



JANITORIAL

2840-2860, 2920 EARTH SCENTS SUPER BUGZ family of scented liquid enzyme formulations produce bacteria that degrade and break down organic waste. Available in citrus, berry, cherry and neutral scents.



FOODSERVICE

30104 HOT SPRAY Oven & Grill Cleaner works on warm surfaces to immediately remove daily burned-on grease from ovens, range tops, pizza ovens, conveyor ovens, steam jacket kettles, grills and deep fryers.



INDUSTRIAL

6020 UP & AWAY Lift Station Degreaser quickly dissolves heavy grease and fat accumulations in lift stations. Removes most sewer odors and gases caused by vertical accumulation of grease, fat, and sewage.



TRANSPORTATION

2620 SHOWTIME Invisible Coating & Bug Shield cleans, shines, and protects automotive leather and vinyl upholstery, chrome surfaces and Plexiglas windshields from dirt, dust, fingerprints, smudges and bug residue.



PATHWAYS

GROUNDS MAINTENANCE PRODUCT HIGHLIGHT

2150 NO MISCHIEF Graffiti Barrier protects surfaces from vandalism, such as park benches, playgrounds, directional signs.



Download Grounds Maintenance Product Guide

New Profit Opportunities



“Pathways to Profits” Foodservice Venues

Don't miss the profit opportunities found in providing specialty chemicals to accounts serving food, coffee, concessions, or snacks. During the warmer summer months, foodservice expands outdoors with greater opportunities to provide specialty products to clean and maintain foodservice equipment such as popcorn poppers, soft ice cream machines, and deep fat fryers.

Food-Serving Venues

Assisted Living Facilities	Amusement Parks	Churches
Conference Centers	County Fair Grounds	Golf Clubs
Long-Term Care Centers	Nursing Homes	Park Districts
Stadium Concessions	Swim Clubs	VFW Halls

Here are a few product highlights of the “Pathways to Profits” Foodservice program:

Clean Fryers = Better Tasting Food

It is a basic fact in foodservice. Fried foods taste better when the deep fryer is clean. **401304 FRYER PUCK Boil-Out Deep Fryer Cleaner** makes the unpleasant task of cleaning the deep fat fryer fast, simple, and easy. Just drain the fryer, fill with water, add FRYER PUCK and boil.

The low foaming tablets eliminate concerns about boil-over and have a high soil, fat and grease tolerance.



before FRYER PUCK

after FRYER PUCK

FRYER PUCK can be used on gas fryers, French fryers, fish fryers, donut fryers, and more!

(continued on page 2)

Killing Insecticide Resistant Bed Bugs: The Difference Between Neurotransmitter Chemicals & Mechanical Killing Agents

A study conducted by entomologists at Ohio State University found bed bugs are becoming resistant to the specific pesticides formulated to eliminate them. They found bed bugs may have boosted their natural defenses by generating higher levels of enzymes that can cleanse themselves of common pyrethroid-based pesticides.

This is not the first study to conclude bed bugs are increasing their resistance to pesticides and neurotransmitter chemicals. Numerous other studies have come to the same conclusion.

With these developments in mind, it is important to understand the difference between neurotransmitter chemicals and mechanical killing agents when it comes to combatting bed bugs.

Most common pesticides rely on using neurotransmitter chemicals such as pyrethrin and pyrethroids to kill bed bugs. They work by attacking the bug's nervous system via entry through the shell. Studies have discovered bed bugs have evolved three improved biochemical defenses against these common pesticide ingredients, thus blocking the pesticide from entering their bodies and attacking their nervous systems.

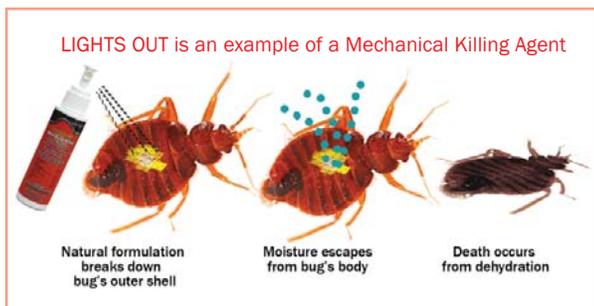
Products considered **Mechanical Killing Agents** have proven to **circumvent this pesticide resistance**.

Unlike pesticides that rely on full penetration of the shell to access the bug's nervous system, a Mechanical Killing Agent works by breaking down the outer waxy layer. This causes a fatal rupture of the exoskeleton and leads to death by dehydration.



4650 LIGHTS OUT Bed Bug Killer is a **Mechanical Killing Agent** with **third party certification assuring its effectiveness on bed bugs**. Additionally, it provides residual kill for up to 30 days.

Residual kill is particularly important with bed bugs, as females lay five eggs a day throughout their adult lives, which can be between 6 and 12 months. Furthermore, it is estimated that 60% of bed bugs are not seen during inspection and initial spraying, as they hide in crevices, cracks and dark spaces.



Want more information? Download our free white paper on "Killing Bed Bugs With Insecticide Resistance: The Difference between Neurotransmitter Chemicals and Mechanical Killing Agents."



Foodservice Venues (from page 1)

Keeping Popcorn Poppers Clean

2031 NU-VIEW Concession and Food Equipment Cleaner (NSF A1) is a "must-have" for concessions as its degreasing foam quickly removes cooking oils, grease, sugar, starch, protein residues and carbon.

It's the perfect cleaner for popcorn poppers, coffee bean grinders, sneeze guards, hot dog machines and soft servers. Plus, it is safe for use on a number of surfaces including stainless steel, aluminum, Plexiglas, Formica, and acrylics.

Popcorn kettles should be cleaned regularly with **264802 KETTLE TABS Popcorn Kettle Boil-Out Cleaner**. These heavy-duty, low foaming tablets quickly clean carbon build-up on kettles without using chlorinated solvents, toxic fumes, odors, messy powders or needing to measure.



Revive Carbon-Encrusted Cookware

106190 CARBON-OFF!® Heavy-Duty Carbon Remover renews cookware that has developed carbon build-up. It is available in aerosol packaging for easy spray-on application or in a gel for application with a brush. Rinse it off under cold water with a brush or scrubbing pad.



CARBON-OFF! is safe for use on aluminum and ideal for renewing waffle bakers, Chinese woks, popcorn kettles, stove parts, pots and pans, rotisseries, barbecue grills and roasting pans. It can be used on metal surfaces, brass, stainless steel and glass.



Download our Pathways Foodservice Venue Product Guide

FOODSERVICE SPOTLIGHT

Ice Machine Safety for Summer Months

Poor ice machine maintenance can lead to illness. Outbreaks of gastrointestinal illness, including noroviruses, have been traced to contaminated ice.

Since the U.S. Food and Drug Administration Food Code defines ice as food, it is held to the same handling and cleanliness standards as everything else in retail food.

The law states ice machines must be cleaned “at a frequency specified by the manufacturer.” In most cases, this is between two to four times per year, or “at a frequency necessary to preclude accumulation of soil or mold.”

Additionally, ice contact surfaces must be sanitized after each cleaning. Failure to do so, and if a customer becomes ill, the fines can be as much as \$100,000.

Don't make the mistake of thinking just changing the water filter will keep the ice machine clean and sanitized. It takes a two-step process to properly clean and sanitize an ice maker.

The first step is to cycle the cleaner through the machine. Turn off the ice machine and drain the water reservoir. Refill with fresh water, adding the appropriate amount of **6660 CLEAN ICE Ice Machine Cleaner**. Start the water circulating pumps, run 15-20 minutes and drain the system. If your machine has nickel plated or galvanized surfaces, use **6662 SHINY NICKEL Lime & Scale Remover**.

Second, refill the system with a solution of 1 oz. of EPA-registered **3580 FINAL QUAT No-Rinse Sanitizer** per 1.5 gallons of clean water. Flush the system thoroughly and allow the equipment to air dry. When you return machine to service make sure to discard the first batch of ice.

It is a good practice to clean and sanitize ice machines before the summer rush begins and plan to clean them again in early fall.



SEASONAL TIP

Outdoor Worker Preparedness

As outdoor workers shed protective winter gear with the spring warm-up, they face certain hazards during the course of their work until colder temperatures return.

This year in addition to West Nile virus, bee stings, and fire ant swarms, there is the threat of the Zika virus. The Centers for Disease Control (CDC) notes Zika-carrying mosquitoes bite during the daytime, so outdoor service technicians should always have a good supply of repellent on hand. Our aerosol repellents have just been approved by the EPA for effectiveness against Zika-carrying mosquitoes.

Whether a utility linesman, cable installer, roofer, painter, or HVAC technician, any worker whose job requires outdoor work should be prepared with proper specialty chemicals to ensure their safety.

We recommend each service vehicle be equipped with protective products such as:

4350 BUG BAN Insect Repellent contains 14.25% DEET. It is effective against mosquitoes, chiggers, ticks, and biting flies.

4580 BUG BAN PLUS Personal Insect Repellent contains 22.56% DEET plus two additional repellents for exceptional repelling action.

6570 BEAT-IT EXPRESS Wipes contain 25% DEET and protect for up to four hours against mosquitoes, black flies, fleas, ticks, chiggers, and sand flies.

4260 STORMTROOPER Fire Ant Killer is an EPA registered water-based aerosol with dense expanding foam to dispense throughout the mound, lengthen contact time, and block escape routes.

4420 DYNAMO Wasp & Hornet Spray delivers a high dielectric strength of 47,300 volts with a power jet spray up to 20 feet. It kills on contact and provides residual kill to insects returning to the nest. It is effective against hornets, wasps, yellow jackets and bees.



Outdoor workers benefitting from these safety products:

Cable Technicians	Construction Workers
Horse Stable Workers	Landscapers
Lifeguards	Lawn Mowing Services
Outdoor Painters	Roofers
Siding Installers	Stadium Maintenance
Utility Technicians	

POST-WINTER

Surface Restoration & Protection

Metal surfaces that may be overlooked in post-winter clean-up can succumb to rust and deterioration if not treated. These areas, such as door frames, dock doors, and garage doors tend to accumulate ice melt residue but are not typically on the clean-up checklist.

Likewise, ice melt also takes its toll on outdoor furniture, metal junction boxes, playground equipment, electrical control boxes, and other similar metal equipment.

Check out these specialty items for post-winter outdoor clean-up of metal surfaces:

6410 RESTORE Rust Converter & Protective Coating stops further erosion of metal surfaces. It converts rust into a black organic complex as a clear acrylic coating is formed to protect the surface from further damage. This coating is durable, can be painted over, and will last for years.

5960 REVIVE Rust Converter Spray

is a convenient way to treat rusted surfaces. It eliminates the need for brushing, sandblasting or scraping before painting rusted

surfaces. REVIVE combines a unique fast-drying carrier with special rust converting agents and a strong polymeric coating.



5540 DEFENSE EF Metal Parts Protector coats metal parts to provide long-lasting outdoor protection against rust and corrosion. It sets up to a hard flexible coating in two hours that can be welded or painted.



P.O. BOX 624, BRENHAM, TX 77834

PRIVATE LABEL

Annual Survey Shows Private Label Advantages

Industrial Distribution's recent 68th Annual Survey of Distributor Operations showed **54% of distributor respondents considered price competition their biggest business concern.** This was followed by **37% stating they had concerns about competition.**

Not only do distributors have competition from other distributors, but now large e-commerce distributors have come on the scene along with big box retailers.

One of the most effective ways to differentiate your business is to sell your own branded products. This enables you to sell something no one else can with your name on it. It reduces the opportunity for customers to price shop and ensures re-orders come back to you.

Private labeling is also continual advertising, as your name is in front of your customer every time the product is used.

QuestSpecialty provides one of the most extensive private labeling programs in the industry with reasonable minimum orders!

