



January 5, 2006

BETCO NEWS

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This Week's FYI

Cold and flu viruses can survive up to 8 hours on non-porous surfaces. To shorten the life-span of these viruses disinfect your surfaces with TB Plus Spray. This hospital grade cleaner/ disinfectant not only kills influenza but is effective against strep and staph which can cause a wide range of diseases from MRSA to pneumonia.

Upcoming Training

January
Toledo 1/30 - 2/1

February
Seattle 2/16
Austin 2/28 - 3/1

March
Atlanta 3/14
Toledo 3/23 - 3/24

April
Spring Valley 4/4
Las Vegas 4/20

**Chemicals
Equipment
Programs
Process**



This Issue:

- FASTDRAW® Adds New Feature
- Betco Training Schedule for 2006
- Simple Steps to Prevent the Flu

FASTDRAW® - Continuous Improvement!

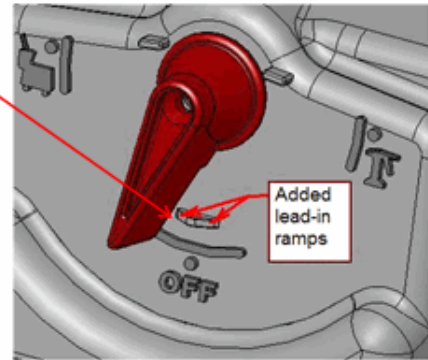
Barry Rosenthal, Category Manager

Fastdraw® continues to be the #1 choice for chemical management from Betco. New products, improved functions and proprietary features make Fastdraw® the most exciting dilution control option in the industry! We continually capture feedback from our customers and implement improvements to ensure that Betco is providing the best system available. Our latest advance is a dedicated stop in the "off" position to prevent over-rotation of the front lever. This modification will prevent end user mistakes and simplify operation. With all NEW dispensers we incorporated an indented stop in the off position that the front lever would slot into. (See Picture) These new dispensers will be identified with a silver sticker on the outside of the box. We are excited to kickoff 2006 with this new enhancement. For more information on our chemical management programs, please visit <http://www.betco.com/>.

New! Fastdraw® Stop Feature

- Simple
- Safe
- Dependable

Now Available!



Training Classes to be Offered by Betco

John Reed, Director of Training

"During 2006 I will lose weight, eat better, exercise more, stop smoking... AND ATTEND A BETCO UNIVERSITY TRAINING SCHOOL!" If you want to enhance your selling skills and increase your industry knowledge, plan on joining Betco in one of these cities near you. Space is limited so reserve your spot today by contacting your Betco regional manager for a reservation form. THIS NEW YEAR'S RESOLUTION WILL MAKE YOU MONEY!

Betco University in Toledo

Dates: January 30 - February 1 and May 15th - 17th

Topics - resilient floors, wood floors, information on new products from Betco, equipment up dates, green cleaning information, some non-product sales training and workloading program information.

Attendees should have at least 3 years of field experience.

Betco Regional Training - One Day Sessions

Dates: February 16th - Seattle, WA
March 14th - Atlanta, GA
April 4th - Spring Valley, NY
April 20th - Las Vegas, NV

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Topics - resilient floor care, wood floor care, green cleaning, skin care, equipment and dilution control updates, workloading program information and some non-product sales training.

Betco Regional Training - Two Day Session

Dates: March 23 - 24th - Toledo, OH

Topics - resilient floor care, wood floor care, green cleaning, skin care, equipment and dilution control updates, workloading program information, the building contractor market segment and sales training.

Applications for all training sessions are available from Betco regional managers

Flu Prevention Tips

Amy Thomas, Category Manager Skin Care

We're in the thick of flu season and there are many things that we can do to stop the spread of germs. Check out the following tips from Betco and the Center for Disease Control.

Tips for facility managers:

- **Make sure tissues and hand sanitizers are available** in classrooms and other public areas. Betco's Winning Hands® Hand Sanitizer (#77219) meets CDC requirements for an alcohol-based hand rub.
- **Restrooms should be checked regularly** to ensure that soap and paper towels are always available. Products like Betco's Winning Hands® Premium Lotion (#73619) soap can prevent skin from drying out due to frequent washing.
- **In public areas, clean commonly used surfaces** such as door handles, handrails, eating surfaces, desks, etc., frequently with disinfectant products like Betco's Glybet™ (#08523 and #08623) or TB Plus (#09423)



Tips for workers:

- **Avoid close contact with people who are sick.**
- **Stay home when you are sick.**
- **Cover your mouth and nose when coughing or sneezing. Use a tissue or sneeze into your arm - NOT your hands.**
- **Wash your hands often**
- **Avoid touching your eyes, nose or mouth.**
- **Get a flu vaccination - especially if you are in a "priority" group.** It is never too late in the flu season to get vaccinated. Check with your local health department on availability of vaccine. "Priority group" includes:
 - People aged 65 years and older, with and without chronic health conditions
 - Residents of long-term care facilities
 - People aged 2-64 years with chronic health conditions
 - Children aged 6-23 months
 - Pregnant women
 - Health-care personnel who provide direct patient care
 - Household contacts and out-of-home caregivers of children less than 6 months of age

For more information, please visit www.cdc.gov/flu

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

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