



# HEADLINE NEWS

INNOVATIVE CLEANING TECHNOLOGIES

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## Are You Prepared?

Elizabeth Cotton and Barry Rosenthal- Category Managers



The school year is fast approaching and that means the cold and flu season is also on its way. Schools are a known breeding ground for the spread of illnesses like H1N1 (Swine flu virus), MRSA, influenza and other germs. In fact, just the common cold accounts for 22 million missed school days per year. The Centers for Disease Control and Prevention (CDC) is anticipating the H1N1 virus could cause significant illness with more hospitalizations and deaths in the upcoming fall and winter months, during the normal US influenza season. School children tend to catch the flu early in the season

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## WHAT'S NEW

and are infected longer than adults. Even teacher illness-related absences average over 5 days per year.

**Now is the time to stock up on essential items *before* the flu season hits. Give your students and staff a fighting chance with Betco's Hand and Surface 1-2 Punch.**

**Clario™ Instant Hand Sanitizer - 77629-00 / 6-1000 mL/cs**

- Perfect classroom size - for instant always available hand sanitizing.
- Costs 50% LESS per mL of sanitizer than smaller sizes.
- Sleek dispensers are durable and provide precise portion control.
- Kills 99.9% of common germs that can cause disease.
- Evaporates quickly with no sticky residue.
- Additional portable sizes available.



**Fight Bac™ RTU Disinfectant Spray - 31112-00 / 12 qts/cs**

- Kills bacteria and viruses including Influenza A, MRSA, and Rhinovirus Type 39 in [under three minutes](#) on hard non porous surfaces.
- Unbelievable cleaning action perfect for desks, walls, drinking fountains, etc...
- Convenient ready to use disinfectant.
- Great citrus fragrance.



**These Classroom Must Haves will help Knock Out flu season! Every classroom needs them....Order now!**

Other suggestions for preparing and preventing illnesses during the fall and winter cold and flu season are:

- Incorporate proper hand washing into curriculum and daily activities.
- Place Clario™ [Foam and Lotion Skin Care Dispensers](#) in all restrooms.
- Provide paper towels close to dispensers for easy



**Optima QT Series High Speed Propane Burnisher**

- Available in 21", 24", and 27" models.
- Kawasaki 585 CC V-Twin 17hp engine delivers powerful performance.
- Available with clutch and/or emissions package.



**PRODUCT OF THE MONTH**



access.

- Post [hand wash signs](#) and [posters](#) reminding people to wash and sanitize hands.
- Use [OxyFECT™](#) Peroxide Disinfectant Cleaners for routine cleaning and disinfecting throughout the school. Neutral formulation is perfect for use on finished floors.

Ensuring that surfaces are cleaned regularly and encouraging proper hand washing are important ways to protect your health and lessen the spread of the flu. Betco is committed to creating a clean, healthy environment and offers a wide selection of products to suit your every need. Please visit our website, [www.betco.com](http://www.betco.com), for up-to-date information on the H1N1 virus and additional products that will help you stay clean and healthy!

## A New Approach to School Cleaning

Barry Rosenthal - Category Manager

School cleaning provides many unique challenges for cleaning professionals.

- Schools are four times as densely occupied as commercial office space[i].
- More children have asthma and allergies than ever before.
- Many schools are not only occupied during the day but also provide community activities during the evening and weekend programs.
- Constant foot traffic stirs up dust and tracks debris throughout the school.
- Constant budget cuts are affecting many school districts.



**Bottom line:** School professionals have less time to clean effectively and are constrained by the cleaning

### FastDraw® Freedom

- **FREEDOM TO CUT COSTS**  
Reduce chemical usage by up to 35% when compared to "Glug Glug" method.
- **FREEDOM OF CHOICE**  
Choose from dozens of products for practically any cleaning application.
- **FREEDOM OF CONVENIENCE**  
One dispenser fills bottles, buckets, automatic scrubbers, and it sprays foam from one small unit. Package weights only five pounds.
- **FREEDOM TO ROAM**  
Portable system allows you to clean on the move.
- **FREEDOM FROM HASSLE**  
Hook up the hose and turn the dial to choose the application. No tubes to connect, metering tips to install or dispensers to mount. Two distinct flow rates.
- **FREEDOM FROM WASTE**  
Each unit can be recycled through conventional recycling programs. Significant waste reduction over RTU products.

### **DID YOU KNOW?**

products and methods. Since there is less time to clean, facility managers must make sure they adopt a cleaning program that is both efficient and productive. The proper cleaning products, equipment and training tools are essential in building a proper school cleaning program.

But why are we so concerned with how a school is cleaned? Research demonstrates there is a direct connection between healthy school environments and behaviors and attitudes of students, parents and educators, and academic achievement. Research also showed a clean healthy school environment has the following benefits[ii]:

- School attendance increases.
- Math and reading scores increase.
- The appearance of the school is inviting. Community supports the school.
- The school attracts good teachers and supports its retention efforts.
- The risk of an adverse health effect is small.

The economic benefits of healthy cleaning are reduced absenteeism, quick problem resolution and reduced health care costs (by careful cleaning approaches, do not let a small problem become a large one such as mold remediation or disease outbreaks). A study of the health benefits of school green cleaning showed a 24% reduction in total illness, doctor visits by 34%, antibiotic treatments by 24% and absenteeism by 46%[iii].

Betco's [Green Earth® Cleaning Program](#) addresses all the above concerns integrating chemical, equipment, chemical management, training materials and support to help school cleaning professionals clean better, healthier and more productive. This leads to improved quality of the indoor environment, the performance and attitude of the occupants and ultimately the bottom line.

To learn more about Betco's Green Earth Cleaning Program and successful implementation guidelines please visit the Green section of Betco's website @ [www.betco.com](http://www.betco.com).

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[i]Guide to Green Cleaning Healthier cleaning and Maintenance Practices and Products for Schools. Healthy Schools Network, Inc. Albany, New York. 2006

[ii] Healthy School Environments and Enhanced Educational Performance - The Case



## **Daily Scrub SC Rescues Floor Maintenance Budgets**

Many school systems are facing the dilemma of tightening budgets and the desire to keep their floors looking great. This year schools are turning to the scrub and recoat process instead of a full strip out. Top scrubbing with [Daily Scrub SC](#) and the maroon microfiber pad quickly and evenly removes the top coats of finish. Fewer coats are needed because this even abrasion leaves less heavy swirl marks. When school budgets are tight, the scrub and recoat process will get you through the year and keep your floors looking beautiful. The process is so simple:

1. Top Scrub with auto scrubber and Daily Scrub SC.
  - a. Dilute Daily Scrub SC at 1 oz. per 4 gallons of water

of Charles Young Elementary School, Washington DC, Carpet and Rug Institute. January 2002.

[iii] Leonard R. Krilov, MD, Impact of an Infection Control Program in a Specialized Preschool, American Journal of Infection Control, 1996:24:167-173.

## Genie™ B Gets A+ in Cleaning

John Mitchell - Equipment Product Manager



The [Genie™ B](#) is a battery operated all purpose automatic scrubber that brings the benefits of automatic scrubbing to small and congested areas. So why would you clean classrooms and hallways with a mop and bucket when you can use the Genie™ B to do the job!

To truly clean a floor, the most important element is the removal of dirt. To remove dirt it must be dislodged from the floor surface and transported away. A mop and bucket only spreads dirt but the Genie™ B effectively and quickly extracts dirt from floor surfaces and carries it away. Lab results show that floors are up to 10 times cleaner when cleaned with an automatic scrubber compared to a mop and bucket.

Newly mopped floors can stay wet for more than 15 minutes creating a slip and fall hazard. The Genie™ B uses a vacuum motor to remove excess water from floors after cleaning, leaving them drier sooner. This feature can help reduce slip and fall injuries in your educational facility, thus making it the right choice for safety.

If the fact that it cleans better and dries floors faster is not enough it also is available for lease through Betco's partners All Lines Leasing. Low monthly payments can lead to ownership of this innovative cleaning equipment. This opportunity is ideal for tight school budgets that need better cleaning equipment. Interested? Simply contact your Betco Regional Manager, Betco Distributor,

(1:512).

- b. Use a maroon pad.
2. Detail mop the perimeter.
3. Check for residue and rinse if necessary.
4. Coat the floor with [Hard As Nails®](#) or other Betco® floor finish.

Daily Scrub SC can keep floors looking great year round. This economical cleaner dilutes up to 1:1024 for daily cleaning. One quart bottle makes 256 gallons! Visit the Floor Care section of [www.betco.com](http://www.betco.com) to view all or our floor care solutions today.

### Featured Brochure



Betco has a "School Solutions That Cut Costs" Brochure to help you stretch your maintenance dollars this upcoming school year. We've put our blueprint for saving into one simple, easy to read brochure. [Click here to download](#) it and to see how we

or visit the "What's New" section of [www.betco.com](http://www.betco.com) for a quote.

can reduce your maintenance costs by 50% and increase labor savings by up to 66%. Maximize your educational facilities financial resources by choosing Betco.