



HEADLINE NEWS

INNOVATIVE CLEANING TECHNOLOGIES

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What's New for 2010?

By Betco Marketing Department

2010 will be an exciting year for Betco®! One filled with new product introductions, additional third party certifications, and more training opportunities. Betco engineers the innovative cleaning technologies of tomorrow, so it should come as no surprise we have several launches planned.

Skin Care Updates

Last year brought on new challenges with the arrival of the 2009 H1N1 Influenza virus pandemic. The emphasis on hand washing has significantly increased since it is the most effective method to prevent spreading illness. Betco offers an extensive line of advanced Skin Care products that help reduce the spread of germs and control costs. We are continuing to accelerate the Clario™ product line and are focusing on exciting new items in 2010:

Introducing Clario™ TF Touch Free Dispenser

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Tech Talk



Q: We just had our basketball floor refinished with [SS Gym Coat](#). I regularly clean the floor with [GT](#)

Save up to 60% in annual skin care costs with Betco's New [Clario™ TF Touch Free Dispenser](#). Betco's latest innovation provides 3x the number of hand washes when using Clario™ foam products compared to traditional lotion soap. You can use



the same 1000 mL bag as our existing [Clario™ Manual Dispensers](#) in the new Clario™ TF, increasing inventory turns and reducing SKU's. Batteries are included that last an impressive 60,000 dispenses, that's six cases of product and twice as long as the leading brand! One second reset means you spend less time waiting for a second dispense of Betco's superior foaming products like [Clario™ UltraBlue™ Antibacterial Foaming Skin Cleanser](#) or [Clario™ Foaming Alcohol Instant Hand Sanitizer](#). This whisper quiet dispenser comes with a two year warranty giving customers peace of mind.

Clario™ TF can be mounted to Betco's new free standing floor stand to create instant hand sanitizing stations anywhere! Each sturdy stand is easy to assemble and has a dispenser tray to catch any missed dispenses. Satisfy budget constraints and help reduce absenteeism rates by upgrading your Skin Care program to Clario™ TF today!

Expanded Skin Care Efficacy

We will continue to invest and test for greater efficacy on our Antimicrobial and Sanitizer Skin Care products. The skin cleanser efficacy is becoming increasingly important in both healthcare and non-healthcare facilities where the potential for cross-contamination and the spread of illness can be prevented with good hand washing programs.



General Cleaning and Disinfectants Updates

[Cleaner](#) but how should I clean up blood residue?

A: The recent H1N1 scare has raised many questions on how to properly disinfect wood floors. Quat disinfectants can cause problems when recoating floors but they may be necessary for bloodborne pathogen decontamination. Spot clean the area with a neutral disinfectant like [PH7Q Ultra](#). This disinfectant cleaner has broad spectrum disinfectant kill claims including Hepatitis B Virus, and HIV-1, making it ideally suited for bloodborne pathogen cleanup. After the disinfectant has dwelled for the proper amount of time it should be rinsed with GT cleaner to remove the quat residue. For more information on OSHA Bloodborne Pathogen decontamination, consult [Betco's OSHA Bloodborne Pathogen Training Module](#).

Distributor Training



Betco believes that training is a crucial element in our mutual success and growth. Please click here to view our [2010 Betco U training schedule](#) and to see [course descriptions](#). All sessions are held in

In 2009, Betco added significant claims to both [OxyFect™ H and G](#), the industry's only Neutral Peroxide Disinfectant Cleaners. Betco will focus on the following exciting new projects in 2010:

- Additional green product certifications - Betco, the green leader since 1990 will enhance our green offering.
- A new **comprehensive odor control program** consisting of liquids, aerosols and metered air freshener cabinets.
- Strategic products and programs supporting the education and building service contractor markets.
- Betco's new Clean Store program -designed exclusively for the convenient store market. Simplify cleaning and increase sales and profitability with Betco's C-Store program.

Equipment Updates

Coming Soon "Lil Bertha"

You wanted a powerful stripping machine that is compact in size and now Betco is delivering just that! This spring Betco will be introducing our new propane powered stripping machine. It will be similar to the 30 inch wide [Big Bertha](#) but 50% smaller. "Lil Bertha" users will experience increased maneuverability without the sacrifice of performance or power. "Lil Bertha" will offer 140 pounds of head pressure and triple counter-rotating brushes which will drastically increase productivity when performing strip outs. Like Big Bertha, "Lil Bertha" will have a built in transport wheel allowing it to be easily moved by one person.

Coming Soon Stealth Line Expansions

[Stealth™ Series Automatic Scrubbers](#) feature Betco's exclusive Noise Reduction Technology. 4x quieter than other standard automatic scrubbers, the double insulated vacuum keeps noise from the large motor to a minimum of 58 dBA at operator position. Stealth™ automatic scrubbers are ideal for day cleaning when necessary. Current sizes include a 20" with brush or traction control, a 26" with traction drive and a 24" rider scrubber with traction drive.

This summer Betco plans to add three additional sizes to the stealth family. These machines will be made for heavy

our Toledo training facility.

PRODUCT OF THE MONTH



[FastDraw® Freedom](#)

- Small size goes anywhere.
- Fills mop buckets, automatic scrubbers, bottles and even sprays foam.
- Simple operation - just hook up the hose, turn the dial to the desired application, no tubes to connect, metering tips to install or dispensers to mount.

Did You Know?

duty scrubbing jobs and will feature larger solution and recovery tanks as well as wider cleaning paths.

Relief for Haiti

By Requill Buchanan, Communications Coordinator



The earthquake in Haiti was devastating and resources are needed from people and companies from around the world to help rebuild the nation. Betco Corporation partnered with International Service of Hope ([ISOH/IMPACT](#)) in Waterville, OH to provide useful

supplies to the survivors of this epic catastrophe. ISOH/IMPACT's mission is to Reach Out & Serve Others through disaster relief and development projects at home, across the United States, and around the world.

Before Haiti can rebuild they must clean; Betco has donated cleaning supplies to assist with relief efforts. Disinfectants like [AF79](#) and [pH7Q Ultra](#) were sent on a plane arranged by ISOH/IMPACT with other supplies like food and water. Monetary donations have also been made on behalf of Betco to help Haiti recover. Betco recognizes that we are a global community and that our acts of goodwill today can impact our future tomorrow. Millions have been raised and tons of supplies have been donated but more help is still needed. Please donate to your local charities to help with this cause.



Betco has the [pHPerfect](#) solution for removing ice melt residue. The more it snows the more dirt and ice melt is tracked in the entryways on floors and matting. Only Betco's pHPerfect Floor Neutralizer and Cleaner contains both powerful acids to completely neutralize all types of ice melt and a blend of surfactants to penetrate hard to remove soils leaving the floor spotless. pHPerfect is also ideal as a floor conditioner after strip jobs. Please visit our website, www.betco.com, for updates on all our new products!