

QS TIMES

The Latest Industry News



HOUSEKEEPING

2580 SIMPLY LAVULOUS Lavender All-Purpose Cleaner cleans virtually any surface while complying with tough environmental standards. No rinsing required! Use with a mop, trigger sprayer, pressure washer or auto scrubber.



FOODSERVICE

Easily clean and de-ice cold storage and freezer areas with no need to mix, dilute or rinse. **6664 GLACIER CLEAN** Heavy Duty Freezer Cleaner is NSF A5 and is effective to -20°.



INDUSTRIAL

5120 QUIKLEEN II Solvent Cleaner is a USDA authorized parts cleaner which contains no oil and dries fast. It leaves no residue, is non-flammable, non-conductive, and has a dielectric strength of 29,000 volts.



AUTOMOTIVE

Wash winter's slush and dirt from fleet vehicles and trucks with **8520 FLEETMASTER** Heavy-Duty Car and Truck Wash. It is biodegradable and effective, even in hard water.

DON'T FORGET!
OUR INSECTICIDE PROMO IS STILL GOING ON!

Discounts on 21 Different Insecticides

Check it out here ►



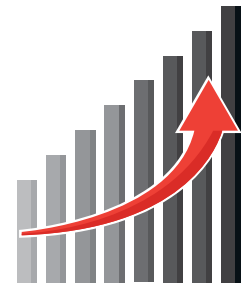
PRIVATE LABEL BRANDING

Amazon does it. Costco does it. Aldi Grocery Chain has built its business model on it. Should you be doing it?

INCREASING ACCEPTANCE OF PRIVATE LABEL

According to Coresight Research, **private-label consumer products increased four-fold in just three years**, from 2.2% in 2015 to 5.8% in 2018.

The COVID-19 pandemic brought opportunities for consumers to try more private label products. **From March, 2020 to July, 2020, Nielsen reported private-brand sales grew an astonishing 29%**, outpacing well-known brands by 5%. Research firm AlixPartners found at least 30% of those who tried new private label products during the pandemic planned to stick with them.



COVID-19 EFFECT
PRIVATE LABEL SALES
3/20 - 7/20

Acceptance of private label is seen in all age categories, however Millennials seem to be leading the way. According to IRI (Information Resources Inc.) the increase in **private label purchases of those born between 1981 and 1996 increased 10% in just one year (2018-2019)**. Additionally, where they shop is influenced by the store brands carried in that store.



Control of Margins

Unlike national brands, with a private label product, you do not have to keep that product priced according to competitors. You have more control over the pricing margins.



Short Run Availability

24 case minimum which enables short run private labeling on just about all of its 400 different aerosol products. Want a customized formulation? We do that too with surprisingly low minimums.



Professional Graphic Design

Our experienced graphic design department can assist in developing a unique look for your private label brand.

COVID-19 REOPEN

KEEPING A CLEAR VIEW

While wearing masks, those who need to wear safety glasses or face shields can experience annoying foggy condensation. This can be dangerous if you are working in a warehouse or with tools that require a clear view. It can be quite frustrating if you are writing down meal orders or filling out forms.

You can try forming a seal of the mask on your nose bridge, but that doesn't always work. Wearers end up spending time readjusting either glasses or the mask, adding to frustration without a remedy.

QuestSpecialty offers two products formulated for cleaning and polishing glass and plexiglas which can be used on safety glasses or face shields.



2130 SHEEN Glass Cleaner is a non-ammoniated formula and contains no abrasives. It eliminates cold weather streaking problems which is common with other glass cleaners.

2620 SHOWTIME Invisible Coating and Bug Shield is formulated to repel water and prevent fogging. It dries quickly and creates an invisible coating. It also repels dust, dirt and smudges.



NEW PRODUCTS!



With stepped-up production of APPLAUSE Gelled Hand Sanitizer, **we now offer it in quart pump bottles!**

6930 APPLAUSE Gelled Hand Sanitizer

4 oz. bottles, 8 oz. pump bottles, Quart pump bottles,
One Gallon bottles (with one pump in each case),
5 gallon pails and 55 gallon drums.



Eliminate unsightly mineral build-up and oil deposits so they don't affect the flavor of your coffee.

Can be used on coffee pots, urns, all K-cup type brewers, espresso machines and tea pots.

3015 GROUNDS KEEPER Coffee Urn & Pot Cleaner

12 x 16 oz. pints per case



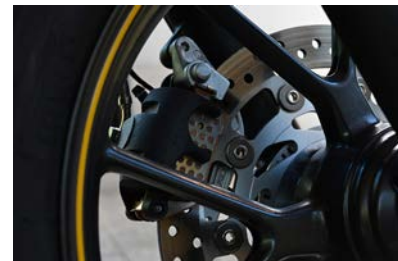
We've Got This Back, **New and Improved!**

MCL Free Formula Removes Wide Range of Paints & Sealers from Metal, Concrete & Wood

Now with 360° Valve!

5570 MISTER BLISTER Paint Remover

12 x 16 oz. aerosol cans per case



Dissolves & Removes Grease, Oil, Brake Fluid And Other Contaminants from Brake Shoes, Drums, Cylinders, Rotors, Disc Brakes & Parts

8110 CLEAN BRAKE Non-Chlorinated Brake Cleaner

12 x 20 oz. aerosol cans per case

MANUFACTURING PLANT MAINTENANCE

FLOOR MAINTENANCE:

Factory floors require regular, proper maintenance to maintain the integrity of the floor coating and assure worker safety. Because of the expanse of production floors, they are typically cleaned with chemicals dispensed from an auto scrubber.

For cleaning light-to-medium duty plant floors, we offer two butyl cleaners that are USDA authorized and provide “better-best” options. First, **2670 POWER SOLV Butyl Cleaner** can be diluted up to 1:20 and cleans grease, grime, oil, mud and food. Our “best” product for floor cleaning is the more concentrated **2660 DYNAMITE Butyl Cleaner** which can be diluted up to 1:40. In facilities where there is heavy-duty forklift use and black tire marks are a problem, rely on **2640 ZIP Citrus Cleaner and Degreaser**. This d-limonene based cleaner is USDA authorized and will remove even the toughest marks while keeping the floor clean with a pleasant citrus fragrance.



SWEATING PIPES:

Facilities with high humidity environments can be plagued with sweating pipes, which are unsightly and can cause a build-up of water in hidden areas, creating a breeding ground for mold and causing water damage over a period of time.

Applying **5880 SURROUND Cold Pipe Insulation Spray** is a convenient, ready-to-use, spray-on pipe insulator which prevents sweating pipes from causing problems by containing the condensation and dripping.

OPERATING EQUIPMENT:

While individual pieces of equipment have their own preventive maintenance manuals that need to be followed, much of the non-specified, general purpose lubrication can be done with simple lubricants and greases.

5340 MR MECHANIC Light-Duty Penetrating Lubricant is a USDA authorized product which provides four-way protection – it displaces moisture, lubricates, penetrates and prevents corrosion of nuts, bolts, corroded parts, machine parts, gears, slides, wire cable, and other turning and sliding parts.

5830 SAFE BET Penetrating Grease is a general purpose, lithium-based spray-on grease which is VOC compliant in all 50 states. Once the grease has set up it will outlast any regular oil or silicone. It is ideal for applying grease in hard-to-reach areas on machinery, conveyors, rollers, open gears, roller chain drives, springs, tools, cable and screw type drives.

Need a solution in food processing plants? In facilities which require cleaners, lubricants and penetrants to be food safe, look to our NSF line of products featuring a total of 23 NSF REGISTERED PRODUCTS or USDA authorized products. Most popular is **5280 PEN EASE Food Grade Penetrating Oil** (NSF H1) which is a four-way penetrant offering excellent lubricity and water displacement. **5270 LINK WISE Food Grade Semi-Synthetic Chain Lube** (NSF H1) is an excellent semi-synthetic chain and cable lube that clings to the chain and will not wick off.



INSECTICIDE AND WEED CONTROL:

Plants which operate with open doors and windows face the challenge of incoming flying insects. Take charge of these pests with automatically dispensed insect control. **4320 ON TIME Metered Insecticide** fits most non-proprietary metered dispensers and provides 24-hour effectiveness on flies, mosquitoes and gnats for up to 30 days. It is USDA authorized for use in all areas of federally inspected meat and poultry plants.

4520 DOOM Weed Killer is an EPA solvent-based weed killer which controls weeds for up to one year. It sprays upside down for easy application and is perfect for use on paver blocks, sidewalks, fence lines, gas pump islands and other areas where weeds emerge.

AIR FRESHENERS

Ready for something new to freshen stale air created by months of lockdown? Check out our Variety Packs showcasing our newest fragrance blends. It's a great way to experience these new scents!



VPMAF0001-12AR **12 oz METERED AIR FRESHENERS**

3432 Fiesta Bumpkin Bash
3652 Fiesta Lei It On Me
3672 Fiesta Cowboy Strut
3692 Fiesta Liv Lav Luv
3860 Fiesta Rain Barrel
3890 Fiesta Limon



VPDAF0001-20AR **20 oz DRY AIR FRESHENERS**

3161 Weekend Getaway
3340 Spring Mist
3390 Vanilla
3431 Bumpkin Bash
3661 Viking Invasion
3671 Cowboy Strut



VPTR00001-06AR **6 oz TOTAL RELEASE AIR FRESHENERS**

3160 Weekend Getaway
3280 Orange
3640 Out Cold
3660 Viking Invasion
3690 Liv Lav Luv
3830 Pear



P.O. Box 624, Brenham, TX 77834

PAVING THE WAY FOR DUST CONTROL

Many cities, towns and municipalities have dust control ordinances that are strictly enforced. In many cases a dust control plan needs to be submitted and approved before any construction project which potentially creates hazardous dust can commence. The potential for inhaling microscopic silica dust (found in many construction materials, soil, sand and landscaping materials) is so dangerous the Occupational Safety and Health Administration (OSHA) requires employers to keep worker exposures at or below a Permissible Exposure Levels.

Large, undeveloped areas around airports, heliports, and operations where large amounts of dust can interfere and/or cause a potentially dangerous situation need to be controlled and maintained on a regular basis.

On a smaller scale, dust can be bothersome on hiking trails, golf course cart paths, dirt parking lots, campsite access roads and other unpaved roads.

6070 PAVE THE WAY Road Hardener and Packing Agent offers a simple, safe and cost-effective answer to control dust in all of these situations. It is a road hardener and stabilizer that helps control erosion and dust and helps to eliminate potholes on unpaved surfaces. With a dilution rate of 1:1000 this product a very inexpensive answer to dust control. Additionally, it is easy to mix, easy to apply and lasts for up to 12 months.

PAVE THE WAY is available in 5 gallon pails and 55 gallon drums.

