

CONNECTIVITY™

NEWS FOR THE CANADIAN ProVM MARKET



HEY MAN, WHAT'S YOUR PLAN?



Global warming may have delayed winter in Canada this year but there is a certain reality that nothing can put a stop to it. So now that the trucks are in cold storage, spreadsheets will begin to appear in the offices of Professional Vegetation Managers. It's time to plan what lies ahead for 2017 and beyond.

We've all heard the clichés surrounding planning and being prepared, here are a few gems you could put on your whiteboards for inspiration;

- "Act, don't react"
- "If you are failing to plan, you are planning to fail."
- "Always plan ahead. It wasn't raining when Noah built the ark."

The more experience that I gain, the more I've embraced planning and push my team to do the same. I'll admit however that at times it's quite difficult to really buckle down and get it done with so many other competing priorities to distract us. I'll share with you, some tricks and tools that we use so that the process of planning is not lost. There is nothing unique or special about any of this. The hope is only that it serves as a reminder to someone who has fallen behind or let distractions get the better of them.

1) Build a strategic plan or mission. It can be short and sweet, but serves as a guiding light for your business and will make your day-to-day decisions more simple. Review it periodically, at least once per year, to ensure

that it makes sense in your current environment and keeps you ahead of the curve.

- 2) Block your calendar.** Remember that YOU control your own calendar even if it doesn't always feel like that's the case. If building a plan is a priority make the time. For some that may require another plan to ensure business doesn't collapse around you... it will be worth it.
- 3) Committo3®.** Accomplishing our daily or short term goals will ultimately lead us to achieving the bigger picture goals. On our team we start the day by listing 3 things we want to accomplish, before the distractions get a chance to set in. This mobile app is great because it creates a network of people to hold you accountable, a critical factor to success.

Here at Univar we've built some online tools designed to help make planning just a touch easier for you. Our online [Price Book](#), [Company Dashboard](#) with purchase histories and coming soon [ProTraining Online](#) were all once part of a plan now coming to fruition.

Passion, persistence, perspiration and a multitude of other character qualities are often used to describe what drives success. But the unsung hero of success... is planning.

Jon Froese

Business Manager, Univar Environmental Sciences



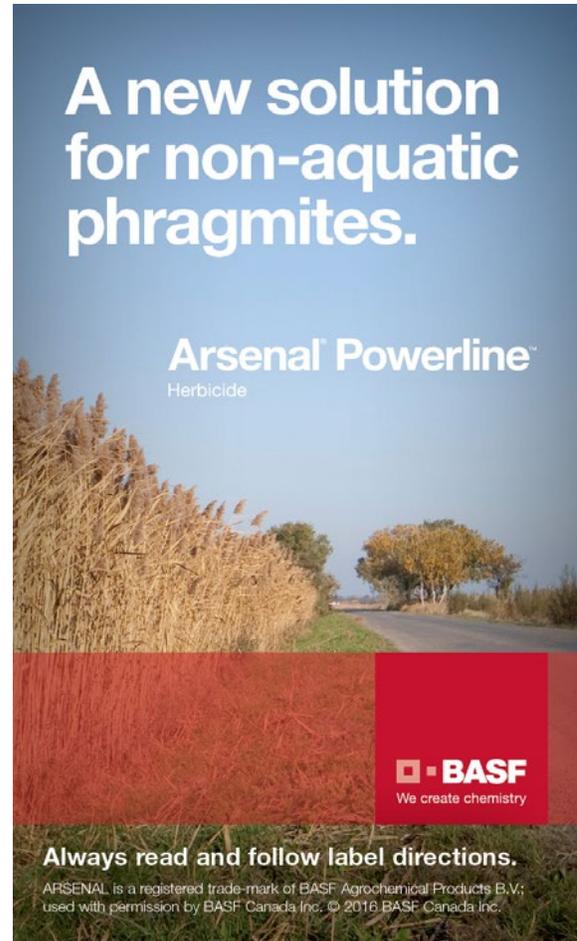
Control brush year-round.

Garlon™ RTU

HERBICIDE



Dow Dow AgroSciences



A new solution for non-aquatic phragmites.

Arsenal Powerline™

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We create chemistry

Always read and follow label directions.

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Monthly Promotions



Rewards™

BY UNIVAR

'Tis the season for shopping, so why not log in to the Univar Rewards Online Store to redeem your points today.

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





Pests in the News

[Province-wide phragmites plan needed, says wetlands ecologist](#)

Dr. Janice Gilbert speaks to elected officials from 14 municipalities about phragmites, which has infested the Lake Huron shoreline...

[Why Doubt Invasive Species Impacts?](#)

Invasive alien species are now found on every corner of the planet and rank higher than climate change as a current threat to endangered species. So then why, despite all the scientific evidence...

[International activist group, Avaaz, working to ban glyphosate in Canada, other countries](#)

Eight of 10 Canadian provinces have in place some form of restriction on the use of non-essential cosmetic pesticides including glyphosate...

[Palmer amaranth warning issued in North Dakota](#)

Palmer amaranth seems to have slipped into North Dakota as part of seed mixes...

[Forest Vegetation Management](#)

Competing and invasive forest vegetation impact regeneration success, proper timber stand development, and native plant and wildlife species diversity...

[Battle ramps up against invasive species - Ontario](#)

Ontario is taking more steps to protect the environment and wildlife by banning damaging invasive species...

[Burned by wild parsnip](#)

As children, we are warned away from fires and stoves, though most of us learn the truth of that lesson the hard way. But what if wild plants could cause burns, too...

[Dalmation Toadflax](#)

What is it? Dalmatian toadflax grows to be 3-4 feet tall and has yellow flowers. It is found along roadsides, pastures, rangeland, and other disturbed areas...

[Dog owner says pooches and their humans need to watch out for foxtails](#)

A dog owner had an expensive scare over the past few days after a walk in Dawson Creek. Janelle Rutledge's dog, Boomer, ate foxtail...

[Province must help cities fight phragmites, report says](#)

Ontario's Environmental Commissioner is calling on the provincial government to do more to help municipalities fight phragmites and other invasive species...

[Solving the Leafy spurge issue subject of NB symposium](#)

Agriculture and other professionals gathered at Western Development Museum on a topic of mounting concern — leafy spurge. The occasion was a Leafy Spurge Solutions Symposium held in North Battleford...

Industry News

[BASF & Engage Agro Relationship Announcement](#)

[Alberta group tackles growth in abandoned oil wells](#)

There were more than 1,400 orphan wells in Alberta at the end of September. It's the Orphan Well Association's job to deal with abandoned pipelines and oil and gas wells, and these abandoned...

[City returns to pesticide use on streets - Salmon Arm](#) Judges in the Communities in Bloom program present Salmon Arm with a best-garden and a five-bloom award...

[Stem Shock: new herbicide in development](#)

A new mode of action based on RNA could soon be killing a weed near you...

[Bayer Organizational Announcement - Will Roberts](#)

Industry Classifieds

[Career Opportunity at Univar ES - Marketing & Communications Specialist](#)

Upcoming Events

[AAAF In-Service Training Industry Day](#)

Edmonton AB
December 6, 2016

[MWSA Fall Seminar](#) – Winnipeg MB
December 7, 2016

[IVMA Man-Sask Annual Conference](#)

Regina SK
December 5-6, 2016

[3rd National Invasive Species Forum](#)

Ottawa ON
February 28 – March 2, 2017

[PVMA 2017 Spring Conference and Tradeshow](#)

Edmonton AB
February 28 – March 2, 2017

Check out our new Equipment Catalog

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

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

