### BEDLAM PLUS

- A combination of quick kill and residual control of all pest life stages
- Dual modes of action attack two target sites for enhanced control
- Foaming action optimizes surface contact



Product  
802218

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.

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## Stopping Rat Infestations at the Source

SenesTech is a company committed to long-term, innovative solutions to the age-old problems that continue to challenge our economy, putting a strain on daily operations. A particularly persistent challenge is how to manage rats. Rat infestations are costly to various markets and verticals, threatening brand integrity and bottom lines. To date, there hasn't been an effective solution that yields long-term results. **Until now.**

### The Reality

In order to understand why rat infestations are so challenging to control, it's helpful to focus on basic biological rat facts. Although rats only live an average of six months, they are able to reproduce at two months. This means it only takes two rats to produce more than 15,000 offspring within a single year<sup>1</sup>. Traditionally, these staggering numbers have been combated by the use of lethal rodenticides.

Another biological reality that impacts rat control efforts is the fact that rats drink approximately 10% of their body weight every day<sup>2</sup>, which factors into the ways PMPs bait and deploy rat control products.

Interestingly enough, significant research has demonstrated that rats are smart enough to sense when their population is compromised. Once aware of lower numbers, primarily signaled by a sudden abundance of food sources, the rats will reproduce rapidly to compensate for decreased numbers. Given the facts shared above, it's no wonder that this phenomenon results in costly and challenging rat rebounds, which have evidenced where lethal rodenticides fall short.

Moreover, because rats are so smart they often demonstrate one of two troubling behaviors: bait aversion and/or bait shyness. Simply put, bait shyness or neophobia refers to a reluctance on the part of the rats to sample a newly introduced food source. Bait shyness is evidenced by rats sampling small amounts of a new food (bait) until they determine it is safe to consume.

Bait aversion, on the other hand, presents when rats avoid a food source altogether after observing ill effects or behavioral change in other rats. When you consider the results of lethal rodenticides, it's easy to imagine rats approaching this bait shyly at first, and then avoiding it altogether.

### The Result

Given the limitations of lethal rodenticides, coupled with the biological realities of rats, it's no wonder that rat populations can rebound to their original size or larger in a matter of months.



By leveraging a contraceptive product, the reproductive capabilities of both male and female rats are restricted, thereby creating a long-term maintenance solution to rat infestations.

### But, what really is rat birth control?

While human birth control is consumed by women monthly in order to prevent pregnancy, rat birth control is also consumed monthly as a method for reducing fertility, but is consumed by both male and female rats. There are no adverse effects when consumed by males or females. Both still continue to attempt to reproduce as if nothing has changed.

Another benefit of rat birth control is its non-lethal formulation; rat birth control minimizes secondary exposure and does not pose a risk to non-target species, unlike lethal rodenticides. In other words, this tool is able to effectively reduce rat populations without the unintended environmental consequences that are commonly associated with rodenticides.

### A Sound Solution

Based in sound science, SenesTech has developed a revolutionary product focused on a root cause of rat infestations: reproduction. ContraPest is an effective, liquid rat birth control for both male and females that offers an on-going solution to target reproduction.

Learn more about ContraPest and our company's commitment to sound science by visiting [www.senestech.com](http://www.senestech.com).

<sup>1</sup>"Rat Reproduction." Video, National Geographic, [video.nationalgeographic.com/video/00000144-0a43-d3cb-a96c-7b4f62f80000](http://video.nationalgeographic.com/video/00000144-0a43-d3cb-a96c-7b4f62f80000).

<sup>2</sup>Ades, Emily. "Species Specific Information: Rat." Johns Hopkins University, 11 Mar. 2009, [web.jhu.edu/animalcare/procedures/rat.html](http://web.jhu.edu/animalcare/procedures/rat.html).

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