

CONNECTIVITY

A spotlight on products, promos, insights, and more

March 2019

Volume II
Issue 3

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 early Q1 2019's biggest trends as reported by Univar Solutions managers across the country.

March 2019

Mark Nelson
Sales Manager, Western Region
"We have been busy developing protocols for brown marmorated **stink bugs** and whiteflies for customers throughout the Northwest."

Carly Groff
Customer Service Manager, Western Region
"More companies are **diversifying their services** and splitting their business into separate departments in order to boost their professionalism and revenue."

Heather Mabry
Customer Service Manager, Eastern Region
"In addition to helping customers manage mice and **bedbugs**, more PMPs are beginning to provide exclusion work."

Michelle Hancock, ACE
Sales Manager, Eastern Region
"We are seeing PMPs make **equipment repairs** and updates to withstand the colder months — and to prepare for the upcoming warmer weather."

Kevin Behrens
Sales Manager, Eastern Region
"As the temperatures cool down in the Northeast, **rodents** have been keeping PMPs very busy."

Laura Gaviria
Customer Service Manager, Eastern Region
"Our Central American customers have been seeking green products to manage **bedbugs, mosquitoes**, and various rodents."

800-888-4897
www.PestWeb.com

ProTraining

Learn what's behind pesticide product labels

NEW Pesticide & the Environment Course covers the following:

- How pesticides move in the environment
- Understand how the EPA manages environmental risk through pesticide label language

Expand your knowledge by visiting [ProTraining](#) today.



Grow your business with our Turf & Ornamental services

Want to expand into turf, ornamental, nursery, and vegetation management services areas? Univar Solutions provides a complete range of products, insights, and business support services to help you seize new opportunities.

- Herbicides
- Fungicides
- Fertilizers
- Growth regulators
- Application equipment

See our selection and order online today at the [Univar Online Store](#).

 **Univar Solutions**
Innovate. Grow. Together.



Products of the Month



\$5 Off

Pro-Ketch Trap Solid Lid
\$5 Off per case of 12 traps
Product 713052 – Promo code 838798



buy any products
+ lock in rebates
save all year

LEARN MORE

Saving is simpler than you think.



\$10 Off

ER-3 Insect Killer
\$10 Off per gallon
Product 838681 – Promo code 838795



Online Exclusives



Save Big!

\$2 Off | **\$2 Off**
15 oz | 20 oz*

Fuse Foam
*while supplies last – no limit
Product 838511, 826864 – Promo code 838799, 838834
Offer cannot be combined with any other CSI offer.



\$1 Off

Rodent Rock™ 2G Bait Station with Paver
\$1 Off per station – no limit
Product 835434 – Promo code 838797



\$3 Off

Essentria® IC-3 Insecticide Concentrate
\$3 Off per gallon – no limit
Product 827856, 804918 – Promo code 838796

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

Creature Feature

House Sparrow



The house sparrow is the most common wild bird in the world. Originally from the Middle East, it spread to Asia, Europe and North Africa following agriculture and was deliberately introduced to other places in the world. In North America, eight pairs were released in Brooklyn, NY in 1851. By 1910, house sparrows were established in California.

House sparrows are very successful because they like to live close to people, whether in cities or in agriculture. They nest in cavities and take advantage of structural holes, overhangs and signs. Seeds are the majority of their diet along with some insects. **Breeding males have a black beak, throat and chest while females and juveniles are more camouflaged.**

Although house sparrows are social with each other, they are aggressive towards other bird species and will displace them from nesting holes and food sources.

House sparrows are intelligent and have been observed triggering automatic sliding door sensors or following people in and out of doors. They can be problematic in warehouses, big-box stores and food processing facilities where they may nest and find food indoors and never leave. House sparrows can be prevented from landing or nesting on buildings with bird netting or an electrical track system. **A mist net can be placed in the flight path of birds indoors to capture and remove them from buildings.**

Products to use


Product 793333



**¾ Bird Net:
50' x 50' - Black**

- High density Polyethylene
- ISO 1806 and 9001 protocol tested
- Multiple sizes and colors available

Product 791204



**Bird Jolt Flat
Track - Black**

- Easy installation with glue troughs
- Low profile and virtually invisible
- Multiple colors available

Product 793323



Mist Net Capture Kit

- Simple, humane way to catch and release birds
- Remove sparrows from warehouses and indoor areas
- Designed to capture multiple birds with one net

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 office for specific information to your area.

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

Cockroach trial assesses the situation for effective control

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

Diverse strategies are needed to control urban pests – especially cockroaches. Steps like inspection, monitoring and identification are the foundation for any cockroach control program and ongoing maintenance.

Baits are pivotal tools for Integrated Pest Management (IPM) for cockroaches, but applying the appropriate amount is critical for success. A recent field trial conducted by Dr. Dini Miller from



Virginia Tech University evaluated two cockroach gel baits, Advion® Evolution Cockroach and Optigard® Cockroach Gel Baits from Syngenta, in multi-unit housing infested with German cockroaches. Advion Evolution, containing the active ingredient indoxacarb and an enhanced bait matrix, was used for the first three months. The bait was then rotated to Optigard Cockroach for another three months, which

contains the active ingredient emamectin benzoate and affects cockroaches at two different target sites.

Following Dr. Miller's assessment-based pest management protocol, the quantity of bait applied in each apartment unit was based on the assessment (number) of cockroaches trapped on monitors. Apartment units were categorized based on the infestation level and baited accordingly. Units with high cockroach counts received the greatest volume of bait, medium cockroach counts received less bait and low cockroach counts received the lowest volume of bait. All bait volumes were equivalent to an entire tube, half a tube or a quarter of a tube of bait.

Below is an example of the amount of bait applied after a 24-hour monitoring period, based on three Lo-Line Cockroach Trap monitors (two placed in the kitchen and one in the bathroom):

Trap catch	Amount of Bait Applied (g)
Greater than 500 cockroaches	Received 60 g of bait
Greater than 100 cockroaches	Received 30 g of bait
Between 50-100 cockroaches	Received 15 g of bait
Between 1-50 cockroaches	Received 7.5 g of bait

Surfaces where bait needed to be applied were often dirty, covered in food debris or contaminated with old bait or repellent sprays. To overcome this issue, bait was applied down the middle of small wax paper squares that had been folded diagonally (a technique developed by Dr. Miller and described in detail [here](#)). German cockroaches readily consume bait applied in wax paper and often eat through the wax paper after consuming all the bait.



Left: wax paper applied with Advion Evolution. Right: German cockroaches consumed Advion Evolution and ate through the wax paper.

Cockroach populations were dramatically reduced without asking residents to clean up or prepare for the treatment. Considering no other form of control was used and only cockroach bait was applied, this study documents how successful baiting can be when enough bait is applied and the infestation is continually assessed.

Results

As of May 2018, cockroach infestations were reduced by an average of 95 percent, whether the starting population was low, medium or high.

Cockroach Population	Average Amount of Bait Applied (g)	Percent of Population Reduction (%)
High	90	95.3
Medium	78	95
Low	31.2	93.5

Table 1: Results over a 120-day study period. Advion Evolution was applied for the first 90 days and Optigard Cockroach was applied for 30 days. (PPMU17531)

Bait rotation, along with monitoring and assessment-based baiting of the cockroach infestation, appears to be very successful in multi-unit housing. Monitors are excellent additions to any cockroach control program, as they are relatively inexpensive and effective in detecting low-level populations, and can be placed in areas vulnerable to pests like food storage rooms, closets and staff lounge rooms. They are also useful for detecting movement direction, species present and active life stages.

Use these learnings to ensure your own protocols are comprehensive enough for effective cockroach control results. To learn more about cockroach control, visit www.SyngentaPMP.com/CockroachSolutions.

All photos are either the property of Syngenta or are used with permission. ©2019 Syngenta. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties and/or may have state-specific use requirements. Please check with your local extension service to ensure registration and proper use. Advion®, For Life Uninterrupted™, Optigard® and the Syngenta logo are trademarks or service marks of a Syngenta Group Company. All other trademarks are property of their respective owners. Syngenta Customer Center: 1-866-SYNGENT(A) (796-4368).

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



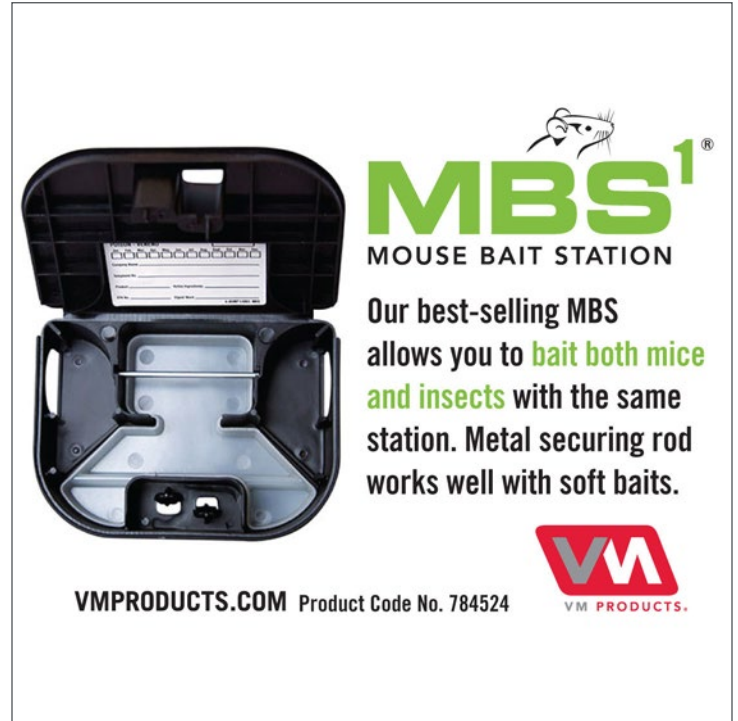
CATCHMASTER

THE RODENTS ARE HERE

MULTI-CATCH™
Mouse Trap
#612MC | 735733

STOCK UP NOW!

catchmasterpro.com



MBS¹
MOUSE BAIT STATION

Our best-selling MBS allows you to **bait both mice and insects** with the same station. Metal securing rod works well with soft baits.

VM
VM PRODUCTS.

VMPRODUCTS.COM Product Code No. 784524



BASF
We create chemistry

Protection inside and out

With Absolute Ant Control from BASF

Alpine WSG
Water Soluble Granule Insecticide

Termidor SC
Termiticide/Insecticide



EPIC

STOP MOLE INFESTATION

ENVIRONMENTALLY SAFE & NON-TOXIC! for organic gardening

MOLE SCRAM™
PROFESSIONAL

All Natural Granular Repellent

- #1 Selling Mole Repellent in USA!
- All Season Ready to Use
- Ideal for golf courses, playing fields, large lawns
- Drives them out of application zone.
- Repels up to 30 days

GREEN SOLUTIONS to animal pest problems

GET \$5.00 OFF
No quantity limit between 4/1/19-4/30/19

22 lb. (9.98 kg)
ITEM# 5225
Univar Product# # 783154
COVERAGE: Approx. 15,000 Square Feet

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