

CONNECTIVITY

A spotlight on products, promos, insights, and more

March 2020

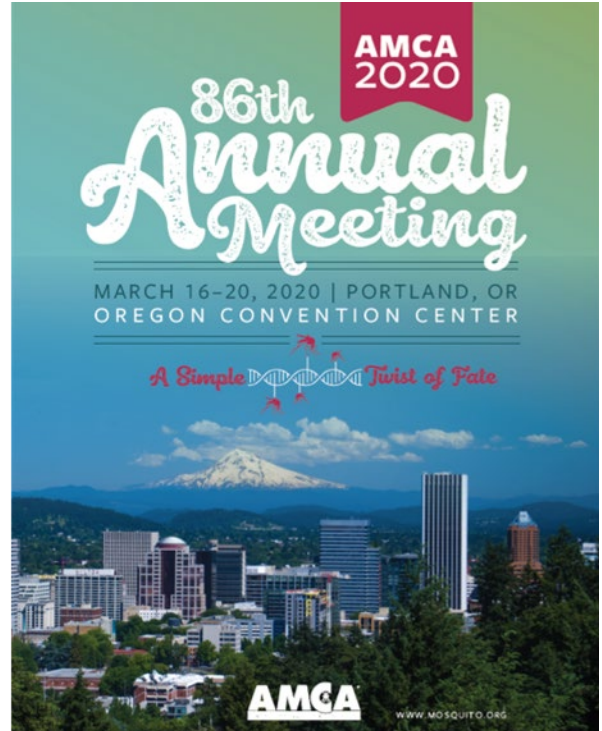
Volume III
Issue 3

AMCA Annual Meeting Portland, Oregon

The AMCA Annual Meeting in Portland, Oregon is nearly upon us and we hope to see you there! Now is the time to start preparing for mosquito season, so be sure to stop by our booth (#414) and visit with one of our Industry Specialists to find out how we can assist your preparation efforts. We have the technical expertise and support to successfully carry you through the season, including exclusive products like MasterLine Kontrol and In2Care.

Speaking of MasterLine... we encourage any and all Kontrol Freaks in attendance to stop by the booth and play a game of Skeeter Shoot!

Whether you're attending or not, we have a beneficial on-demand Mosquito Control Webinar from our Grow Your Business series that you can avail yourself to at anytime. See details below.



VIEW NOW

The PestWeb Podcast

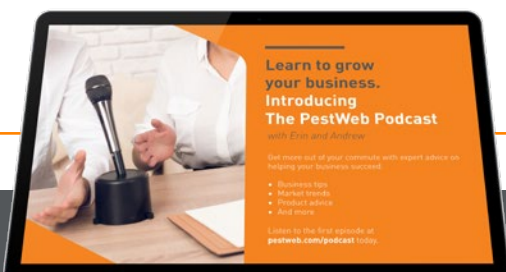
with Erin and Andrew

[Listen now.](#)

There's never been more competition – or opportunity – to succeed in the pest control industry. That's why we've created The PestWeb Podcast – a new

audio series exploring the business tips, market trends, and product advice businesses need to succeed.

Every month, industry veterans Erin Monteagudo and Andrew Assir will be joined by guest experts in pest control technology, entomology, and business strategy as they discuss the products and services that set winning businesses apart.



Growing Your Business

Learn to grow your business with Mosquito Control Services

Expert TJ Shelby provides a helpful overview of mosquito biology, treatment methods, and upselling techniques for capitalizing on this fast-growing field.

The mosquito management market is booming – and PMPs are rapidly growing business by adding mosquito control services. What does your business need to keep up?

VIEW NOW





Products of the Month



buy any products
+ lock in rebates
save all year

LEARN MORE

Saving is simpler than you think.

PestPartners365 syngenta



\$2 Off

niban
GRANULAR BAIT

kill and control
Cockroaches, Silverfish, Crickets, Flies, Seals, Carpenter Ants and Bees (except fire ants)

Niban

Niban Granular
\$2 off per 10 lb bag
Product 840038, 842341 – Promo code 842335



\$3 Off

ExciteR

ExciteR™
\$3 off per pint
Product 818866 – Promo code 842336



Online Exclusives



\$2 Off

EZ Conceal Insect Station
\$2 off per bag of 10
Product 837861 – Promo code 842338
No limit – Excludes private label



\$5 Off

Mole Scram Professional
\$5 off per 22 lb bucket
Product 783154 – Promo code 842339 – No limit



\$2 Off

Repeater™ Rock Multiple Catch Trap Station
\$2 off per station
Product 841196 – Promo code 842340 – No limit

Discounts available for end users only. National accounts ineligible to participate.

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

Creature Feature

Norway Rat



The Norway rat is present across the United States and is the dominant pest rat species in most states. It is larger and more aggressive than the roof rat, which it displaces in temperate regions. **Norway rats are adaptable to both rural and urban environments.** They naturally swim well and hunt for prey animals, especially birds. As human population density increases in cities, so does the number of Norway rats since easier access to food creates smaller territories.

Norway rats prefer to nest in ground burrows. **Although they can climb well, they tend to keep to the ground or the lower levels of buildings while searching for food.** Because the food provided by people can be predictable, they'll follow the same route between an established food source and

their burrow until something changes. These routes can be identified by their droppings, rub marks, gnawing or worn trails through grass.

It's important to place management efforts within 10 feet of the routes being used repeatedly by rats. **Norway rats are not likely to leave routes that lead to an established food source to investigate other sources of food.** Traps and stations set on or close to trails have a better chance of success. Baiting snap traps without setting them (prebaiting) can acclimate rats to the traps as well as help determine food preference if several options are provided.

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

Products to use



T-Rex Rat Snap Trap

Product 720177

- Aggressive, interlocking teeth for unmatched holding power
- Perfect combination of trigger sensitivity and trap velocity
- Removable bait cup allows trap to be serviced without being set



Catchmaster 48R Glue board Series Rat Glue Tray

Product 677700

- The only low-temperature rat glue tray available
- Effective in temperatures as low as 0° Fahrenheit
- Perfect for garages, basements and walk-in refrigerators



EZ Secured Station

Product 744884

- Concrete block absorbs the surrounding odors creating a familiar smell for the rodent
- External block creates friction with the ground to help it stay in place
- No unnecessary voids. Prevents unwanted water from pooling

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

Finding solutions for large-colony ant infestations

By Eric Paysen, technical services manager, Professional Pest Management, Syngenta

Managing large-colony ant species is one of the biggest challenges facing pest management professionals (PMPs) today. Species like the Argentine ant are notoriously adaptive and persistent. This species is termed invasive in North America because it was introduced accidentally through human commerce from South America.

These ants are especially difficult to deal with outside their native range because workers from different colonies typically cooperate and aren't aggressive toward each other. They form vast cooperative networks with hundreds of thousands of workers, many queens and dense trail systems that share resources for developing broods in many satellite nesting sites. This is related to the fact that all or most of today's colonies originated from those first queens that became established in North America and they all "smell" the same.

In their native range in South America, neighboring colonies have different colony odors and instinctively compete for territory and resources. The resulting deaths from epic ant wars help keep their numbers in check. In North America and other parts of the world where this stubborn pest is established and nests cooperate, keeping numbers in check often falls to PMPs. Effectively managing these large-colony ants can result in satisfied customers and positive reviews.

Syngenta recognizes large-colony ants are an opportunity and a challenge for PMPs, which is why we continually conduct research trials on these specific ants. [Advion[®] WDG insecticide](#) is one example resulting from this work. The versatile, sprayable version of the trusted Advion brand effectively controls many pests, including large-colony ants.



An integrated pest management approach should be used to manage large-colony ant species. This approach should include inspections, products with differing modes of action and effective baiting techniques. In a recent field trial conducted with the University of California, Riverside, Advion WDG helped manage Argentine ants around homes in southern California, where they are prevalent. Using a combination of Advion WDG, targeted gel bait placements and granular baits, ants were greatly reduced during peak season when untreated areas were seeing sharp increases. Most importantly, we maintained 90% reduction for eight weeks. Read more about the study [in PCT Magazine's October issue](#).

With a comprehensive approach and the right attitude, PMPs can achieve success against these challenging large-colony ant species. For more information about large-colony ant control solutions, visit [SyngentaPMP.com](#).

FOR LIFE UNINTERRUPTED™

©2020 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™ and the Syngenta logo are trademarks of a Syngenta Group Company. Syngenta Customer Center: 1-866-SYNGENT(A) (796-4368).

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

America's Finest™
EPIC
MOLE SCRAM™
PROFESSIONAL

#1 SELLING MOLE REPELLENT IN USA!



- Eco-friendly! Long-lasting. All Season Use.
- Won't harm animals. Safe around people & pets.

ITEM# **783154**
 22 lb. (9.98 kg)
COVERAGE:
 Approx. 15,000 sq. feet

GREEN SOLUTIONS
 to animal pest problems

THE TRAP WITH MORE UNDER THE HOOD



DUAL ACTION TWIN CATCH

LEARN MORE

#611
841940

CATCHMASTER 

FZBLOCK
 — BROMADIOLONE ALL WEATHER BAIT BLOCK —

- Bait block cooled after compressing for harder surface
- Easy to secure, hole in center of block
- Palatable to rodents
- Bait block requires no further mixing prior to use



FZBLOCK
 — BROMADIOLONE ALL WEATHER BAIT BLOCK —

KILLS RATS, MICE AND MEADOW VOLES*
 KILLS WARFARIN RESISTANT NORWAY RATS

CAUTION
 KEEP OUT OF REACH OF CHILDREN
 See back panel for additional precautionary labeling

NET WEIGHT 18 lbs (8.16 kg)

VM
 VM PRODUCTS

VMPRODUCTS.COM
 1-888-758-9513

AVAILABLE EXCLUSIVELY AT
Univar Environmental Sciences

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