



BETCO NEWS

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This Week's FYI

Want to learn how to save some green by going "green"? [Click here to read Betco's latest Green Cleaning Tip.](#)

Chemicals
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This Issue:

- AS20B Newest Member to Crewman Equipment Line
- Winter Floor Care Tips
- Reduce Absenteeism in Your Facility

Select the Right Size - Get the Right Results

Chris Keene, Category Manager Equipment

Betco's **Crewman™AS20B** Automatic Scrubber delivers the benefits of automatic scrubbing to small or congested areas making it easy to effectively and efficiently maintain a high level of clean.



The Crewman AS20B is packed with innovative features:

- Dual counter rotating brushes cradle the cleaning solution delivering maximum scrubbing performance.
- 50 lbs. of floating head pressure easily removes soils.
- A low 65 dB noise level is ideal for use in occupied spaces.
- The weighted squeegee assembly provides effective water recovery.
- Clean up to 15,000 square feet per hour!

Backed by our industry leading Betco warranty Express™ Program, this unit is engineered to perform and built to last. Betco offers a full line of Crewman brand machines, for more information on these and other equipment products please contact Customer Service at 1-888-GO BETCO (888- 462-3826) or visit us on the web at www.betco.com.

Contact your Betco Regional Manager or Betco Distributor for a demo today.

Winter Floor Care for Finished Floors

Curt Hitchner, Category Manager Floor Care

For those of us that do see that white stuff falling from the sky, it means more than just back breaking shoveling and traffic hazards. It means that it will take a toll on our finished floors that we have worked so hard to keep clean and bright. While the effects of winter can be brutal on finished floors, there are some precautions and steps that can lessen or prevent a noticeable change in appearance.

We protect the floors with finish for more than appearance alone, but the when salt and ice melter residue start building a film on the floor – that's what gets noticed. Below are some suggestions for defending your floors

against the winter elements:

- Have plenty of quality matting at entrances
- Clean or replace (if you have a matting service) matting more frequently during winter months.
- Use an auto scrubber, we recommend the Crewman™AS20B – a mop and bucket is very ineffective in dealing with residue.
- Increase burnishing frequency to help restore the gloss, but only after the floor is residue free.
- Use a floor neutralizer – If the build up is not removed with daily cleaners, use a floor neutralizer (Betco M.A.D.- #13504). Use at a ratio of 5 oz./ 1 gallon of water (1:25).



Remember that ice removal compounds typically carry a higher PH and that M.A.D. has a lower PH to neutralize the residue for easy removal. Heavy residues may require repeated application to entirely remove the film. The detergent properties of M.A.D. will also remove soils for a one step cleaning and ice melter removal.

Have additional questions about maintenance solutions for your floors? Send us an email at rbuchanan@betco.com and we will have our floor care experts answer your questions.

Increase Attendance by Sanitizing

Gary Martin, Manager of Business Development

The cold and flu season has officially arrived, and absenteeism rates have begun to rise in schools and workplace environments. As of November 30th the CDC has reported that 33 states have officially logged cold and flu activity. While the experience of being ill is neither pleasant nor beneficial to any of us, there are plenty of precautions we can take each day to eliminate the chance of becoming a victim or causing others to become ill.



Check out the following recommendations from Betco, the Center of Disease control and the American Society for Microbiology:

- Wash hands often and when water is not available always use a hand sanitizer that meets CDC guidelines (Betco's Winning Hands® #77224 and #75553 are excellent for this type of application).
- Cover your mouth and nose when coughing or sneezing
- Avoid touching your eyes, nose or mouth
- Avoid close contact with people who are sick
- Make time for an annual flu vaccination
- Dress appropriately for winter weather conditions
- Remember to sanitize after touching money, door handles, handrails, eating surfaces, desks, and other surfaces that might be questionable

Each year in the USA we experience more than 52 million cases of common colds among young Americans under the age of 17. Nearly 22 million school days are lost in our country's 119,000 schools because of this. Recent studies conducted by the AJIC (American Journal of Infectious Control) have indicated that proper hand washing education along with a hand sanitizer alone would reduce this annual absenteeism rate by over 51%.

Increase attendance in your facility by putting The Winning Hands® Skin Care line to work for you. Want to find out more about the products offered in The Winning Hands® Skin Care line click here to download the brochure!

Betco appreciates your feedback. If there are any topics you would like us to cover please send your ideas to: rbuchanan@betco.com

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