

CONNECTIVITY™

NEWS FOR THE CANADIAN ProVM MARKET



The Benefits of Planning

Planning is a skill, and like any skill it is only improved through practice and repetition.

As people improve their planning skills, focus is heightened, productivity goes up and ultimately capacity increases. That means more time to accomplish more tasks, spend those extra hours with family or sip a few more cold ones on a beach somewhere, whatever floats your boat.

Last month I talked about the complications of forecasting in 2016 for professional vegetation managers. Budget uncertainty in some sectors will no doubt create a set of challenges, but don't let it throw you off, ever heard of Plan A and Plan B? Contingency planning, a fancy word for having multiple plans in the event Plan A doesn't materialize, is Uber important in any business. Just ask your next cab driver... This year draw your business process tree in detail before the time crunch of our season is upon us, and know that it is a good idea to add some branches in that tree so that those previously unplanned moments now have a plan.

At Univar this March we are launching some tools that should make your planning process just a little more efficient. [ProVMWeb Plus for Managers](#) brings much deeper insight into your business with Univar than ever before. [Watch this short video](#) to learn all about the changes, and be sure to check out our communications this month for more details on your membership.

With the support of our customers and suppliers, our plan is to continue to bring new tools to drive your business and help this industry thrive.

Jon Froese

Univar Environmental Sciences Canada



Monthly Promotion

Rewards
BY UNIVAR®

**EXTENDING
OUR BIGGEST
GIVEAWAY EVER!**

We are extending our forecast and feedback deadline to March 15th. Having your candid feedback and 2016 forecast is critical to our success; helping us design our plans to serve you better. Provide us with your 2016 product forecast or participate in our market research and you are automatically entered in our draw for a chance to win 175,000 Univar Rewards points. That's more than enough for a \$1,000 travel voucher, or that big screen TV you've been after, the choice is yours with Univar Rewards!

Follow this link to participate in the [Market Research](#), it only take 5 – 10 minutes.

Follow this link to provide Univar with your [2016 Product Forecast](#).

Each of the individual activities [research and forecast] earn you 1 entry in our grand prize draw.

Upcoming Events

[Herbicide Resistance Summit](#)

March 2, Saskatoon SK

[PVMA Spring Seminar](#)

March 9, Red Deer AB

[Univar ProTraining Event](#)

April 5, Nisku AB

[Univar ProTraining Event](#)

April 13, Moncton NB

PRODUCTIVITY is never an accident.
It is the result of **COMMITMENT**
to excellent, intelligent planning, and focused effort.

—Paul J. Meyer



IVM INNOVATIONS HELPFUL HOW TO SERIES



Ready to help your staff and summer students brush up on application skills? The IVM Experts at Dow AgroSciences have created an educational video series to help you do just that. These three videos were designed to make your work a little easier and help your applicators be a little more knowledgeable.

To learn more about small sprayer calibration, mixing and loading, and using backpack sprayers, select a video link below.

SMALL SPRAYER CALIBRATION

It's important to ensure your equipment is set up correctly before you turn the sprayer on. This video is designed to provide a quick overview on the process involved in calibrating small sprayers for chemical application.



MIX & LOAD APPLICATION

Mixing is an important part of vegetation management. To help your staff get it right, spend a few minutes watching this brief video on how to mix and load sprayers for application.



BACKPACK APPLICATIONS

Backpack sprayers make applying herbicide in the country easier. Here is a brief video that demonstrates how to prepare a backpack sprayer and how to regulate the spray pattern to effectively manage target plants.



To learn, more contact your local IVM Expert or visit our website at ivmexperts.ca.

IVM Experts



Solutions for the Growing World.

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Pests in the News

Weed of the Week: Canada thistle

Creeping thistle, as it is known in some parts of Europe, is best known on the Prairies as the perennial Canada thistle. This unwelcome European immigrant ...

Meet the 4 types of weeds you don't want in your fields

All weeds are created equal, right? Wrong. Some weeds are hardly troublesome while others cause huge problems...

Scientists weed out invaders online

Pigweed, pokeweed, quackgrass, cocklebur. The Dr. Seuss-ian list of problem plants invading Ontario farm fields each year has a new enemy — crowd-sourcing...

Innisfil's invasive plant problem "growing out of control"

How to identify invasive phragmites: - It grows in extremely dense groups with as many as 200 stems per square metre - Can reach up to five metres in height...

Experts team up to figure out how to battle invasive species in B.C. [Click link for video]

WATCH: Experts have gathered in Richmond to figure out how best to deal with destructive invasive plants and animals....

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Proven residual grass & broadleaf control

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Industry News

See what's making the news in our market.

Professional VM - Transmission and Distribution World

Where did the expression 'common sense' come from when it often appears it is all but common? If you have distribution lines, what is the largest O & M expense item?

Re-evaluation leads to retirement for Amitrol herbicide

Health concerns raised during the federal re-evaluation of Nufarm's pre-seeding burndown herbicide Amitrol 240 have led the company to stop selling the product for nearly all uses in Canada, starting later this summer...

ChemChina offers \$43B for Swiss pesticide giant Syngenta

A Chinese state-owned chemical maker offered to buy Swiss pesticide giant Syngenta for \$43 billion in what would be the biggest foreign acquisition ever by a Chinese company...



Have a news story or classified ad you want featured on ProVMWeb.com or this newsletter?

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.

TAKE ADVANTAGE TODAY!

 **BASF**

The Chemical Company