



BETCO NEWS

June 14, 2005

Volume 4, Number 11

This Week's FYI

Daily Scrub SC is a super-concentrated cleaner designed for floors frequently burnished. One quart sized bottle makes 256 gallons!

Upcoming Training

**August
Harrisburg 18
Minneapolis 31**

**October
Charlotte 6**

**September
Toledo 26-28**

**November
Toledo 7-9**

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

**Chemicals
Equipment
Programs
Process**



This Issue:

- **New Additions to Floor Care Adds Value to Your Operation**
- **Betco Offers Portable Chemical Management System**
- **Increase Safety Awareness**

Completing the Line Up: Curt Hitchner, Category Manager Floor Care

We have recently added two additional floor care products to expand our floor care line. Our Portrait floor finish and AX-IT® floor stripper. These products are value priced, but still deliver a home run performance.

Portrait Finish (#653) - This finish was formulated two years ago for a specific customer. Due to the overwhelming success utilizing the polymer system technology found in our popular Hybrid® finish, we have added it to our floor finish line. You can expect comparable performance with Portrait at less cost. The flexibility of this type of finish is perfect for facilities with a medium maintenance program or infrequent burnishing. Our HI-Shine Light Burnish floor pad produces the best burnishing response.

AX-IT® Floor Stripper (#151) - We are pleased to re-introduce our AX-IT® floor stripper which pioneered floor care procedures when it was originally formulated. Ax-It was our first rinse-free stripper, and is now positioned to be a value-priced performer for quickly removing acrylic based finishes. There is still no-flood rinsing or neutralizer required when using this product.



It is our goal at Betco to not only be the innovators in floor care, but also to provide you with competitive pricing for a complete single source bundle of floor care, maintenance chemicals and equipment. If you have any question concerning these new additions, please contact Customer Service at 1-888-GO-BETCO or contact your Betco Regional Manager.

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Fastdose™ - No Assembly Required!

Barry Rosenthal, Category Manager

Introducing Fastdose™ - it is the ultimate in portability and simplicity. Easy to use, simply loosen the cap, fill spout to premeasured level and pour contents of chamber into end user container. Featuring our new floor cleaner, Daily Scrub SC, that can be diluted at 1:1024 which translates into pennies per end use gallon. It is also an extremely effective cleaner and leaves no residue. We also feature the following products in the system:

Deep Blue Concentrate - Glass and Surface Cleaner	Item #18148-00
Quat Stat™ SC - Disinfectant/Restroom Cleaner	Item #34048-00
Top Flite™- All Purpose Cleaner	Item #15048-00
Daily Scrub SC - Daily Floor Cleaner	Item #18848-00

The bottles are perfect for transport and small enough to be stored virtually anywhere. Fastdose™ system is ideal for retail settings, office buildings, lodging, or contract cleaning operations. Please contact your local regional manager for more information.



Safety Tips to Live By!

John Reed, Director of Training

Safety should be a top priority at all businesses. The following are ten tips that should help increase safety awareness at your facility.

1. **Don't combine chemicals** - Betco has already spent the time to manufacture quality products for specific applications.
2. Always dilute chemicals according to Betco **label instructions**. If a little does the job, a little more will not necessarily do better. Improper dilutions can harm surfaces and the user.
3. Always **read labels** for use precautions and proper protective wear.
4. Add the chemicals to the water, **not the water to the chemicals**. This will lessen the chance of a dangerous splash.
5. Never switch containers or put cleaning chemicals in an **unmarked container** and never store an unmarked container.
6. Make sure all your **spray bottles** are clearly labeled per OSHA requirements.

Betco has printed end user bottles and peel and stick labels available for applicable concentrated products.

7. **Avoid the use of bleach whenever you can.** It's an imposter. It may whiten things (or remove the color from things) but it doesn't necessarily remove the problem and it is very corrosive on many surfaces. **Betco Green Earth Peroxide Cleaner** is a much more user friendly product.
8. Store **hazardous chemicals** in a safe place. Learn your city or state rules for disposal of **hazardous waste**.
9. Ensure all employees know where the **MSDS sheets** and first aid items are located.
10. Each year the number of custodial injuries is rated in the top 10 of all professions. Take a few minutes to review this list and ensure you are not part of the statistics this year.

Betco appreciates your feedback. Please send any questions or comments to:
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