



# BETCO NEWS

February 23, 2005

Volume 4, Number 4

## In This Edition:

**Betco's Quality Assurance Process**

**FiberPRO® Spot Bet Gel Introduction**

**Equipment Deals and Steals!**

## This Week's FYI:

**Betco offers a full line of liquid, foaming and industrial-strength skin care products designed to meet all of your skin care needs. Check out our full line of skin care products on [www.betco.com](http://www.betco.com) or ask your Betco Regional Manager for more details!**

## Quality Assurance Under Control at Betco

**Amy Harwood, Chemist**

If you knew that the food you ate or the beverages that you enjoyed were not manufactured under the tightest quality control standards would you still consume them? Of course not. Then why would you settle for cleaning chemicals that are not held to those same standards? Betco holds all products to a higher mark to give cleaning professionals the security of knowing they have the best product on hand.

The strong belief that quality products are a Betco priority begins with sourcing from highly regarded, trusted suppliers, and is carried through the entire process by tight controls during all phases of production. From verifying the quality of the raw materials used in the production of Betco products to the quality assurance checks that take place on packaged material, a dedicated team of Quality Control team members is charged with insuring our customers receive quality products with every shipment.

The quality control process begins with the sampling and testing of each raw material prior to it being released from the receiving area. Only when the material has been approved by a QC team member will it be taken from the dock to the manufacturing area for use in a Betco product. Once a batch of product has been completed in manufacturing, the QC team performs a series of tests to verify that the product meets all specifications. Upon release from QC, the batch is transferred to holding tanks which feed to all of the packaging lines.

Quality Control's duties continue on the packaging lines. While products are being filled into various package sizes, QC team members take samples to verify that the products are within specification limits and have not been affected by the transfer process. Although an infrequent occurrence, should a product be found to not meet specifications, QC has the authority to halt the filling process and investigate the discrepancy.

Quality Control also performs random checks of packaged goods at Betco's storage facility, yet another layer of quality built into our process.

## Upcoming Trainings

### Regional Betco University Dates:

#### February

**Las Vegas 24-25**

#### March

**Boston 8-9  
Houston 17-18**

#### April

**Orlando 7-8  
Chicago 14-15  
Portland 28-29**

**For more information  
contact Kandy Warner  
(ext. 3616)**

**Chemicals  
Equipment  
Programs  
Process**



**©2005 Betco  
Corporation  
1001 Brown Ave  
Toledo, OH 43607-0127  
Phone: 800-GO-BETCO  
Fax: 485-555-0122  
[email@betco.com](mailto:email@betco.com)  
<http://www.betco.com/>**

Aerosols, dilution control systems, hand cleaner dispensers, and various pieces of equipment are also scrutinized prior to being shipped to our customers.

Betco is committed to providing customers with consistent, high quality products. Our quality process and the dedicated team members charged with verifying this quality are reflections of this commitment.

---

## Betco Introduces FiberPRO® Spot Bet Gel

**Curt Hitchner, Category Manager Floor Care**

FiberPRO® Spot Bet is now available in a gel formula. FiberPRO® Spot Bet Gel has superior performance when it comes to removing stubborn carpet stains which are quickly unlocked from the carpet fibers for removal. The gel formula prevents over-wetting of the carpet backing and penetrates the carpet fibers at the source of the stain virtually eliminating "wicking back" that can cause a stain to reoccur.

Customers who typically remove stains by blotting with a towel will notice the ease with which stubborn stains can be removed. The new FiberPRO® Spot Bet Gel also contains additional solvent for more effective removal of grease and oil base stains.



Use this all purpose spotter for removing Coffee, Grease, Oil, Iodine, Soft Drinks, Pet Stains, Chocolate, Beverages and more from carpet easily. Available in convenient ready to use quart size bottles FiberPRO® Spot Bet Gel can help you tackle the toughest stains.

For more information about FiberPRO® Spot Bet Gel or to order contact customer service @ 1-888-GO BETCO or call your Betco Regional Manager today.

---

# Have we got a deal for you!

**Chris Keene, Category Manager Equipment**

Betco has a wide variety of demonstrator and refurbished equipment available for sale and immediate shipment. These machines provide you a great option for that small cleaning contractor, the local church around the corner or that customer that relentlessly asks you for a better deal! Our current inventory includes a great selection of burnishers, wet/dry vacuums, several sizes of automatic scrubbers, and much more. Please contact our Customer Service Department at 1-888-GO-BETCO for pricing.

Order Number	Description	Qty
E085001-00	Refurbished Betco 3D Dry Tank Vac 3 Gal	1
1E085016-00	Reburbished DUST2000 - 2000 RPM DC Burnisher	5
E085900-00	Refurbished 10 Qt. Dry Bac-Pac	4
E086002-00	Refurbished AS24 24" Solution/ Recovery-Machine Only	1
E087300-00	Refurbished BAT2500 20" 2500 RPM Battery Burnisher	4
E085014-00	Refurbished 20" 2000 RPM Burnisher	3
E085020-00	Refurbished 20" 2500 RPM Burnisher	5
E083005-00	Refurbished Foreman 2000 RPM Burnisher	1
E086008-00	Refurbished Betco Watchman 20" Scrubber-Machine Only	1
E086201-00	Refurbished 115 V AC HZ 10 Amp Charger	2
E085801-00	Refurbished 18" Two-Motor Vac	3
E085506-00	Refurbished 3 Gal Solution 2.5 Recovery	1
E086009-00	Refurbished Betco Watchman 24" Scrubber-Machine Only	3

E087303-00	Refurbished FiberPro Walk Behind Carpet Extractor	1
E085022-00	Refurbished Foreman 18 Gallon Tip & Pour with Dolly	2
E086011-00	Refurbished Foreman 28" Automatic Scrubber-Machine Only	2
E085805-00	Refurbished SM1400T 14" Single Mtr Upright Vacuum w/tools	1
E087044-00	Refurbished Toughman TM21 Propane Oscillating Strip Mach.	1
E085026-00	Refurbished Workman 10-10 gallon Wet/Dry Vac w/Tools	1

---

**Betco appreciates your feedback. Please send any questions or comments to: [rbuchanan@betco.com](mailto:rbuchanan@betco.com)**

---

*This information is offered for the confidential use of Betco authorized distributors. It is presented based on our research which we believe to be correct and objective. No guarantee is expressed or implied. Please provide your own evaluation prior to drawing any conclusions.*