



## 2024 PRODUCT GUIDE







## **A Letter from the CEO**

Over the last 125+ years, Pharmacal has offered products that make consumers healthier, happier, and more confident. We take pride in our core values that represent authenticity, accountability, being consumer centric and to offer best in class Health and Wellness solutions.

Here at Pharmacal, we strive for growth through innovation. We have strategically mapped out our growth plan and product road map, focusing on long term sustainable products within the marketplace. We have gained efficiencies through supply chain initiatives and leveraging long term agreements with key suppliers to reduce lead times, allowing us to put an emphasis on material availability and replenishment to our consumers.

Product innovation has been a core focus for our entire organization, keeping our consumers wants and needs top of mind. Our pipeline is filled with years of optimization on hero products, and new health and wellness solutions for our community. We have had substantial growth over the last few years even through a rapidly changing environment, with an eager growth strategy in the years ahead. Our brands continue to be top rated by our customers, whose loyalty deepens with each new product line extension.

Inspired by the past and energized by the future, our employees continue to have a positive impact on our consumer's lives. We recently announced our partnership with a local nonprofit in which our culture of employees has donated time and resources to individuals impacted by domestic violence in our local community. Through continued devotion of making our community healthier, happier, and more confident, our core values will continue to be passed down for generations to come.

We look forward to another year of working with customers that have turned into family over the years, while building new relationships through our large network.

Regards,  
Heath Ashenfelter  
CEO



## **NEW** Product Rollouts!

**We are constantly innovating and introducing new products to enhance your quality of life.**

**Below are recent product launches for spring 2023 into 2024.**

**Coming Spring 2023**



**Coming Fall 2023**



**Coming Spring 2024**





# *The* **OUTSIDE IS CALLING**



Sporting events, yard work, cookouts, recreation, there's always something that brings you outside, and that's a good thing. Coleman® makes sure you're protected from biting insects so you can fully enjoy your time outside. Welcome back to the great outdoors.







## Ultimate Protection

Coleman® offers four DEET personal repellent options. Up to 10 hour protection and powder dry, continuous spray formulas. DEET is 1 of only 6 active ingredients recommended by the CDC for protection from mosquitoes that may carry diseases such as Zika, Dengue and Chikungunya.

## DEET Alternatives

Coleman® offers two DEET alternatives, SkinSmart® and Botanicals. SkinSmart® is formulated with IR3535®, an extensively studied bio-pesticide with demonstrated efficacy against mosquitoes and ticks. Botanicals, formulated with Oil of Lemon Eucalyptus, is pleasantly scented and offered in a continuous spray or pump spray. Both of these active ingredients are EPA registered and CDC recommended. IR3535® and oil of lemon eucalyptus are 2 of only 6 active ingredients recommended by the CDC for protection from mosquitoes that may carry diseases such as Zika, Dengue and Chikungunya.

8 HR



2 WEEKS  
PERMETHRIN



10 HR  
100% DEET\*



8 HR  
40% DEET



8 HR  
25% DEET



8 HR  
25% DEET



8 HR  
LEMON  
EUCALYPTUS\*



8 HR  
IR3535



## AREA REPELLENTS

## PERSONAL REPELLENTS

\*Also available in 4 oz pump bottles.



## DEET ALTERNATIVE

### Skin Smart® Insect Repellent | IR3535®\*

- Provides up to 8 hour protection for the entire family
- Featuring IR3535® - a CDC recommended DEET alternative, active ingredient
- Complete protection against mosquitoes and ticks
- Odorless, fast-drying formula with DryFeel Technology for non-greasy coverage
- Repels mosquitoes that may carry Zika, Dengue Fever, Yellow Fever, West Nile Virus, and Chikungunya\*
- Features locking twist cap

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7476	3 68093 00747 5	6	6.375 x 4.5 x 8	6 oz

\*IR3535® is one of only four active ingredients recommended by the CDC to protect from mosquitoes that may carry Zika virus. [www.cdc.gov/zika/](http://www.cdc.gov/zika/)



## DEET ALTERNATIVE

### Botanicals Insect Repellent | OIL OF LEMON EUCALYPTUS\*

- Provides up to 6 hour protection
- CDC recommended active ingredient
- DEET alternative
- Non-greasy, pleasant fragrance
- Pump spray

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT UNIT
7732	3 68093 07732 4	6	4.5 x 4.125 x 6.625	4 oz

\*Oil of Lemon Eucalyptus is one of only four active ingredients recommended by the CDC to protect from mosquitoes that may carry Zika virus. [www.cdc.gov/zika/](http://www.cdc.gov/zika/)



## DEET ALTERNATIVE

### Botanicals Insect Repellent | OIL OF LEMON EUCALYPTUS\*

- Provides up to 6 hour protection
- CDC recommended active ingredient
- DEET alternative
- Non-greasy, pleasant fragrance
- Continuous spray - sprays in any direction

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7734	3 68093 07734 8	6	5.55 x 3.75 x 7.125	4 oz

\*Oil of Lemon Eucalyptus is one of only four active ingredients recommended by the CDC to protect from mosquitoes that may carry Zika virus. [www.cdc.gov/zika/](http://www.cdc.gov/zika/)







## ULTIMATE PROTECTION

### 100 MAX Continuous Spray Insect Repellent | 98% DEET\*

- Longest lasting protection available – up to 10 hours
- Repels mosquitoes, biting flies, gnats, chiggers, ticks, and fleas
- Continuous spray – sprays in any direction

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7494	3 68093 07494 1	6	5.5 x 3.75 x 7.125	4 oz
7434	3 68093 07434 7	6	6.125 x 4.125 x 6	4 oz



## ULTIMATE PROTECTION

### Sportsmen Insect Repellent | 40% DEET\*

- Provides 8+ hours of protection
- Repels mosquitoes that may carry Zika, Dengue Fever, Yellow Fever, West Nile Virus, and Chikungunya\*
- Also repels gnats, chiggers, ticks, black flies, and fleas
- Long-lasting, unscented, and resists perspiration
- Features locking twist cap

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7356	3 68093 00735 2	6	6.5 x 4.5 x 8.5	6 oz
7352 TWIN PK	3 68093 07352 4	6	8.75 x 6.75 x 8.5	6 oz

## ULTIMATE PROTECTION

### High & Dry Insect Repellent | 25% DEET\*

- Up to 8 hours of protection
- Repels mosquitoes that may carry Zika and West Nile Virus
- Also repels ticks that may carry Lyme Disease
- Powder dry formula for non-greasy coverage
- Long-lasting, unscented protection
- Features locking twist cap

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7514	3 68093 07514 6	6	5.5 x 3.75 x 7.5	4 oz
75142 TWIN PK	3 68093 75142 2	6	7.5 x 5.75 x 7.5	4 oz



## ULTIMATE PROTECTION

### Tick Protection High & Dry Insect Repellent | 25% DEET\*

- Up to 8 hours of protection
- Unscented, powder dry formula for non-greasy coverage
- Repels ticks that may carry Lyme Disease
- Also repels mosquitoes that may carry Zika and West Nile Virus
- Features locking twist cap

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7517	3 68093 07517 7	6	5.5 x 3.75 x 7.5	4 oz



\*DEET is one of only four active ingredients recommended by the CDC to protect from mosquitoes that may carry Zika virus. [www.cdc.gov/zika/](http://www.cdc.gov/zika/)



## AREA REPELLENT

### Outdoor Yard & Camp Fogger | TETRAMETHRIN | PHENOTHHRIN

- 8 hour control against mosquitoes
- Kills mosquitoes that may carry West Nile Virus
- Excellent for backyards, campsites, picnic areas, and patios

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7707	3 68093 07707 2	6	8.25 x 5.5 x 10	16 oz



## AREA REPELLENT

### Gear & Clothing Insect Repellent | PERMETHRIN

- Lasts up to 2 weeks through several washes
- For treatment of shoes, clothing, nets, gear, and tents (not to be applied to skin)
- Repels and kills mosquitoes, ticks, and mites
- Odorless when dry
- Features locking twist cap

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
752	3 68093 00752 9	12	8.75 x 6.75 x 8.675	6 oz

## OUTDOOR ACCESSORIES

### Citronella Scented Lantern

- Burns up to 70+ hours
- Provides ambiance and keeps nights peaceful
- Excellent for backyards, campsites, and picnic areas
- Modeled after the iconic Coleman® North star lantern
- Reusable cap for protection from rain and debris

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
77084	3 68093 07708 9	4	10.25 x 9.375 x 7.375	6.7 oz







## OUTDOOR ACCESSORIES

### Citronella Scented LED Color-Changing Candle

- Color changing LED activates only when lit
- Candle burns up to 25+ hours
- 30+ hours LED battery life
- Lantern shaped and Coleman logo embossed glass

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7709	3 68093 07709 6	4	8.125 x 8.125 x 4.675	8 oz

## OUTDOOR ACCESSORIES

### Citronella Scented Tin Candle

- Pine | S'mores | Campfire scent
- Wood wick that crackles while burning
- Burns up to 25 hours
- Nostalgic embossed tin
- 100% recyclable tin



SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT EA
7713 S'mores	3 68093 07713 3	6	10 x 3.75 x 4.25	6 oz
7714 Pine	3 68093 07714 0	6	10 x 3.75 x 4.25	6 oz
7715 Campfire	3 68093 07715 7	6	10 x 3.75 x 4.25	6 oz
7716 Variety 3PK	3 68093 07716 4	4	10 x 7 x 5	1.12 lb



## CAMPING ACCESSORIES

### Retro Logging Tin Mug Citronella Scented Candle

- Pine | S'mores | Campfire scent
- Nostalgic Coleman tin mug citronella candle
- Burns up to 50 hours
- 100% recyclable tin



SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT EA
77221 S'mores	3 68093 77221 2	6	12 X 4.5 X 6.5	10.2 oz
77222 Pine	3 68093 77222 9	6	12 X 4.5 X 6.5	10.2 oz
77223 Campfire	3 68093 77223 6	6	12 X 4.5 X 6.5	10.2 oz
7722 Variety 3PK	3 68093 07722 5	4	11.5 X 8.25 X 7.25	1.9 lb

## OUTDOOR ACCESSORIES

### Biodegradable Camp Soap Sheets

- For dishes and hands
- 50 sheets
- Just add water



SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
26820	3 68093 26820 3	20	TBD	50 Shts





## OUTDOOR AMBIANCE **NEW!**

### Tin with cover | Single Wick Citronella Scented Candle 11 OZ

- Burns up to 25+ hours
- Pleasant citronella scent
- Attractive brushed aluminum container with cover
- 100% recyclable tin bucket

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7737 GREEN	3 68093 07737 9	6	13.3 x 8.9 x 4.1	11 oz
7738 BLACK	3 68093 07738 6	6	13.3 x 8.9 x 4.1	11 oz
7739 WHITE	3 68093 07739 3	6	13.3 x 8.9 x 4.1	11 oz



## OUTDOOR AMBIANCE **NEW!**

### Stone-look | Single Wick Citronella Scented Candle 11 OZ

- Burns up to 25+ hours
- Pleasant citronella scent
- Attractive stone-look container

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7729	3 68093 07729 4	6	15.5 x 10.5 x 3.6	11 oz



## OUTDOOR AMBIANCE **NEW!**

### Black Tin Bucket | Triple Wick Citronella Scented Candle 20 OZ

- Burns up to 35+ hours
- Pleasant citronella scent
- 100% recyclable tin bucket
- Triple wick for even burn

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7730	3 68093 07730 0	6	18.6 x 12.4 x 3.9	20 oz



## OUTDOOR AMBIANCE **NEW!**

### NATURAL Citronella Scented Incense Sticks

- Each burns up to 1.5 hours
- 100% Biodegradable
- Made of citronella and other essential oils
- Creates 100 sq. ft. fragrance zone
- 14 Incense sticks per box
- Incense holder not included

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7718	3 68093 07718 8	12	10 x 3.6 x 12.25	5.2 oz





## WATERPROOF KIT

### Sportsman Waterproof First Aid Kit | 100 PCS

- Waterproof case keeps contents dry
- Kit floats, ideal for camping and fishing
- Crush-proof

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	AMOUNT
7609	3 68093 07609 9	6	10 x 7.3.75 x 6.125	100 pc



## ON-THE-GO KIT

### All Purpose First Aid Kit | 27 PCS

- Nostalgic brushed metal aluminum with a protective hard varnish
- Embossed first aid cross for easy identification in-the-dark
- Environmentally conscious 100% recyclable
- Crush-resistant tin protects contents
- Includes hangtag

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	AMOUNT
7605	3 68093 07605 1	12	5.25 x 5.75 x 4.25	27 pc



## AFTER BITE **NEW!**

### Sting and Bite Relief Pen

Avoid infection and eliminate pain, itching and swelling associated with mosquito bites, bee stings, and other biting insects.

- Triple-action formula is effective against pain, itching, and infection
- Effective on all bites and stings - bees, mosquitoes, ticks, chiggers, and fire ants
- Convenient sponge dauber applicator
- External analgesic, first aid antiseptic

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
7426	3 68093 07426 2	6	3.5 x 5.5 x 5.375	.5 oz
7428 PDQ	3 68093 07428 6	24	5.125 x 4.125 x 3.125	1.5 lb



## RELIEF SPRAY

### Poison Ivy Relief Spray | Skin Protectant

- Triple-action max strength topical pain and itch relief with 1% Pramoxine HCl
- Spray and Stay' formula creates an immediate dry touch film barrier to help prevent spread
- Protectant locks in moisturizing and cooling agents for soothing relief
- Features locking twist cap
- Relieves itch from Poison Ivy, Poison Oak & Poison Sumac



## CLEANSING WASH

### Poison Ivy Wash | Oil Removing Cleanser

- Washes away oils that cause itching and rash from Poison Ivy, Poison Oak, Sumac
- Proprietary Urushiol removal system lifts and surrounds offending oils and helps minimize or prevent rash
- Includes nourishing skin moisturizers with anti-inflammatory lipids derived from hemp seed oil

SKU#	UNIT UPC#	CASE PK	CASE L X W X H"	NET WT
2672 Spray	3 68093 02672 8	6	5.687 x 3.875 x 7	3 oz
2674 Wash	3 68093 02674 2	6	6.375 x 4.375 x 5.875	4 oz







**SkinSmart® Insect Repellent**  
24 pc Sidekick Display

SKU#	UNIT UPC#	AMOUNT
747-24	3 68093 00747-5	24 pc



**40% DEET Sportsman Insect Repellent**  
24pc Sidekick Display

SKU#	UNIT UPC#	AMOUNT
735-24	3 68093 00735-2	24 pc



**40% DEET | SkinSmart® Repellent**  
24 pc Sidekick Display

SKU#	UNIT UPC#	AMOUNT
737-24	NA	24 pc



**Scented Citronella Tin Candle**  
18 pc Sidekick Display

SKU#	UNIT UPC#	AMOUNT
7721	NA	18 pc



**Scented Citronella Mug Candle**  
18pc Sidekick Display

SKU#	UNIT UPC#	AMOUNT
77224	3 68093 77224 3	18 pc



**Outdoor Protection Center**  
78pc Floor Display

SKU#	UNIT UPC#	AMOUNT
7717G	NA	78pc





Coleman 5-Shelf **NEW!**  
154 pc Floor Display

SKU#	UNIT UPC#	AMOUNT
7578	1 03 68093 07578 5	154 pc



Coleman 5-Shelf  
214 pc Floor Display

SKU#	UNIT UPC#	AMOUNT
7574	1 03 68093 07574 7	214 pc





## Contract Manufacturing

Let out 125+ years of experience go to work for you. Pharmacal offers full-service contract manufacturing of OTC, personal care, BOV, continuous spray and specialty products. Contact us now and let Pharmacal be your competitive advantage



### 125+ Years of Innovation

We take great ideas and find ways to improve them

Custom products or choose from an extensive catalog of stock formulas



### Experienced R&D Team

Microbiology and chemistry lab

Custom product to meet customer needs and guarantee regulatory compliance



### Full-Service Contract Manufacturing

Pharmacal manages every aspect of production from lab work, material sourcing, scale up, and commercial production



### Commitment to Our Partnerships

Pharmacal commits to delivering outstanding customer service and superior quality for you and your consumers





# Contact Us

We are here to help – from our customer service, technical support or sales and marketing teams.

## Customer Service

Monday-Friday 8am-4:30pm CST  
262-677-7100

## Safety Data Sheet Support

Monday-Friday 8am-4:30pm CST  
262-677-7100

## Pharmacal

[www.pharmacalway.com](http://www.pharmacalway.com)  
1-800-558-6614

## Sales Team

Monday-Friday 8am-4:30pm CST

### Heath Ashenfelter

CEO | 1.800.558.6614 x7175

### Keith Strom

National Sales Director  
1.800.558.6614 x7127

### Ken Nelson

National Sales Director  
1.800.558.6614 x7129

## Marketing Team

Monday-Friday 8am-4:30pm

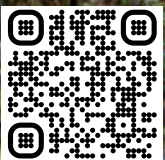
### Terry Goins

Vice President of Marketing  
1.800.558.6614 x7119

### Taylor Verville

Senior Marketing Manager  
1.800.558.6614 x7147





1-800-558-6614

[WWW.PHARMACALWAY.COM](http://WWW.PHARMACALWAY.COM)



MANAGEMENT SYSTEM CERTIFIED BY UL WITH REGARD TO MANAGEMENT SYSTEM 21 CFR PART T820 AND MANAGEMENT SYSTEM 21 OCFR PARTS 210/211.  
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