



### HOUSEKEEPING

**4320 ON TIME Metered Insecticide** provides ongoing, automatic treatment against flies, mosquitoes and gnats for up to 30 days. Fits most universal dispensers.



### FOODSERVICE

**6662 SHINY NICKEL Nickel-Safe Ice Machine Cleaner** is a non-foaming, non-fuming cleaner which quickly removes scale from stainless steel and nickel-plated steel. USDA approved.



### INDUSTRIAL

**6601 COBRA Foaming Alkaline Condenser Coil Cleaner** is an alkaline-based, non-acid formula which easily dissolves and disperses grease. It foams out dirt and then easily rinses clean.



### AUTOMOTIVE

**3295 RE-FRESH Auto Air Conditioning Freshener** kills the bacteria which builds up in auto air conditioners during the summer. Car interiors are deodorized and refreshed.



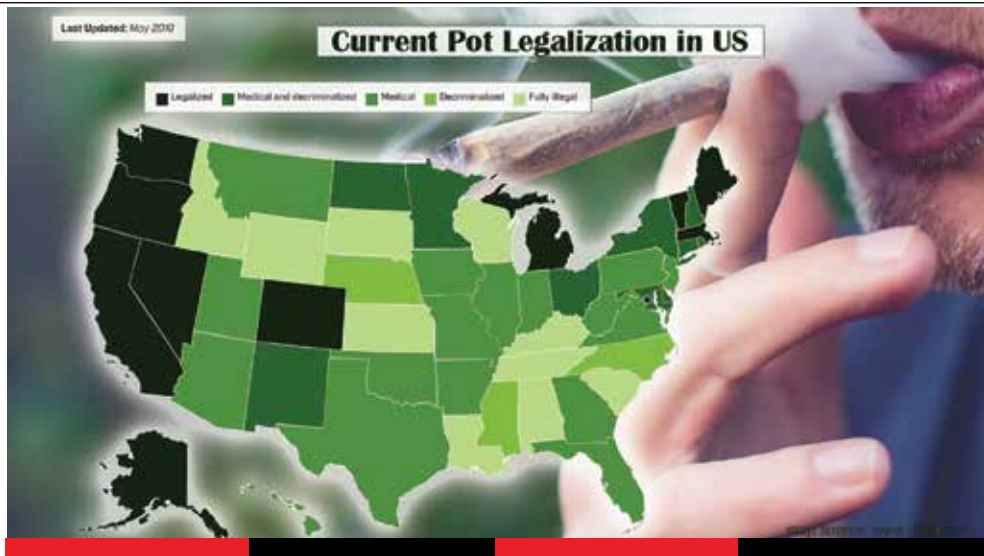
### PATHWAYS

#### WEST NILE & ZIKA MOSQUITO EFFECTIVE REPELLENTS

Download the product guide for our DEET insect repellents, including those effective against West Nile and Zika carrying mosquitoes.



Download Insecticide Repellent Product Guide



## Cleaning Up On Pot Legalization

There are only 12 states where marijuana smoking is completely illegal. In the other 38 states, smoking pot is either fully legalized, approved for medical use and/or decriminalized.

With the proliferation of legal pot smoking, cleaning challenges which extend beyond tough odor control can emerge.

Similar to the challenges of tobacco smoke, marijuana smoke can cause damage with residue getting trapped in fabrics, permeating HVAC systems, and sticking on walls, cabinets, countertops and other surfaces.

Most experts agree the approach to cleaning marijuana smoke should be similar to addressing tobacco smoke damage, starting with the easiest approach first. If the basic approach is not successful, then more involved approaches can be implemented as dictated by the severity of the smoke damage.

If marijuana smoking has been confined to a day or two, such as a hotel room, the cleaning remedy should be pretty basic, yet needs to be thorough.

### Fabrics, Curtains, Upholstery

Cannibus molecules get trapped in fabric fibers and will continue to be a source of odor if not addressed. Using an active bacteria product that will penetrate non-porous surfaces will biologically destroy odors by digesting the odor-causing source.



**2290 BREAKDOWN Active Bacteria Odor Eliminator** – This aerosol is specifically designed for easy application on textiles and fabrics such as carpets, drapes and upholstery to eliminate odors which are organic in nature.

It contains live bacteria which biologically digests odor-causing material and leaves behind a fresh, spring mist fragrance.

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## Cleaning Up On Pot (continued)

### Walls, Cabinets, Countertops, Etc.

Just as tobacco smoke leaves residue on surfaces, so does marijuana smoke. A simple wipe down of surfaces with a cleaner/degreaser should be adequate for short-term exposure to pot smoke.



**2090 RESCUE Foaming Soy/d-Limonene Degreaser** - This foaming aerosol degreaser is a natural soy and d-limonene based formula which dissolves grease, oils and grime. It can be used to remove residue on specific areas such as exhaust fan blades, ceramic tile and finished woods.



**2640 ZIP Citrus Cleaner & Degreaser** - This water-based, concentrated liquid cleaner contains d-limonene to quickly clean walls, floor, vinyl, metal and carpets. It is particularly effective in removing residue similar to that left behind by marijuana such as soot, grease, and oil. Its formulation is organic and biodegradable.



**Water Soluble Concentrated Odor Counteractants** - If additional odor control is needed, our concentrated water-soluble odor counteractants can be diluted and applied directly on surfaces or used in conjunction with hot water carpet extractors. They are available in 3590 Cherry, 3620 Spring Mist, 3720 Summer Island and 3810 Fiesta Mulberry fragrances.



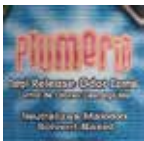
**5910 WONDER Acoustical Ceiling Tile Restorer** - Concerned about marijuana residue stains on acoustical ceiling tile? This solvent-based aerosol restores the appearance of white acoustical ceiling tile and covers a variety of stains and damage caused by water stains and smoke.

### Odor Control

It is common knowledge that marijuana smokers also like to burn incense and other items to mask the odor. Thorough cleaning will help eliminate these residual odors, however using additional air fresheners can provide the extra comfort level which may be required.



**DRY AIR FRESHENERS** - These non-staining, dry spray odor counteractants are specially formulated to counteract the toughest odors including tobacco smoke, vomit or urine. The light formulation travels with air flow and eliminates the odors where they hang. Available in many different fragrances for any facility need.



**TOTAL RELEASE AIR FRESHENERS** - These air fresheners can be used for hand-held manual application or as a room fogger to chemically destroy molecules to eliminate offensive odors. These formulations are specifically developed for eliminating fire and tobacco smoke odors, as well as urine, decay and mildew. Available in nine different fragrances.

### HVAC Systems

The residue from marijuana smoke can cycle through the HVAC the system, if it was running during active smoking. To avoid the contaminants from recirculating, change the air filters and consider cleaning the evaporator/condenser coils and fins.



**5390 SIDEWINDER Evaporator/Condenser Coil & Fin Cleaner** - Clean any residue from air conditioners and central cooling systems with this fast acting, penetrating foam. No rinsing required! Dirt, lint and residue are washed away with condensation, leaving the unit cleaned and deodorized.

## PRODUCT LINE DIVERSITY

Are you selling foodservice items such as breakroom snack items, carry-out containers, cutlery, foil, wraps and/or tableware?

**Diversify your foodservice supply offerings with cleaning and maintenance products specific to restaurant needs.**

Our new **Restaurant Supply Resource Center** provides **guidance to products** that should be added to your product line for your foodservice buyers.

You'll find easy access to download product catalogs specific to both restaurants and concession stands, as

well as guides for Bacteria Drain Cleaners, NSF Registered, and Minimal Risk Pest Control products.

Specific products are organized by categories for Kitchen/Prep Areas, Drain Maintenance, NSF Cleaners and Insecticides.



Read more: <http://www.questspecialty.com/Restaurant-Resource-Center.html>

## VENUE SPOTLIGHT

### Got Volunteer or Seasonal Foodservers? Get These “Easy-Use” Products!

Each week, **millions of volunteers and seasonal foodservers spend time in kitchens, cafes, and concession stands.** They put on aprons and cook hot dogs, pop popcorn, drizzle cheese on nacho chips and serve up hot and cold beverages.

Volunteer foodservers can be found in churches, Little League concession stands, soccer game food booths, and even local speedways as they take advantage of fundraising opportunities. Seasonal employees can be found at concession stands or food kiosks at amusement parks, water parks, beaches, and national parks.

These **foodservers, particularly volunteers, often don't have the advantage of in-depth training.** In these cases, it is helpful to have easy-to-use products that are extremely user-friendly.



#### 20301 NU-VIEW Concession & Food Equipment Cleaner –

This non-toxic, degreasing foam clings to vertical surfaces and removes cooking oils, grease, sugar, starch/protein residues and baked-on carbon. It is great

for all types of concession equipment such as hot dog boilers, popcorn machines, nacho chip warmers and soft servers.



#### 3610 PREDATOR RTU Food Contact Surface Sanitizer –

No rinsing required with this sanitizer for hard, non-porous surfaces. It is ready-to-use, so no special training is required for proper chemical dilution. It

can be used for sanitizing food processing equipment, food utensils, dishes, silverware, countertops, ice machines and display equipment.



#### 40130 FRYER PUCK® Fryer Boil-Out Deep Fryer Cleaner Tablets –

Eliminate the difficulties of cleaning deep fryers with these concentrated tablets. They are low foaming to

reduce boil over, making cleaning fryers easy and efficient. Ideal for French fryers, tortilla chip fryers, donut fryers and deep fryers.



#### 264802 KETTLE TABS™ Popcorn Kettle Boil-Out Cleaner –

During heavy usage times, popcorn kettles should be cleaned every day. These concentrated tablets contain

no chlorinated solvents, toxic fumes or odors. They are pre-portioned to save time and eliminate any measuring or handling of messy powders.

## INDUSTRY TRENDS

### Private Label Preference On The Rise

If the acceptance of private label products in consumer packaging is any indication, the industrial and institutional market is positioned for impressive private labeling numbers.

Recent statistics from Private Label Manufacturers Association (PLMA) and Nielsen show in 2018 the sale of private label products through mass merchants, wholesale clubs, dollar stores and military commissaries **rose almost 10% compared to 2017 numbers.** Costco realizes 15% of its overall wine sales from its private-label products.

Aldi grocery chain, based in Batavia, Ill. and operating in 35 states, **stocks more than 90% of its inventory with its private label brands.** It is now on track to become the nation's third largest grocery retailer in the next three years.

A.C. Nielsen confirms private label products have experienced a “complete reversal in growth trajectory compared to manufacturer branded items” in the last couple years. By the last quarter of 2017 (as compared to 2016), **private label products were posting dollar growth of more than three times the rate of branded products.** Nationally branded products actually fell by 0.5%.

It is expected the dollar share of private label products will surpass 25% over the next ten years. **With these statistics in mind, consider starting or expanding your private label offerings.**

We offer **the industry's lowest minimum order on private label items (some as low as 24 cases).** Additionally, we have an expansive graphics department to create exclusive, eye-catching labeling for your items.

Want to learn more about our private label capabilities? Contact your local QuestSpecialty rep or call us at 800.231.0454.



## LITERATURE

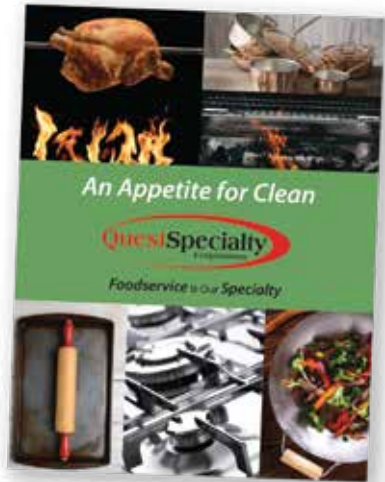
Check out our line of **46 foodservice and restaurant supply products**, both branded and short-run private label, that complete a foodservice and restaurant supply product line.

Our specialty products for restaurant supply includes insecticides, disinfectants, cleaners, degreasers, drain maintenance, ice machine cleaners, air fresheners, lubricants, freezer cleaners, carbon removers and boil-out products.

Included in this line-up are NSF rated and USDA approved products.

### FOODSERVICE Product Guide

<http://www.QuestSpecialty.com/brochures/QS-FoodService-Restaurant-Catalog-817.pdf>



P.O. BOX 624, BRENHAM, TX 77834

## VIDEO

### High Wire Acts ... Relax!

Outdoor workers who work around high voltage electrical components can have security when carrying one of our high dielectric wasp and hornet killers in their belt, truck, or basket.

Watch our newest **video which demonstrates the dielectric protection** of our two popular wasp and hornet killers by immersing an illuminated light bulb in water.

**4390 STOMP Wasp & Hornet Spray** has dielectric strength of 40,100 volts and **4420 DYNAMO Wasp & Hornet Killer's** strength is a bit higher at 47,300 volts.

**Additionally, the video demonstrates the full 20 foot reach of our killer products.** This spray technology provides immediate knock down and is used on both STOMP and DYNAMO. DYNAMO also provides an ongoing residual kill on insects absent during the initial application when they return to the nest.



View video



<https://youtu.be/XPT-7ayv3do>