

CONNECTIVITY

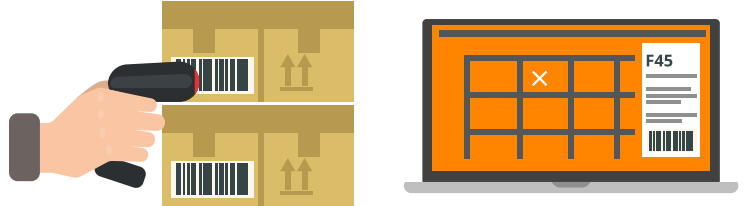
A spotlight on products, promos, insights, and more

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5 ways to streamline inventory management with UIM

Still manually tracking product stock across your business? Upgrade your inventory process with UIM from Univar Solutions. Our web-based app gives you more control and insight with these five powerful features:



1. Establish company-approved product selections

Manage what products are available to your team by branch, truck, or route.

2. Set maximum and minimum inventory levels

Designate product limits at both the branch and truck level.

3. Control reorder frequency and quantities

Automate your ordering schedule with preset schedules by day, month, or week.

4. Track your technicians' product use

Use built-in bar code scanning for improved inventory tracking and route budgeting.

5. Reduce waste – and improve working capital

Drive efficiency and profitability by reducing inventory labor costs.

Start streamlining your inventory process today – visit www.UIM2.com to get started.

And if you're visiting this year's PestWorld, see UIM in action by contacting your rep for a free demo.



Learn to manage ants with ACE exam prep from ProTraining

Get your team ready for the Associate Certified Entomologist exam with the latest ACE prep course from ProTraining.

This self-paced ant management course reviews and tests concepts covered in chapter 10 of "IPM for the Urban Professional: A Study Guide for the Associate Certified Entomologist."

Take the course by [visiting ProTraining](#) today.

Grow your business with wildlife management services

Thanks to simple training requirements and high demand from customers, the wildlife management market is booming – and continues to grow.

wildlife management professionals provide the full array of products, knowledge, and support to grow your business.

Get in on the action with support from Univar Solutions. Our dedicated

Learn more by calling 1.800.888.4897 or [visiting PestWeb](#) today.





Products of the Month



\$5 Off

Alpine® WSG Insecticide
\$5 off per 200 gm bottle*
Product 815958, 841075 – Promo code 841113



\$7 Off

EZ Block All Weather Bait Block
\$7 off per 18 lb pail*
Product 835770 – Promo code 841099



\$5 Off

NUVAN Directed Spray Aerosol
\$5 off per 17 oz can
Product 812645 – Promo code 841098
Not registered in AK or HI.



Online Exclusives



\$5 Off

FUSE TERMITICIDE/INSECTICIDE
\$5 off per 27.5 oz bottle
Product 809757 – Promo code 841096 - Offer cannot be combined with any other CSI offer.
Not registered in AK or CA – no limit



\$3 Off

Zenprox® Xtend Aerosol
\$3 off per 21 oz can
Product 831827 – Promo code 841095 – no limit

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

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

Creature Feature

Virginia Opossum



The Virginia opossum is the only marsupial (pouched mammal) native to the United States. It is found along the west coast and east of the Rocky Mountains. Even though it doesn't survive well in extreme cold, its range has extended into parts of southern Canada, most likely due to the availability of shelter from man-made structures. Although the words "opossum" and "possum" are used interchangeably, opossums are found in the Americas while possums refer to unrelated marsupials native to Australia.

Virginia opossums have a prehensile (grasping) tail and opposable thumbs on their hind feet, features that allow them to climb very well. They are active at night and will hunt small animals, eat plants and fruit, or scavenge pet food and garbage. Instead of creating their own dens, they take advantage of abandoned burrows or voids in trees or

buildings. Opossums should not be allowed onto properties because they are commonly infested with cat fleas and have been associated with murine typhus. They don't usually vector rabies.

A live trap is the best way to remove an opossum from a property. Bait a trap with fruit or canned fish or pet food and place it where the opossum is denning or near other areas of activity. Since opossums are nocturnal, traps should be set at night and checked the next morning.

Want to learn more?

Check out our ProTraining Online course:
[Wildlife Management – The Mammals](#)

Product to use

Tomahawk Live Trap Model 106 – Opossum Trap

- Sure-fire trigger mechanism with brass roller.
- Strategic mesh pattern to prevent animals from reaching in to steal bait.
- Spring loaded, V-locking trap door.



Product
645188

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

A Patented Solution to Rodent Control: Selontra® Rodent Bait

In movies and cartoons, rats and mice are often depicted as adorable characters. In reality, they are harmful pests. They carry over 35 diseases and 200 human pathogens^{1,2} making them a significant public health risk to your commercial and residential customers. Furthermore, enormous economic damage and health related problems are caused in the US annually through failed inspections, contaminated food, destroyed property and damaged reputations for public establishments.

As the leading manufacturer of pest management solutions, BASF recognizes the seriousness of the rodent threat as well as the challenges of controlling rats and mice. We are proud to introduce Selontra® rodent bait, a patented soft bait formulation that offers PMPs, a new level of fast, effective and efficient rodent control.

BASF spent the last five years researching and developing a breakthrough formulation that contains the active ingredient in Selontra, cholecalciferol, into a palatable³ bait matrix. Thanks to the patented polyolefin film that protects the bait in a perforated wrapper, rats and mice can easily recognize Selontra as an attractive bait even when other appealing food sources are present. In a choice feeding test, rodents preferred Selontra to a major fast food chain's all beef hamburger. It proved to be both palatable and efficacious against Norway Rats with a palatability ratio of 1.32⁴.

PMPs benefit from using Selontra rodent bait in three ways. First, fast colony kill. In US field trials, Selontra proved to control rat and mouse infestations in as few as seven days⁵. Second, effective resistance management tool. The need for innovative technologies to combat rodent resistance is real. Fortunately, Selontra rodent bait contains an active ingredient effective at controlling rats and mice strains resistant to anticoagulant rodenticides⁶. Third, efficient use of bait. Selontra's



active ingredient, cholecalciferol, demonstrates a stop feed action, which causes rodents to lose their appetite. Rodents eat only enough for a lethal dose, allowing the subdominant rodents to feed sooner⁷. As a result, PMPs benefit from shortened baiting programs and less bait required to kill populations. When it comes down to rodent control, Selontra sets itself apart and delivers true value to your business.

¹ "Eight Fascinating Facts You Never Knew about Mice." PestWorld. <https://www.pestworld.org/news-hub/pest-articles/fascinating-facts-you-never-knew-about-mice/>

² <https://www.cdc.gov/rodents/index.html>

³ Controls infestations in 7 days in US Field Trials – Indiana Grain Farm (2017); NC Pig Farm (2016)

⁴ Source: Internal BASF Study on Norway Rats (2017)

⁵ Controls infestations in 7 days in US Field Trials – Indiana Grain Farm (2017); NC Pig Farm (2016)

⁶ E.F. Marshall. Cholecalciferol: A Unique Toxicant for Rodent Control. Proceedings of the Eleventh Vertebrate Pest Conference 1984. p. 95-98

⁷ Prescott, C.V., El-Amin, Vusa, and Smith, R.H. "Calciferols and Bait Shyness in the Laboratory Rat". Proceedings of the Fifteenth Vertebrate Pest Conference 1992. Paper 64. Whisson, Desley, "Rodenticides for Control of Norway Rats, Roof Rats, and House Mice". University of California Cooperative Extension, Poultry Fact Sheet No. 23, 1996

Always read and follow label instructions.

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 - Proven lab testing
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- No Known Allergens
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Innovate. Grow. Together.

If you're attending this year's PestWorld come see us in booths #900 and #901.