



BETCO NEWS

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**Chemicals
Equipment
Programs
Process**



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PowerBuff Joins Forces with Betco Joanna Hunter, Brand Manager

Betco Corporation ("Betco") of Toledo, Ohio, a leading provider of chemicals, equipment, programs, and process in the janitorial supply industry, has announced the successful completion of its acquisition of PowerBuff, Inc. ("PowerBuff") of Stoneville, North Carolina. PowerBuff is a leading manufacturer of propane-powered floor care equipment. Walter Anderson, Founder and President of PowerBuff will continue to lead the PowerBuff operations and will assume an expanded role in growing the equipment business of a combined Betco/PowerBuff.

Paul C. Betz, CEO of Betco commented: "Betco's mission is to provide the very best floor care; chemistry, equipment, pads and other accessories bundled into a seasoned program that guarantees successful implementation for the end user. The addition of PowerBuff strengthens Betco's product line and overall manufacturing position and will better serve our customers and enhance our new product development.

"The PowerBuff Team is very excited about joining forces with an industry leader like Betco", stated Walter Anderson. "Betco gives PowerBuff the resources to continue to grow through designing and bringing to the market new and innovative products.

The Betco / PowerBuff line of products will continue to be marketed through Betco and PowerBuff distribution and end-user partners worldwide.

Betco is a leading manufacturer of floor care, skin care, other specialty chemical products, and floor care equipment. PowerBuff has significant expertise in propane and battery electric powered burnishers, and auto scrubbers.

Please stop at our ISSA booth #1114 for more information about the acquisition.

Betco Leads with Innovation

Griffith Crammond, Director of Marketing

Many Betco team members will be 'out-of-pocket' this week as they travel to New Orleans and prepare our booth for the 2004 International Sanitary Supply Association (ISSA) show and convention.



That is pretty tough duty, right? The Big Easy, Jackson Square, The 'vieux carre' or French Quarter, café-au-lait and beignets, jazz and so much more. In local Creole French, that little extra or 'more' is the 'lagniappe' (say 'lahn-yahp'). Betco is bringing the 'lagniappe'!

You are invited to visit our booth (#1114) and discover why Betco is the recognized leader in enhancing productivity through products and process development.

Our entire 'RoadSHOW™' will be on display to the industry; demonstrating our productivity enhancing chemicals, equipment, programs and processes that provide distributors and end-user's the best performance, service, cost-of-use and enhanced image with the lowest environmental impact.

Come visit our booth and see why the Betco RoadSHOW is the industries most exciting selling event. You will return home with ideas on how to meet unique needs with innovative solutions from Betco! Now that's some lagniappe...

Floor Care Tips for Success

Chris Keene, Category Manager

Can you believe it's the middle of November already? Before you know it the cold weather will be delivering snow and ice right to our front doors... and on to our floors! While winter days can provide a nice back drop for the holiday season, they also bring some hefty challenges for the floor maintenance crews. This week's tips focus on routine maintenance procedures that will help keep your floors in top condition:

1. Keep as much as possible of the snow, ice, and ice melter outside. As mentioned in the last issue, adequate floor matting is a key component in accomplishing this. In addition to protecting your floors, matting will help keep them safer. Remember to increase the cleaning frequency of the mats during the winter months to keep them effective.
2. Put an emphasis on maintaining entry ways. While matting can prevent much of the weather from coming in, it generally will not stop all of it. Your floors can end up with slush, water puddles and bits of ice melter tracked throughout the facility. I suggest having a wet/dry vacuum easily accessible so entry ways can be quickly attended to. Betco's Workman™ series of wet/dry vacuums offer a wide scope of sizes to accommodate any size facility. Our 10 and 20-gallon units have front mount squeegee options available to make clean up fast and easy. Also, be sure to properly place wet floor signage to warn pedestrians of potential slippery conditions.
3. Use the right products to deal with ice melter residue. Effectively removing this depends on the type of melter that is used. Rock salt (sodium chloride) and potassium chloride are economically popular and tend to be used more often. These are both soluble in water and can be removed with neutral cleaners and general purpose cleaners. Betco's pH7 and Top Flite can be used on all types of flooring material not damaged by water and will effectively remove these soils.

Calcium and magnesium chloride are the higher end of ice melters and any residue can be a bit more challenging to remove. These products can react with carbonates to form scale which is not soluble in water. For moderate build-ups or daily cleaning Betco Top Flite will get the job done. However, if there is heavy build up an acid based product like Betco MAD (mild acid detergent) at a dilution ratio of 1:20 can be used. This is a phosphoric acid based product and will not harm most flooring material. It can however lighten grout in tiled areas if left in contact for extended periods of time. When using acidic based products it is good practice to rinse treated areas after cleaning.

I hope you find these tips helpful, be sure to watch for more tips on enhancing your floor care program in future issues of Betco News.

Betco appreciates your feedback. Please send any questions or comments to: rbuchanan@betco.com

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