

QS TIMES

News from your Specialty Chemical Experts



HOUSEKEEPING

2160 SLEEK Beeswax Furniture Polish cleans away dust, dirt, fingerprints and smudges from all types of wood. It eliminates scratches and blemishes while replacing essential oils. NSF C1.



FOODSERVICE

40130 FRYER PUCK Fryer Boil-Out Deep Fryer Cleaner Tablets deliver remarkable cleaning power for deep fryers. These tablets are low foaming, heavy-duty with high soil, fat, and grease tolerance.



INDUSTRIAL

5000 d-GREAZ Organic Solvent Degreaser contains no chlorinated or fluorinated solvents, making it an ideal product to use in environmentally conscious situations or where highly toxic products are not suitable.



AUTOMOTIVE

Wash winter's slush and dirt from fleet vehicles and trucks with **8520 FLEETMASTER** Heavy-Duty Car and Truck Wash. It removes the grease, grime and soils along with road film. It's biodegradable and works in hard or soft water, hot or cold, warm or cold weather.

CONGRATS TO JOHN HOWARD!



WINNER: Regional Manager of the Year. John's territory covers the eastern central part of the US including IN, KY, MI, OH, Western PA and WV.

[Scan to contact John](#) ▶



NEWEST TREND: SIGNATURE SCENTS



On a recent visit to an upscale residential high rise, the indoor air smelled so fresh and clean, one couldn't help but comment on the uplifting scent. According to the concierge, **it was the building's custom blended "signature scent."**

By using "ambient scenting" or scent marketing, facility owners are hoping to create an emotional connection to their building.

And no wonder. 75% of our emotions are affected by our sense of smell which is due to the anatomy of the brain. The area which processes scents has a direct route to the regions of our brain related to emotion and memory.



Several years ago, the Westin chain was a scent marketing early adopter when it created the **Westin Signature Scent**, named "White Tea," a blend of white tea and vanilla with cedar notes. The chain extended this scent into its lotions and soaps.

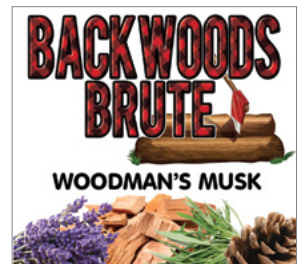


Hyatt Place followed, creating its unique "Seamless" signature scent, a blend of fresh blueberries and light florals on a base of warm vanilla and musk.

Developers in Houston chose a **warm, woody fragrance for its upscale properties** because it is connected to feelings of "luxury and sophistication."

These developers hope the aroma will reinforce those feelings of luxury to residents and prospects entering the building.

A similar "woody" scent is found in our **Backwoods Brute** scent. ▶



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SIGNATURE SCENTS (CON'T)

Our line of QuestSpecialty air fresheners are formulated with today's most popular scents and layered fragrance blends.

ANY OF THESE SCENTS CAN BE YOUR SIGNATURE SCENT!



A combination of fresh strawberries with new leather, similar to warm wood, amber and almond notes.



An intoxicating blend of Hawaiian lei flowers: orchids, plumerias, tuberoses, frangipanis and white ginger.



A delicate, sweet and refreshing fragrance similar to a blend of oranges, fresh coconut and white orchids.



INTERESTED IN PURSUING A CUSTOMIZED SIGNATURE SCENT? WE CAN DO THAT! Our experienced chemists are ready to blend a unique combination that is yours alone. Contact your QuestSpecialty rep to learn more.

SCENT BUNDLING

Is the fragrance in your metered dispensers fighting the scent of your general cleaner?

Wondering if your product selection is working together in fragrance harmony? Check out the "Fragrance Wheel." ►

It works similarly to the color wheels we learned about in grade school. Scents that work together can be determined in three ways:

- Fragrances which are next to each other
- Fragrances which are directly across from each other
- Fragrances which are located in a triangle

Of course, the easiest way to avoid wreaking havoc on the sense of smell is to use products with the same fragrance, such as:



LAVENDER



- 2580 SIMPLY LAVOULOUS Lavender All-Purpose Cleaner
- 3690 LIV LAV LUV Total Release Odor Eliminator (manual/fogger)
- 3692 LIV LAV LUV Metered Air Freshener

PLUMERIA



- 2100 DAZZLE All-Surface Cleaner & Degreaser
- 3820 PLUMERIA Total Release Odor Eliminator (manual /fogger)

CITRUS



- 2840 EARTH SCENTS Citrus Enzyme Treatment
- 2640 ZIP Citrus Cleaner & Degreaser
- 3130 FIESTA ORANGE TWIST Jelled Deodorant
- 3280 ORANGE Total Release (manual/fogger)

MULBERRY



- 2850 EARTH SCENTS BERRY Enzyme Treatment
- 3140 MULBERRY Total Release Odor Eliminator (manual/fogger)
- 3360 MULBERRY Dry Air Freshener
- 3200 SWEET DREAMS Jelled Deodorant

HEADS-UP ON FREIGHT REPACKAGING

Has your delivery been repackaged? If a freight company repackages your pallet, there is an increased chance there may be damaged or missing product.

How can you tell if your pallet has been repackaged? **Compare your pallet delivery to this example.** ▶

QuestSpecialty places an orange "DO NOT STACK" label on the stretch wrapping, along with the bill of lading and number of skids for the order written on the stretch wrapping with black marker.

If your pallet is not presented in this way, it is not in its original configuration and has been repackaged by the freight company.

Do not sign off on it as it may contain damaged or missing product.

Since loading docks are busy places, we understand you don't have time to thoroughly check the pallet and keep other trucks waiting.



Simple solution: Invest in a rubber stamp stating "Conditionally Accepted Upon Count" for signing off on the delivery receipt. This will enable QuestSpecialty to have recourse with the freight company.



◀ [Download Bulletin Board Flyer](#)

POST-WINTER CARPET CARE

Ice-melt residue is not just unsightly ... it also damages carpet fibers.

The small particulates in ice melt and road salt are sharp. With foot traffic, they become embedded and can breakdown the carpet fibers as well as penetrating into the carpet backing.

This residue can also be difficult to remove. Unlike most carpet spills and stains which lean toward the more acidic end of the pH range, ice melt products are just the opposite with a higher alkaline content.

Because of the higher alkaline content, a **more neutral to acidic pH cleaner (less than 7 pH) should be used to address salt stains.**



2980 GREENSCAPES Oxygenated Cleaner & Degreaser is

a cleaner that leans toward the acidic end of the spectrum with a more neutral pH of 5.79 to offset the high alkaline in ice melt and salt.



After removing salt residue from the carpet, consider a more thorough carpet cleaning with an extractor and **7110 EXTRACTO Steam Extraction Fluid.** It leaves no sticky residue which leads to re-soiling and doesn't require a defoamer.



Have a problem with foam in your extractor recovery tank? **7120 NO FOAM Defoaming Solution** quickly kills the foam in the recovery tank created by detergents and prevents additional problems such as damage to the extractor motor and premature machine shut-off.



UNWANTED GUESTS IN HOMELESS/MIGRANT SHELTERS

In addition to established homeless shelters, the influx of undocumented migrants have escalated the need for temporary housing with many municipalities converting hotel rooms into shelters.

Whether it's an overnight shelter or a short-term temporary housing situation, the combination of full capacity with turn-over presents the perfect environment for unwanted guests ... lice, fleas, ticks, bed bugs and viruses.

QuestSpecialty has a trio of Shelter Protection Products to easily address these pests while protecting individuals seeking safe harbor.

LICE, DUST MITES: 4570 CLOBBER Lice, Dust Mite & Bed Bug Multi-Purpose Insect Spray

BED BUGS, FLEAS, TICKS: 4650 LIGHTS OUT Bed Bug Killer

VIRUSES: 3570 ENCORE PLUS One-Step Disinfectant

[Download Shelter Protection Program](#) ▶



P.O. Box 624, Brenham, TX 77834

FOOD FUND-RAISERS

Whether it is a lenten fish fry, Boy Scout pancake breakfast or soccer tournament concession stand, millions of volunteers will soon put on aprons and take advantage of fund-raising opportunities in the kitchen, kiosk, or concession stand.

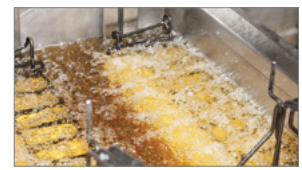
There are fish to fry, hot dogs to cook, popcorn to pop, pancakes to flip ... and lots of clean-up afterwards.

These volunteer food servers don't have the advantage of in-depth training. Therefore, it is helpful to have easy-to-use products in the facility that are extremely user-friendly. We've got those products!

[Download "Cafe, Foodservice & Concessions" Product Guide here](#) ▶



20301 NU-VIEW
Concession & Food
Equipment Cleaner



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



5260 MAIN EVENT Food
Surface Foaming Cleaner/
Degreaser



264802 KETTLE TABS™ Popcorn
Kettle Boil-Out Cleaner