

Betco® Chemical Management Reduces Industrial Manufacturer's Cost and Labor

One of the world's largest metal companies sits on 180 acres of industrial property with more than 1 million square feet of building space. 12 different buildings make up the headquarters, research laboratory, and production plants that are cleaned and cared for by both a janitorial services franchise and an in-house custodial crew. A Betco® representative met with the franchise owner and learned about the obstacles the crews face when they clean.

97%

**More Efficient Chemical
Delivery Over 1 Million
Square Feet**



THE CHALLENGE

- Extensive time spent hauling cleaning chemicals between buildings
- High cost for concentrated and ready-to-use (RTU) products
- Poor cleaning outcomes due to inaccurate dilution of concentrates
- Janitor closets were unorganized and dangerous

THE SOLUTION

The Betco representative pitched the FastDraw® PRO to both the industrial manufacturing company and the janitorial services franchise as a solution, then assisted with installing the equipment in every building and trained the custodian teams on how to use them. The FastDraw PRO mounts to a wall, houses 4 Betco chemical concentrates, and serves as a 4-in-1 dispensing system for bottles, mop buckets, or automatic scrubbers. The custodian simply turns the dial to the desired concentrate, slides the fill tube into a spray bottle or positions it in a bucket or scrubber tank, then proceeds to turn on flow. In addition to supplying precisely diluted cleaning solutions in seconds, it also prevents theft, tampering, and spills.

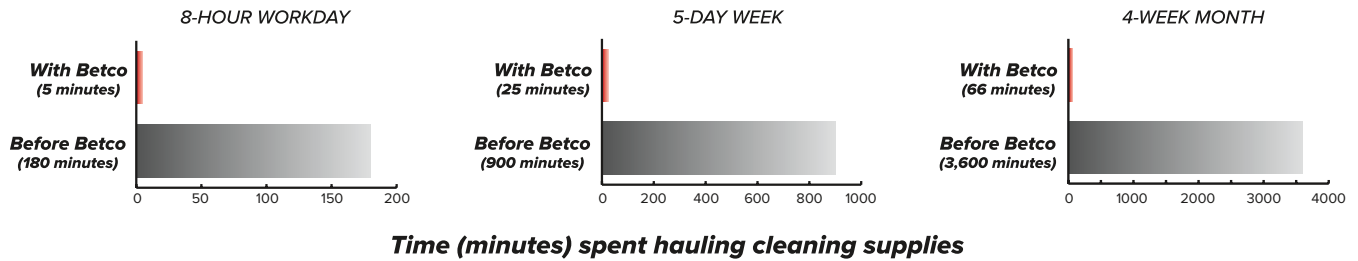
Adopting the FastDraw PRO also meant switching from competitor RTUs and concentrates purchased in department stores to Betco concentrates for cleaning and disinfecting. While exact chemical products varied between some buildings, most had a degreaser, a restroom cleaner, an all-purpose cleaner, and a disinfectant. Though cleaning demands vary between buildings, Betco was able to supply what is needed to fulfill cleaning standards in each, thanks to over 30 FastDraw formulas.

THE RESULTS

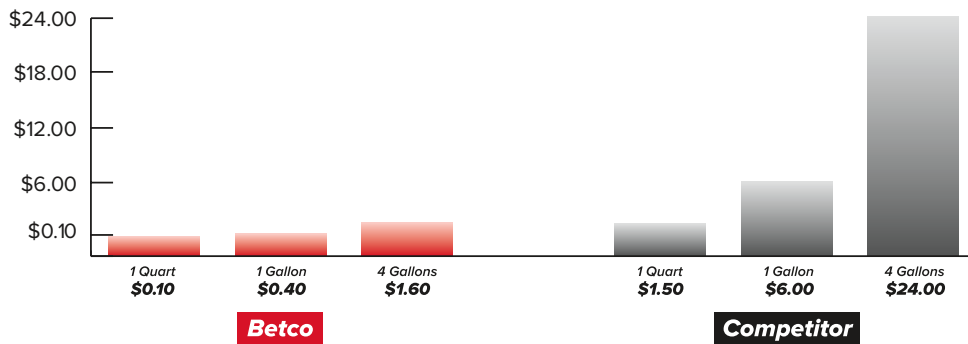
93%

Reduction in Product Cost Versus Department Store RTUs

Installing a FastDraw® PRO in every building on campus eliminated physically transporting chemicals and supplies in order to clean. Before, custodians would load a truck with products and supplies, drive to the next building, unload everything, then begin cleaning. This was routine throughout all 12 buildings until complete. On average, it would take a custodian 15 minutes to travel, unload, and reload between buildings, which equaled 3 hours a day total. Not only was labor wasted as a result, but buildings were also not thoroughly cleaned and often looked dirty. With FastDraw PRO, everything custodians need is ready and waiting in each building, and they are able to spend more time cleaning for a healthier and safer campus.



Custodians also inaccurately measured and diluted chemical concentrates themselves. Not only did this result in the ineffective use of cleaning products, but it also drove up the end-use cost of the concentrated chemicals. With the switch to FastDraw PRO and Betco products, concentrated cleaning chemicals are not being wasted and are performing to high expectations. Using Betco concentrates also reduced total cost compared to the RTU products they were using. 1 quart of properly diluted Betco concentrate costs around 10 cents compared to \$1.50 per quart of an RTU general cleaner found at department stores. This is a savings of 93%.



FastDraw PRO also provides a sense of organization in the janitor closets, which is safer for employees to enter and navigate. Originally, products were stored cap-less and at-risk for spills, which was dangerous and would require additional time cleaning up messes. With the installation of multiple FastDraw PROs and the transition to Betco products, this industrial company is saving on cost, time, and labor for a cleaner, safer, and healthier environment for employees and customers.

Could your cleaning routine be improved to increase efficiency and reduce expenses?

Contact Betco to learn more about our innovative solutions and strategies so you can get back to work.



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