



# BETCO NEWS

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## In This Edition:

**Optima QT Features**

**LEED and the  
Cleaning Industry**

**Betco Training  
Options**

## This Week's FYI:

**Betco's TB Plus  
Cleaner/Disinfectant is  
suitable for the  
cleaning of  
conductive flooring in  
operating rooms? The  
description is directly  
on the label and  
literature sheet!**

## You Can Expect Optimum Performance from the Optima QT

**Requill Buchanan, Communication Coordinator**

End-users and distributors have come to expect quality products and programs from Betco and PowerBuff and they have delivered every time. The Optima QT is no different.



When you buy an Optima QT you know that you are getting a labor saving high performance propane floor burnisher. With emissions less than 100 parts per million/co the Optima QT is one of the most efficient propane burnishers on the market. Available in 21", 24" or 28" sizes, you'll find the right Optima QT for your size facility.

The stainless steel shaft and aluminum deck makes it one of the sturdiest machines offered. It's powerful Kawasaki 17 HP Engine can conquer any maintenance challenge. Betco offers one of the best warranties in the industry, be sure to ask us about it. With all of these fabulous features and a fantastic warranty I'm surprised every cleaning professional doesn't have one.

For more information on the Optima QT and other floor care equipment contact your Betco Regional Manager or call 1-888-GO-BETCO today.

## Upcoming Trainings

### Regional Betco University Dates:

#### February

**Toledo 10-11**  
**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  
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# Understanding LEED and its Role in the Cleaning Industry

Recently, the U.S. Green Building Council launched its Leadership in Energy and Environmental Design for Existing Buildings (LEED-EB) rating system. LEED-EB is the second rating system introduced by the Council, it will have a significant impact on the janitor industry.

## What were the initial goals of LEED?

- Help promote "green" and sustainable practices through building design and operation
- Stimulate "green" competition
- Raise consumer awareness of going "green" and its benefits

## What does LEED certification do?

Overall, certification honors and recognizes building owners, managers, and operators for their efforts in reducing the environmental impact of their facilities and for their attempts to run operations using "green" and sustainable products and procedures.

## Who will use LEED-EB?

LEED-EB is intended for almost every type of facility, from those in need of major improvements in operational practices to those that just need minor improvements, plus all "green" and LEED-certified buildings.

## What are the benefits to building owners participating in LEED-EB?

The most prominent benefit is LEED allows facilities to demonstrate their environmental leadership. Additional benefits include:

- Facilities that are adopting or have applied for LEED certification are recognized as well-run and well-managed facilities.
- Utilities, state and federal agencies, and other sources are providing financial incentives and rebates for facilities adopting LEED measures or certification.

Energy and water savings have proved to be substantial in facilities that are integrating LEED criteria.

## What does this all mean to the cleaning industry?

An important component of LEED-EB involves cleaning. As more facilities begin to adopt LEED-EB standards and certification, they will turn to facility service providers to integrate green cleaning and sustainable practices into their cleaning duties. This will include such things as using environmentally preferable cleaning products (e.g., chemicals, paper,

equipment, and other jansan products); adopting recycling, integrated pest management and waste management programs; using water and energy more efficiently; and more completely integrating cleaning duties into the operation of the entire facility.

Contact your Betco Regional Manager today or call 1-888-GO-BETCO for information about Betco's Green Cleaning products.

*Portions of this article appear courtesy of <http://www.issa.com/>. The complete article can be viewed at <http://issa.com/knowledgecenter/index.jsp?cat1=-3cat1=-3&type=articles&id=1507>.*

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## Training Resources Plentiful at Betco

### Requill Buchanan, Communication Coordinator

Training is an essential to ensure that individuals perform their job duties correctly and efficiently. The jansan industry is no exception to the rule. Proper training reduces accidents and gives end-users the confidence needed to perform a job well done. Many cleaning professionals have relied on Betco to provide them with outstanding training tools. The Betco training library is filled with twelve training modules that include a video, workbook, facilitator's guide, interactive computer CD ROM, and testing. Since 2002 Betco has issued over 13,000 training certificates to cleaning professionals in the following training programs:



- Life Cycle of Floor Care
- Life Cycle of Carpet Care
- OSHA Bloodborne Pathogen
- OSHA Hazard Communication
- Restroom Sanitation
- Disinfection of Educational Facilities
- Patient Room Disinfection
- Slip and Fall Prevention
- Basic Cleaning Procedures
- High Performance Floor Care
- Proper Hand Care
- Commercial Wood Floor Care

From regulatory compliance to appropriate procedures, each module provides practical knowledge that ensures results in employee performance, motivation and skills. Many of these training modules are offered in Spanish to accommodate Spanish speaking end-users.

For more information please contact your Betco Regional Manager or call 1-888-GO-BETCO.

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

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