

# CONNECTIVITY™

## NEWS FOR THE CANADIAN ProVM MARKET

### Forecasting 2016...

#### ...It's Complicated

With 2015 in the rearview mirror it's time to focus attention ahead. But how do you plan for a successful 2016 when it seems impossible to forecast all the change and turmoil going on around you in Canada? Here are a few of the bigger-picture influences on Vegetation Management markets and how they could impact the opportunities available to you.

**Oil prices can't seem to find a bottom.** There is going to be pressure on everyone working in the oil related services business, including vegetation managers. The good news is that the weeds don't care about oil prices, they grow even at \$30/barrel, and there is still a need for your services. Approach these customers with a respect for their situation and ensure you take the time to explain the full value of a long term vegetation management program, especially the impacts on safety. Target a flat book of business year over year.

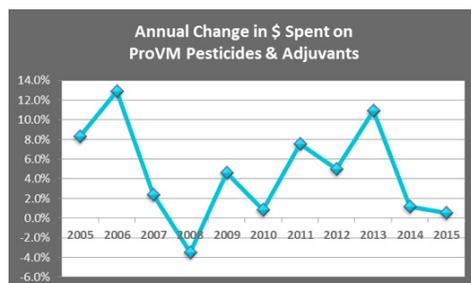
**Invasive Species awareness is ramping up.** Media to deliver the message about impacts of invasive species is more available than ever, and that is opening up new doors with opportunities behind them that you can capitalize on. Help spread that messaging to your network, using all the information available to you through channels like ProVMWeb, or local invasive species groups. Remember, it's up to you professionals to educate prospective customers on the benefits of solving invasive species problems.

**Canada's Economic Woes.** Shoppers who venture into the US are punished by a weak loonie, and so are some prices of stocks on the TSX. A recession [if that's what they are calling it] doesn't mean doom and gloom though. There are still very healthy segments out there. Utility companies are keeping the lights on, railways and pipelines are still moving product, and cattle prices have soared recently putting more value back in rangelands. All of these areas require sound vegetation management to deliver long term profitability and sustainability, and don't you let decision makers forget it.

At Univar we've got more invested in understanding the big picture, so that we can better forecast our business and help you understand the market and thrive. That's why we do market research, and you will see us sharing more of that than ever with you in the future, like the chart above. We will come asking for your input on a couple of fronts this month, so in the words of Jerry McGuire, please "help me, help you".

**Be an optimist, and know that Univar is here to support you.**

*Jon Froese, Univar Environmental Sciences Canada*



Estimated for all of Canada, all distributors. ProVM definition includes non-crop weed and brush management, range and pasture land management and forestry site management.

### Monthly Promotion

**Rewards**  
BY UNIVAR®

**WIN BIGGER THAN EVER THIS FEBRUARY!**

February is forecasting and research month at Univar ES, and we're making it a big deal! 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 225,000 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!**

[Click here to participate in the market research](#), it only takes 5 - 10 minutes. Univar Sales Representatives will be reaching out to Platinum and Titanium customers with our forecast forms in early February, but all purchasing customers are free to contact their local sales representative and participate. 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



## IVM INNOVATIONS TANK MIXING OPTIONS



The PMRA (Pest Management Regulatory Agency) has a policy in place to help product users understand both labeled and unlabeled tank-mixing options for pesticides. Here are some answers to commonly asked questions to help you tank-mix products correctly so you can manage vegetation more efficiently.

### Q What is the PMRA tank-mix policy?

**A:** The PMRA has established a position related to unlabeled tank-mix use of commercial pest control products in crop production, disease or vegetation management. Based on the position and guidelines established by the PMRA, application of unlabeled tank mixes is permitted, provided the commercial pest control products are registered and applied within their registered use pattern (i.e. application rate, application timing, vegetation stages, rotational guidelines, number of applications per season, pre-harvest intervals, pest claims, etc.).

### Q Which tank mixes are supported by Dow AgroSciences for application with aminopyralid based herbicides?

**A:** Dow AgroSciences supports many different Milestone™, ClearView™ and Sightline™ tank mixes for industrial and bareground use. Some are on the label and some are unlabeled but still supported by Dow AgroSciences under the PMRA tank-mix policy. Unlabeled but supported tank mixes are fully researched by Dow AgroSciences. If you are unsure which products can be tank mixed, contact your Dow AgroSciences vegetation management specialist.

### Q What conditions must users of unlabeled tank mixes follow?

1. Each tank-mix partner is registered for use in Canada on the crop of interest, including genetically modified crops.
2. The most restrictive label and use precautions are followed in compliance with label directions.
3. Where required specifically by one of the tank-mix partners, the tank-mix includes an adjuvant at the recommended level. If an adjuvant is not required on the label of any tank-mix partner, then no adjuvant may be added to the tank-mix.
4. The application timings of tank-mix partners are compatible as related to crop and pest staging in addition to recommended loading, mixing and most complete tank cleanout directions.
5. Each tank-mix partner is applied in accordance with its registered product label, considering use directions, precautions, buffer zones and resistance management recommendations. In cases where information on the tank-mix partner label differs, the most restrictive directions must be followed.
6. The tank-mix combination is a management tool for increased pest control, assists integrated pest management practices, allows for rotation of herbicide groups, saves time and is of value to commercial operations.

### Q What does Dow AgroSciences support under the tank-mix policy?

**A:** Dow AgroSciences Canada will support the unregistered tank mixes listed in the following charts, in addition to all tank mixes that are presently included on product labels or approved by the PMRA. Dow AgroSciences Canada will only assume the liability for the pest control performance of Dow AgroSciences products.

## MIXING OPTIONS

### Labeled Tank Mixes

Herbicide	Tank-Mix Options
Milestone	Arsenal (Imazapyr), EsplAnade SC (Indaziflam), Vantage XRT, 2,4@D Amine
Sightline	Vantage XRT, 2,4@D Amine
ClearView	Arsenal (Imazapyr), Vantage XRT, 2,4@D Amine, Garlon XRT

### Supported Tank Mixes

Herbicide	Tank-Mix Options
Milestone	Diuron
Sightline	Arsenal (Imazapyr), EsplAnade SC (Indaziflam), Diuron
ClearView	EsplAnade SC (Indaziflam), Diuron

**Ready to learn more?** Contact your local IVM expert or check out our website at [ivmexperts.ca](http://ivmexperts.ca).

Be sure to opt in to our e-mail list to receive valuable information from Dow AgroSciences.



Solutions for the Growing World.

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01/16-47996 Feb



## Pests in the News

### Phragmites... Everywhere

[Windsor adds voice in call for provincial phragmites strategy](#)

[Latest Thunder Bay News Headlines](#)

[Grey County wants to gain the upper hand on phragmites](#)

[Phragmites down to manageable level in Emmet County](#)

[Battling brush with smart vegetation management programs](#)

Over the past two years, Asplundh has implemented...

[Green foxtail is still No. 1](#)

There has been no change at the top of the Top 10 list of weeds in Saskatchewan but plenty of movement at the bottom. Green foxtail gets top billing, followed by wild oats and wild buckwheat...

[Kimberley doesn't get a passing grade in invasive weed control](#)

Kimberley has a reputation within the Regional District of East Kootenay that it may not want — that of being the worst community for invasive plants.

[Resistant mareestail rears up in eastern Montana fields](#)

Alberta and Saskatchewan weed managers should take note. Neighboring eastern Montana...

[Invasive plants buckthorn and dog-strangling vine gaining foothold across Durham Region](#)

Josh Deline has been out of his truck less than 30 seconds before he's pointing to what looks like a young sapling emerging where Durham Forest meets the cleared gravel...



**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!**

**HOT  
NEWS**



## Industry News

See what's making the news in our market.

[No more 'conditional registration' of pesticides: Health Minister](#)

The federal government is responding to calls from environmental activists over conditionally approved pesticides, saying it will end the rare practice of allowing...

[Monsanto sues to keep herbicide off California list of carcinogens](#)

Monsanto Co stepped up its defense of a widely used weed killer on Thursday by filing a lawsuit in California seeking to prevent glyphosate...

[Hydro One values unique character of Guelph](#) Like the author of the Jan. 11 column "Seeking to preserve nature, heritage and the unique character of Guelph," Hydro One values the unique character of Guelph and preserving the natural environment. There are, however, several omissions of fact...

[How Marketers Use Fear Of Chemicals For Profit: 3 Easy Steps – Forbes](#)

Just this past October The Environmental Working Group, an NGO best known for its annual list of "Dirty Dozen" fruits and veggies...

[Herbicide mixes tackle resistant weeds](#)

While many growers rely on herbicide and crop rotations, a U.S. study finds tank mixtures more effective. A new research study from Illinois casts doubt on a commonly promoted method to combat herbicide resistant weeds...