



### JANITORIAL

**2150 NO MISCHIEF Graffiti Barrier** forms a protective wax barrier which resists graffiti and other stains when applied to hard, non-porous surfaces. Works great on metal, vinyl, formica, enamel, and linoleum.



### FOODSERVICE

**6664 GLACIER CLEAN Heavy Duty Freezer Cleaner** cleans and de-ices cold storage and freezer areas without the need to defrost. Use with autoscrubbers or manual cleaning equipment. NSF A5.



### INDUSTRIAL

**5250 LEFT HOOK Electronic Cleaner** is a high purity, high dielectric, rapidly evaporating, non-flammable spray for removing oil, grease, condensation and contaminants from sophisticated electronic parts. Use on circuit boards, terminals, switches, and more.



### TRANSPORTATION

**8220 CLINCH Battery Protectant** provides long-term protection for preventing rust, corrosion and battery failure. Apply to battery terminals, cable ends, wires, bolts, brackets, clamps and other metal components. Effective up to 6 months.



### GROUNDS MAINTENANCE

**6040 DEFLECT All Season Surface Repellent** is a specially formulated liquid wax which keeps snow, slush and ice from sticking to snow removal equipment.

FDA REGULATED, NON-TOXIC FOR BODY



EPA 25(b) EXEMPT, NON-TOXIC FOR SURFACES

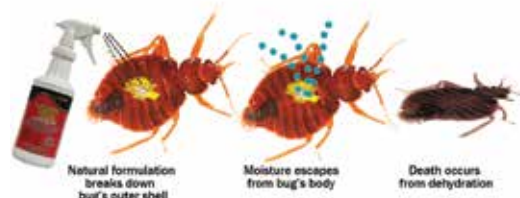
## New Minimal Risk Pest Control Product Line

We've introduced several Minimal Risk Pest Control products which put the elimination of pests such as bed bugs, lice, fleas, ants, and cockroaches into the hands of facility maintenance managers. It saves the expense of hiring exterminators, waiting for treatments to work, or losing the use of a room while extermination takes place.

### How They Work

These products, which do not rely on neurotransmitter chemicals, can be used as needed without the concern for certifications, special training, or mandatory notifications.

More importantly, they address the concern of how to eliminate these pests as they become resistant to neurotransmitter chemicals. Instead of using neurotransmitter chemicals, which cause death by attacking the insect's nervous system, these products cause mortality by breaking down the insect's exoskeleton, thus causing death by dehydration.



The precisely manufactured formulations are comprised of ingredients which qualify for the 25(b) exemption in the EPA Pesticide Regulations or considered G.R.A.S (Generally Regarded as Safe). They are non-toxic to mammals and won't harm the environment.

### 98% of Lice Resistant to Chemicals

In a study published in *Journal of Medical Entomology*, 98% of the head lice in 42 states are now resistant to products using neurotransmitter chemicals.

To combat this resistance, QuestSpecialty Corporation introduces two new lice treatment products which use this non-neurotransmitter chemical technology and have independent lab testing proving their efficacy.











**6890 DEEP SIX Lice Treatment Spray**, which is FDA regulated, eliminates adult lice, nymphs, and eggs on the body. It comes with a nit comb and is odorless when dry.

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# FLU SEASON

## Avoiding the Germs

During flu season most of us go out of our way to avoid touching the desks or keyboards of sick co-workers or having contact with surfaces we assume harbor high level of germs, such as public restroom toilet seats. However, think twice about some of those surfaces you might think are safe. Studies have shown germs lingering on surfaces which are not normally considered hazardous. Here's just a few areas where high CFUs per square inch have been found (a CFU is a colony-forming unit which indicates the number of viable bacteria cells).

Element	Germs (CFU/sq. inch)	Element	Germs (CFU/sq. inch)
 Fitness club treadmill	1,333,432 CFU	 Copier start button	1,200,013 CFU
 Water fountain in classroom	2,700,000 CFU	 Hotel remote	2,002,300 CFU
 Collegiate women's bathroom doorknob	1,500,000 CFU	 Electronic badge	4,620,000 CFU
 Refrigerator door at traditional grocery store	326,695 CFU	 Toilet seat	3,200 CFU

## Importance of Proper Surface Cleaning

The importance of proper cleaning and disinfecting during cold and flu season is illustrated in the **amount of time germs can survive on environmental surfaces.**

Bacteria and viruses remain active for varying amounts of time on hard surfaces. Various factors can impact the length of time germs can survive, such as the amount of microbes deposited, the temperature, and the humidity.

Germs can also survive on fabrics. As an example, it has been found that *Staphylococcus aureus* (MRSA) and vancomycin-resistant enterococci (VRE) can survive for at least one day on five different common hospital materials: cotton clothing, terry-cloth towels, cotton/polyester scrub lab coats, and polyester privacy curtains. In cases with more hospitable environmental factors, they have survived for more than 90 days.

Therefore, **any cleaning program during the cold and flu season should include steps to address germs on both porous and non-porous surfaces.**

**3080 PHENOMENAL CITRUS Total Release Hospital Disinfectant-Deodorant-Fogger** is ideal for sanitizing fabric as well as leather, shoes, mats and equipment. The fogging action reaches into textile fibers, sports equipment, and closed lockers where aerosols or liquids cannot easily reach.

For general cleaning, quaternary germicides provide a wide spectrum of germ kill ability, are easy to use, and are safe on most surfaces.

**2170 GERM AWAY Foaming Germicidal Cleaner** provides the benefits of a quaternary germicide, is EPA registered and USDA authorized. It kills a wide range of germs while cleaning away dirt, grease, soap scum, and oil. The clinging foams stays where it is sprayed, so it is particularly useful on vertical surfaces.

For disinfecting convenience, use **6441 EXPRESS WIPES GERM AWAY**, packaged in containers of 50 premoistened towels.



Bacteria / Virus	Lives on Surfaces Up To
C Difficile	5 months
Cold Virus	7 days
Ebola	3 hours
Escherichia coli (E coli)	24 hours
Hepatitis A	1 month
Hepatitis B	7 days
HIV	3 hours
Influenza (Flu) virus	48 hours
MRSA	Weeks to several months
Norovirus	2 weeks
Rotavirus	10 days
Salmonella	4 hours
Staphylococcus aureus (MRSA)	Several week to months



Download the  
Cold & Flu Survival Kit flyer

## VENUE SPOTLIGHT

### Time to Hit the Slopes!

There are approximately 450 ski lodges and resorts in the country looking forward to about 60 million skier visits this year. Using specialty chemicals throughout these venues will help facilitate the maintenance of ski rentals, kitchens, dining rooms, guest rooms, and the grounds.

#### DINING AREAS:

**10619 CARBON-OFF® Heavy-Duty Carbon Remover** quickly dissolves carbon build-up from metal surfaces.

**3610 PREDATOR RTU Food Contact Surface Sanitizer** is a multi-purpose, no-rinse sanitizer for use in food contact applications.

**2031 NU-VIEW Concession & Food Equipment Cleaner** is ideal for cleaning the greasy interior windows of popcorn poppers. It is also great for hot dog boilers, steamers, nacho chip warmers and soft servers. NSF A1.

#### GUEST ROOMS:

**3080 PHENOMENAL CITRUS Hospital Disinfectant Deodorant** is ideal for disinfecting and sanitizing rooms between guest occupancy during flu season. Use it directly on hard surfaces for disinfection, on fabrics for sanitizing, and/or as a fogger to supplement normal cleaning and disinfection procedures.

**3450 FRESH N CLEAN Total Release Odor Control** neutralizes the worst malodors with a two-way valve for manual spraying or fogging. It is a dry spray with no wet fallout.

#### SKI RENTAL:

**3080 PHENOMENAL CITRUS Hospital Disinfectant Deodorant** can be used directly on surfaces for disinfection or as a fogger to supplement normal cleaning and disinfection procedures. Sanitizes fabric and leather; ideal for rental ski boots.

**2155 BACKDOWN All Purpose Surface Repellent** is a specially formulated wax which keeps snow, slush and ice from sticking to ski equipment.

#### GROUNDS:

**6010 LIQUEFIRE Anti-Icing Agent** is an environmentally responsible solution to prevent the bonding of snow and ice to surfaces. Ideal for metal walkways/stairs and where granular ice melt cannot be used.

**5970 CHILL OUT Freezing Penetrating Lubricant** combines rapid freezing and a penetrating lubricant to loosen bound parts which have been "frozen" by corrosion. Protects against renewed corrosion.

## FEATURED PRODUCT

Need degreasing power but don't want petroleum distillates? Check out our **5050 A.F.D. Citrus-Based Water Soluble Degreaser**.

It packs the power that you need for heavy-duty degreasing jobs like cleaning motors, de-tarring vehicles, removing printer's ink and cleaning fuel oil deposits from metal surfaces while complying with the most stringent VOC regulations. Additionally, it is well below the Safe Harbor levels as identified in CA Prop 65.



## Minimal Risk Pest Control Products (from page 1)

According to the CDC, **adult head lice can survive up to 24 hours without their human host and eggs can survive up to a week**, so one can be infected by lying on a bed, couch, pillow, or carpet that has been in contact with an infected person.

For complete protection in a facility, use **4680 PROWLER Lice Killer which kills lice on environmental surfaces**. It is ideal for treating inanimate environmental surfaces such as pillows, furniture, clothing, lockers, coat racks, and other surfaces.

#### Bed Bug Control

**4650 LIGHTS OUT Bed Bug Killer** revolutionizes the treatment of bed bug infestation with an advanced formulation using soybean oil and cinnamon as active ingredients.

It **kills bed bugs within minutes and provides a 30-day residual kill** to prevent re-infestation. It also **has third party, independent lab testing proving its effectiveness**.

#### Ants, Fleas, Cockroaches & Beetles

**LIGHTS OUT** has proven **effectiveness on killing other hard-shelled insects including ants, fleas, cockroaches, millipedes, and cockroaches**.

It is an ideal solution to use around older adults, children, and individuals with sensitivities or compromised immune systems in hospitals, long term care centers, and medical care facilities.

Also in our Minimal Risk Pest Control product line is **4670 ADIOS Drain Fly Repellent**, a thick gel which clings to pipes and drains to rid them of drain fly infestations.

Download Minimal Risk Pest Control Brochure





## VIDEO

### REMOVING RUST, CALCIUM & LIME DEPOSITS

To illustrate the power of **3010 TACKLE Rust, Calcium and Lime Deposit Remover**, this video shows how quickly the product dissolves a calcium-laden sea shell.

Imagine how it will work on eliminating rust, calcium, and lime deposits from a multitude of surfaces such as glass, stucco, fiberglass, stainless steel, brick, coffeemakers, shower walls, fabric and carpet.

TACKLE can be used in bathrooms, kitchens, schools, restaurants, industrial facilities, public venues, public water parks, playgrounds, and more.

TACKLE is three times the strength of the popular calcium lime and rust remover advertised on TV! See for yourself its powerful action.



[Watch video](#)



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## INDUSTRY INFO

### Distributors: Top Reasons for Customer Business

Why do customers do business with you?

In *Industrial Distribution's 70th Annual Survey of Distributor Operations* respondents overwhelmingly noted **customer relationships as the primary reason for their customer base**. Is it any surprise? People do business with people they know, like and trust. Coming in second was product availability with technical support following in third place.

Other reasons noted by respondents were delivery time (62%), price (51%), 24/7 support (28%), vendor managed inventory (31%) and engineering capabilities (31%).

85%

Relationships

74%

Product Availability

68%

Tech Support