

QS TIMES

News from your Specialty Chemical Experts

Volume VIII | Issue III



HOUSEKEEPING

2110 KLEEN ALL All-Purpose Cleaner is a USDA authorized heavy-duty butyl-based foaming cleaner. Its clinging foam provides extending dwell time on vertical surfaces and makes fast work on grease and oil.



FOODSERVICE

After a busy summer, clean out ice machines to remove lime scale deposits with **6662 SHINY NICKEL Nickel-Safe Ice Machine Cleaner**. Keeps equipment from jamming and improves ice quality.



INDUSTRIAL

Before winter sets in, clean condenser coils with **6601 COBRA Foaming Alkaline Condenser Coil Cleaner**. It is a premium alkaline-based, non-acid formula that is biodegradable and USDA authorized.



AUTOMOTIVE

8520 FLEETMASTER Heavy-Duty Car & Truck Wash removes grease, grime and soils along with road film that conventional automotive cleaners can't touch. Great for tractors at the end of harvest season.

UPCOMING SHOWS



STAFDA - November 5 - 7
San Antonio, TX



PLMA - November 12 - 14
Rosemont, IL

MARINE MAINTENANCE & DETAILING



As the summer comes to an end, boaters get ready to say farewell to their water activities. **Come October, there will be about 17 million registered boats and yachts packing it in for the winter.**

Some boat owners take on the task of winterizing, while others rely on professionals to complete the winterization process.

Although there are states where boating is enjoyed year-round, even those areas can be prone to boat damage if winterizing is not done. According to BoatUS insurance statistics, **the most claims for freeze-related damage are in California and Florida.**

→ **If your area has nighttime lows which dip into the 30s, you should winterize, even if it is a short-lived cold snap.** ←

Most winterizing attention is paid to the engine and battery, however don't overlook the benefits of thoroughly cleaning other areas of the boat: cockpit, cushions, galley, head and interior surfaces.

There are many benefits of storing a boat that is clean both inside and out. First, cleaning before storage will mean less work in the spring.

Second, it can decrease the likelihood of additional damage. Removing wayward food crumbs can prevent a raccoon from smelling them and getting into the boat. Once critters make it into the boat, they can reside there all winter and destroy interior surfaces.

Cleaning and protecting vinyl and leather will protect them from moisture during storage. Removing any mold and mildew stains will eliminate a bigger cleaning job in the spring.

Just in time for winterizing, we have created the Marine Maintenance & Detailing Business Booster with top products to winterize boats, as well as bringing them out of storage in the spring.



Download Marine Business Booster ▶



QUICK FIX FOR WATER STAINS

Got ceiling stain? Then you've got a leak. After this hot summer, many HVAC units have been on overdrive, which can cause HVAC components to leak.

Likewise, water stains can also be the result of pipes which have poor insulation, thus causing pipes to sweat with condensation and dripping onto ceiling tiles causing water stains.

Water stain discoloration is unsightly and imply the building owner does not take proper care of the property.

Painting discolored ceiling tiles might sound like a good idea, but this type of stain will just re-appear with standard paint. **Painting will also ruin the sound absorbing features of the acoustical ceiling tile.**

More importantly, painting ceiling tiles will probably violate local fire codes because the **paint deteriorates the fire retardancy.**

But don't despair! 5910 WONDER Acoustical Ceiling Tile Restorer covers **water stains in addition to smoke and fire damage, graffiti, paint, ballpoint ink, permanent marker and rusting nail heads.** It permanently bonds to the surface without compromising the fire retardant or acoustical sound absorption value.

If you want to **prevent water stain damage due to water condensation on overhead pipes, insulate them with 5880 SURROUND Cold Pipe Insulation Spray.** Just spray it on and let it dry to a hard white coating which can then be painted.



◀ VIDEO: Watch WONDER in action

BUNDLING YOUR ICE MELT PROGRAM

There's a sales story about a hardware salesperson who once helped a customer buy a hammer. On the way to the cash register, the salesperson asked why the customer needed the hammer.

The customer's response: He was building a chicken coop. The salesman responded by asking if he had the right kind of nails, followed by the need for chicken wire, paint, and roofing material.

By the time he was done, the salesperson had expanded the sale from a single hammer to a whole trunkful of supplies.

When ramping up your ice melt program, consider other items to bundle with ice melt sales. What about matting, shovels, wet/dry vacuums, carpet cleaners and specialty chemicals?

A popular item to bundle with ice melt is our 8000 DE-ICE Frost & Ice Remover. It keeps trucks ready to roll by melting ice and frost on the windshields, windows and locks. It is also effective on sidewalks and steps.



OTHER PRODUCTS FOR BUNDLING WITH ICE MELT:



SNOW REMOVAL



2155 BACK DOWN All Season Surface Repellent: Specially formulated wax keeps snow, slush and ice from sticking to snow removal equipment.



BATTERY PROTECTANT



8220 CLINCH Battery Protectant: Prevents rust, corrosion and battery failure for up to 6 months. Use on other metal surfaces for rust prevention.



RUST PREVENTION



5540 DEFENSE EF Metal Parts Protector: Provides long-lasting rust protection to metal parts such as pulleys, cables and rigging.

UNDER THE FRIDAY NIGHT NEON LIGHTS

Those Friday Night neon lights are lighting up the country's 14,247 high school football teams while parent volunteers tackle the concession stands. For booster clubs, concession stand sales are a primary fundraiser.

The good news for those volunteer booster club members is that those items which are the best-selling concession stand items are also the most profitable:

- Popcorn
- Soft Pretzels
- Snow Cones
- Ice Cream
- Nachos
- Roasted Nuts
- Hot Dogs

After each game, proper clean-up will prepare the stand for the next game and keep machines in good operating condition. Having the right specialty concession stand products will make the clean-up easy and thorough. These products are also easy for these "seasonal" workers to use.



Download "Cafes, Foodservice, Concessions Product Guide" ▶



264802 KETTLE TABS



264802 KETTLE TABS Popcorn Kettle Boil-Out Cleaner: For periodic deep cleaning to remove grease and oil build-up. Keeps popcorn tasting great!

20301 NU-VIEW



20301 NU-VIEW Concession & Food Equipment Cleaner: For daily cleaning of popcorn poppers, steamers, hot dog boilers, nacho chip warmers and soft servers.

5260 MAIN EVENT



5260 MAIN EVENT Food Surface Cleaner / Degreaser: Safe for use on food contact surfaces to clean and remove fats, oils, cooking grease and protein residues. NSF rated A1.

2950 PINK DISHWASH



2950 PINK DISHWASH Concentrated Dishwashing Detergent: No harsh alkali to irritate skin as it removes food soils from cooking surfaces, dishes and utensils.

140406 BRITE SHINE



140406 BRITE SHINE Stainless Steel Cleaner-Polish Wipes: Quickly cleans and polishes stainless steel surfaces, leaving behind a protective coating to resist smudges.

3580 FINAL QUAT



3580 FINAL QUAT One-Step, No-Rinse Disinfectant, Sanitizer, Germicide, Deodorant: Use as a no-rinse sanitizer on non-porous food contact surfaces.

BACK TO SCHOOL PEST CONTROL

PRIMARY & SECONDARY: LICE



One in ten children will contract head lice. Lice are primarily spread by direct contact, however they can be spread by contact with hats, coats, carpet or fabric — they can live one to two days on these surfaces.

While clothing can be washed, what about other non-washable items such as carpet, curtains and mattresses? Turn to **4570 CLOBBER Lice, Dust Mite & Bed Bug Multi-Purpose Insect Spray.** It's an EPA registered and won't stain water-safe fabrics.

COLLEGE & UNIVERSITIES: BED BUGS



Colleges are one of the most common places for bed bug infestations. Over 50% of the facilities treated for bed bugs are college campuses.

No wonder, as universities house students from all parts of the world and bed bugs are notorious hitchhikers.

Be proactive with **4650 LIGHTS OUT Bed Bug Killer** as the formulation not only delivers immediate kill, but provides 30-day residual kill for bugs coming into contact with it.

NEW VIDEO: GRAFFITI WIPE DEMONSTRATION

Electrical utility workers, forest preserve maintenance workers, facility maintenance professionals and street and sanitation crew members can play an important role in controlling graffiti.

Statistics show **removing graffiti as quickly as possible helps eliminate its recurrence.**

As workers perform their daily duties, they will come across unsightly graffiti on the surfaces they encounter.

Having a container of 6430 EXPRESS WIPES GRAFFITI REMOVER in their truck means graffiti removal is just a few swipes away.

Watch how quickly these wipes wipe-out graffiti on a number of surfaces including electrical boxes, light poles and trail signs.



VIDEO: Watch Express Wipes Graffiti Remover in action ▶



P.O. Box 624, Brenham, TX 77834

WARRIOR WASP SEASON

Have you noticed wasps getting more aggressive in late summer? In June and July, the wasp drones are solely focused on bringing in food for the larvae and building up the nest. You'll see them constantly going in and out of the nest.

By August and early September, the **drones don't have the responsibility of feeding the colony. They forge out on their own, becoming more aggressive** and more willing to protect their nests.

Aggressive wasps are particularly concerning to outdoor workers. From a safety standpoint, it is essential to have a reliable wasp and hornet killer within easy reach.

4390 STOMP Wasp & Hornet Spray sprays 15 – 20 feet and has a dielectric strength of 40,100 volts. It delivers that rapid knockdown needed during these aggressive wasp months.



VIDEO: Watch Stomp in Action ▶

