

# CONNECTIVITY™

NEWS FOR THE CANADIAN ProVM MARKET



## KNOW YOUR BUSINESS' FINANCIAL POSITION



Being aware of your financial position is a critical step in managing any business. Understanding your company's financial position involves more than just checking your balances online. Finding the time or interest to go digging into all those

complicated statements can be difficult.

Having a good accountant to help you organize the financial aspects of your business is a good place to start but all owners should have an understanding of their company's position.

Here are a few tips that will help you get a better understanding of the process and keep you on the right financial path for your business.

### CASH IS KING

Keep a running total of cash position over the last three months.

A financially successful business will have improving cash positions each month, meaning the money coming in excess the money going out.

### WATCH YOUR OVERHEAD

Business owners often focus primarily on growing the company's revenue but owners should also be keeping an eye on how much your company is spending on rent, salaries and equipment to support its sales.

### SET AND CHECK YOUR BUDGET

Create a simple budget at the beginning of your business year that includes your projected sales and operating expenses. Checking your budget against your actual sales and expenses on a quarterly basis can help you achieve your sales goals and will help you keep on top of your expenses.

Good business management involves more than just a few quick checks. Keeping on top of your books and knowing the critical numbers will help you keep ahead of any problems. Also, working with an accountant will help you manage the big financial picture.

## Garlon RTU Container Disposal

How to dispose of your empty Garlon RTU containers in accordance with Dow AgroSciences stewardship standards.

### SEPARATE THE PACKAGING

- Remove the plastic bag insert and recycle the cardboard box locally. Only the plastic bag insert will be returned to Univar under this program.
- Always put the cap back on the plastic bag when empty.

### RETURNING THE PLASTIC BAG INSERTS

- There are a few options to consider when returning your plastic bag inserts.
- You can drop off plastic bags at any local Univar warehouse.
- For large volume users Univar will arrange for a knock down skid or large plastic bags to ship to your site for empty bag collection. Univar will arrange to collect skid or bag before year end.
- Stuff 8 plastic bags into each empty cardboard box and send back to Univar warehouse via Purolator collect.

*As part of our good steward initiative Univar will cover the cost of associated shipping charges if shipping is arranged or approved by a Univar customer service specialist.*

### CONTACTS FOR ARRANGING A RETURN

- Email to: [esordersinfo@univar.com](mailto:esordersinfo@univar.com)
- Phone Univar Customer Service: 1-866-572-8240

**Control brush year-round.**

**Dow** Dow AgroSciences  
**Garlon™ RTU**  
 HERBICIDE

**>> READ MORE**



## EXECUTIVE PROFILE



### Trace McEuen Vice-President, Environmental Sciences

#### Please tell us a little bit about your role at Univar.

I've been with Univar for 35 years and I now head up the Environmental Sciences group as Vice-President,

headquartered at Univar's office in Austin, Texas.

While I'm privileged to lead the group, it's the dedicated team that makes it a joy to work at Univar.

The Environmental Sciences team serves a broad range of customers in the pest control, vegetation management, turf and ornamental, golf course, animal health, food processing and specialty public health markets. As part of what we do best, our customers have come to count on us for advice, training and service.

#### What is your background?

Born and raised in Arizona as part of the 5th generation of cattle ranchers, I did my Bachelor of Science degree at the University of Arizona. Prior to joining Univar for a sales role some 35 years ago, I did a short stint with the Federal Soil Conservation Service

in Arizona. While my roots are in rural America and I still feel very connected to the hard-working values and family-owned businesses of agriculture, I've found that this translates well to the work of the Environmental Sciences group which is in more urban markets.

#### What makes you most proud to work at Univar? What do you find the most interesting? What attracted you to the industry?

Fundamentally, it's all about working with good people. I believe the people at Univar are much more than co-workers; they are friends and family. I consider them to be the finest people I know.

I think this is very much reflected in the fact that many Univar employees are 'lifers'. In turn, it's also reflected in how many of our customers are also 'customers for life'. The relationship is bigger than transactional and not many businesses can say that.

Please tell us a bit more about you. What are your interests? What do you like to do in your spare time?

I'm an outdoors guy. It comes from my roots in Arizona. You can find me on the golf course, at the shooting range or just hiking. We're blessed with an incredible climate down here to enjoy that.

#### Tell us a little known fact about yourself.

Coming from a family that has ranched since the 1870s, I carry my own cattle brand. It ties me to my southeastern Arizona roots where cattle are grass-fed and there are typically 300 to 400 head of cattle roaming a watershed.

### Monthly Promotions

  
**Rewards**™  
BY UNIVAR



## USE YOUR UNIVAR REWARDS POINTS TODAY!

**'Tis the season for shopping, so why not log into the Univar Rewards Store to redeem your points today!**

(Eligible gold customers and above earn points for purchase on eligible products. Valid for ProVM end use customer only, certain restrictions may apply)



## Ask Mr. Vegetation Control



**Q: Is my frozen herbicide still good: I left some unused herbicide in an unheated shed, what rate of efficacy am I to expect on liquid herbicide that has been frozen over winter?**

**A:** The first step is to review the label or product technical sheet for information regarding storage and freezing. The efficacy may be affected but it also may not be impacted therefore; it is best to contact the manufacturer listed on the product packaging for specific details. Products may settle, separate into multiple layers, fall out of solution or crystallize over time and all of these can not only impact performance but lead to plugging and application issues. One issue when handling “frozen” packaging is safety as the product package may have been damaged by the freezing so pay attention to package seams, seals and caps to ensure it will not leak once thawed and handled.

## Industry Events

**AAAF In-Service Training**

Dec 4-7, 2017:

Grand Prairie, AB

**MWSA Fall Seminar**

Dec 5-8, 2017:

Portage La Prairie, MB

**2018 Summit Herbicide Resistance**

Feb 27-28, 2018:

Saskatoon, SK



## Industry News

### Facts about how PG&E is dealing with Vegetation Management and Wildfires in California

Through its Electric Vegetation Management (VM) Program, PG&E dedicates hundreds of millions of dollars and thousands of workforce hours to help reduce electrical...

### European Union moves closer to pesticide ban

The last week of October added a dramatic chapter to the never-ending glyphosate saga in Europe. The future of the herbicide, the active ingredient...

### The safety of glyphosate debate

Agriculture may soon be forced to change how it goes about growing crops as a key tool for years may be forced out of the ‘farm toolbox’.

### Information Update - What you need to know before importing unregistered pesticides for personal use

If you’re planning on bringing pesticides into Canada, you should know that Health Canada is changing the rules for importing pesticides for personal use. Unregistered pesticides...

### Lanark County council supports ongoing implementation of vegetation management plan

Following numerous delegations and presentations at the public works committee meeting last month, council received a detailed report and directed staff to include funds...

### Miniature robots could cut pesticide use on farms in future

Robots could also reduce food waste and help harvest crops, but they may not be commercially available for some years to come, say experts. Miniature robot farmers may be the answer...



## CONNECTIVITY™

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