

CONNECTIVITY™

NEWS FOR THE CANADIAN ProVM MARKET



SELLING VEGETATION MANAGEMENT

In part 3 of this 4 part series we will focus on the Environment. Outsiders to our industry often take the view that what we do is harmful to the environment. After all, we are recklessly pouring dangerous chemicals in the environment, right? It's about as far from the true story as you can get. Once again it is up to all of us that work in the industry to do a better job at educating the general public, or this false conception will live on.

First, let's focus on the evolution of chemistry. It has come a long way in the past 60 years since they were using 2,4,5-T [or Agent Orange if you prefer the more intimidating name] in the jungle in the Vietnam war. Yet today, industry's like ours that use pesticides are still living with this unfortunate legacy. Today's chemistry has been developed and refined by world class research and development companies, investing countless \$'s to come up with products that are safe, effective and actually improve the quality of our environment when properly used. The products we use today are used at much lower rates, and are much more specific in their targeted use. LD50's of much of today's chemistry are also now, in many cases, lower than many common household products, and yet the stigma lives on.

Let me give you just a few short examples of those common stigmas, and resources that can help you defend what you do.

- Professional vegetation managers don't hate trees, we respect them. Ask yourself, or anyone, of these 3 pictures of different ways tree growth is controlled, which one do you think has the lowest impact on the rest of the environment?

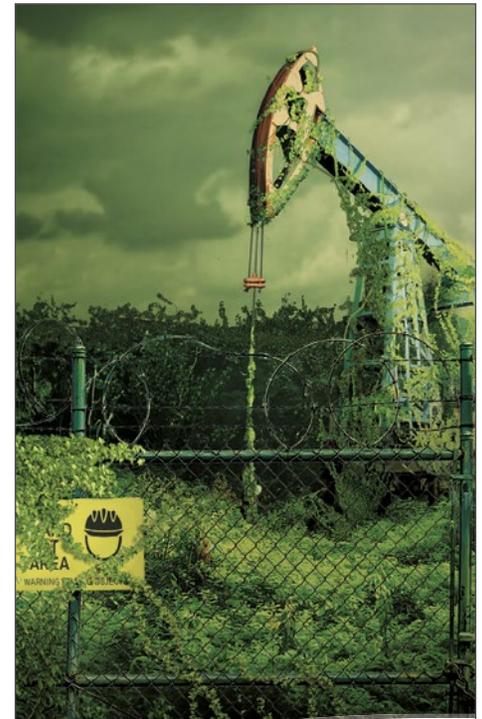


- Why can't we just let weeds compete naturally? Well there is nothing natural about most of the invasive species that our industry fights, most of them were brought to areas they didn't exist in naturally by us humans. They destroy crops, natural habitats to wildlife, and are harmful to both human or animal health. Our various provincial governments have identified which species are problems, and endorse their control through the provincial weed acts. Here is a link to a great reference from the [Canadian Weed Science Society – Management Resources](#).
- The products we use are safe. Check out this entertaining video of a man who defends the safety of glyphosate as an example that would catch anyone's attention. [Stu Burquiere – The Glyphosate Cocktail](#).

Protecting the environment, one application at a time, it's what we do.

Jon Froese

Univar Environmental Sciences Canada



The oil and gas industry depends on your spray program for superior weed control. That's why Dow AgroSciences IVM products, provide reliable results you can trust. They contain reduced-risk chemistry and the industry's best environmental profile. So you can exceed both regulations and client expectations.

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Monthly Promotions

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EARN 5X Points and ask your Univar ES Territory Sales Representative for a quote on any of these products, we've got some big savings in store for you. Only while supplies last.

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- Boominator Spray Nozzles
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- Farm Odor Boss
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- Payload Herbicide
- Valid AntiDrift

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For more information you can contact our Equipment Specialist or your local area rep

[or Click Here to View the Catalog](#)



People™
BY UNIVAR

After 35+ years in the industry, Ron Standish is retiring. Ron's contributions helped make many businesses, and the ProVM industry in Canada, what it is today. We thank Ron for that commitment!

Because he is so committed Ron will continue with Univar, on a part time basis, under the new role of equipment specialist.

Aaron Foster has assumed all of Ron's territory manager duties. We are very pleased to have Aaron as a part of our team and he is looking forward to helping your businesses in Alberta and BC.

Ron Standish – Equipment Specialist

Phone: 403-660-4909

Email: ron.standish@univarcanada.com

Aaron Foster – Territory Manager AB/BC

Phone: 780-870-1078

Email: aaron.foster@univarcanada.com



Pests in the News

[Cosmetic pesticide ban means dandelions more expensive to fight](#)

New biological pesticides too expensive for mass application, city says. A province-wide cosmetic pesticide ban that came into effect last June...

[British Columbia proclaims May as Invasive Species Action Month](#)

As part of Invasive Species Action Month, the government is encouraging British Columbians to learn more about non-native invasive plants. The B.C. government has proclaimed May 2016 as "Invasive Species Action Month".

[Wild Parsnip in eastern Ontario](#)

VISIT LINK TO WATCH VIDEO If you plan to take a walk on the wild side — you'll want to pay attention to this next story.

[Comment: Phragmites A Couple Of Other Opinions](#)

Two weeks ago my editorial comment was on phragmites and my hope that this invasive species could be controlled...

[Invasive weed destroying Great Salt Lake marshlands](#)

See Link for Video. Invasive weeds, which can grow up to 12 feet high, are taking over the Great Salt Lake marshlands.

Industry News

[Univar announces combination of Future Transfer, Fort Storage and BlueStar Di...](#)

Univar Canada Announces Combination of Future Transfer, BlueStar Distribution, and FortStorage under the Future Transfer™ Brand. Creates powerful new player in agricultural supply chain.

[Petition demands New Brunswick stop using herbicide glyphosate](#)

There was a protest outside the legislature Wednesday, to bring attention to New Brunswick's continued use of the herbicide glyphosate.

[UN says pesticide in the weed killer Roundup unlikely to cause cancer, clashing with previous studies](#)

Kate Kelland, Reuters | May 17, 2016 LONDON — The pesticide glyphosate, sold by Monsanto in its Roundup weed killer product and widely used in agriculture...

[Herbicides keep costs down, help feed world, says new study](#)

Herbicides keep costs down, help feed world, says new study...

[Vegetation Management Herbicide Stewardship](#)

When applied correctly, non-crop herbicides are useful and necessary tools to manage unwanted vegetation...

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Upcoming Events

[OVMA Annual Conference](#)

Sept 20-21
Sault Ste Marie ON

[Atlantic Vegetation Management Association AGM](#)

Oct 12-14
St Johns NF

[PVMA Spring Conference and Tradeshow](#)

Feb 28-Mar 2 2017
Edmonton AB



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Talk to your Univar sales representative or register for premier services on ProVMWeb.com and post a [classified ad](#). You can buy or sell used equipment, post help wanted or work needed ads, and it's all free of charge for purchasing customers.

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