



The Cleaning Edge™

February 2007 Edition

AT A GLANCE



**New look for
Newsletter**



**The Remedy
for Your
Ailing Floor**



**Toughman 21
Tough on
Finish**

What's New



- Lockable and tamper resistant
- Can be mounted in corners
- Simple training aids insures right product is used

The Cleaning Edge Newsletter Makes Debut

~Requill Buchanan - Communications Director

Betco News is now The Cleaning Edge Newsletter. This monthly communication will keep you informed of what Betco is doing and where we're going as a company. Only The Cleaning Edge Newsletter allows you to be the first to know about our latest innovations and productivity enhancing programs.

With our new newsletter design we are welcoming new story ideas as well. Please let Betco know what you want more of by emailing rbuchanan@betco.com.

Have some friends or colleagues that you would like to add to The Cleaning Edge Newsletter mailing list? Send their name, email address and company information to rbuchanan@betco.com.

Product of the Month

Sure Cure™ - New and Improved Formula

~Curt Hitchner - Category Manager Floor Care

One thing that is definitely changing in our industry is the type of flooring we see in the facilities we service. Normally, we are used to seeing mainly VCT and Terrazzo, but now we're seeing a mix of various flooring types including: laminates, stone, concrete, and vinyl flooring.

The Betco Coatings Lab typically receives several samples of these flooring types to test for adhesion throughout the year. If these flooring types are designed to be coated, one product is typically the recommendation – Sure Cure™. Since these "alternative floorings" will continue to be marketed to commercial facilities, we have improved this formula to achieve even better results. Sure Cure™ can be used as a sealer coat and top coated with other Betco finishes or just used as a stand alone sealer/ finish.



The improved Sure Cure™ provides the following key benefits:

- **Improved adhesion** (even laminates)
- **Better scuff and black mark resistance**
- **Improved stripability**
- **Better recoating**

Remember that there are several manufactures of similar materials out there, and their recommendations for applying coatings vary greatly. Some are coated for appearance and protection, while others are not clearly defined. Refer to the manufactures "care and maintenance" directions on their Web site for acceptable coating



- Strong cleaner disinfectant, and deodorizer.
- Outstanding value versus traditional aerosol foam bathroom cleaners.
- Powerful foaming action clings to vertical surfaces.

Did You Know?



procedures. Testing in a small area is always recommended. When unsure use – [Sure Cure™](#)!

Want assistance in selecting the appropriate finish for your floors? Contact your Betco Regional Manager for a thorough analysis.

Stripping Made Easy

~Chris Keene - Category Manager Equipment

One of the most labor intensive jobs is the restorative process of stripping and refinishing floors. Completely removing all layers of floor finish is not only a lot of work but you really need to do it right the first time... or it's a lot more work!

Betco offers some unique and innovative machines designed specifically for the stripping process:

- **Large area (up to 25,000 sq.ft./hour)**
 - [Big Bertha™](#): is propane powered and features triple counter-rotating brushes that easily remove multiple layers of finish.

- **Small/Medium area (up to 7,500 sq.ft./hour)**
 - [Toughman 21](#): offers a unique orbital action that improves productivity and virtually eliminates solution splash.

- **All areas (up to 35,000 sq.ft./hour)**
 - Pourman Applicator: eliminates the need for a mop and bucket, features a tip and pour design for easy clean up.



Greg Gangelhoff has been promoted from Regional Manager to Equipment Specialist.

Greg will be responsible for sales support, development, and training for Betco's comprehensive line of equipment in the U.S. and Canada.

Betco's Facility Estimator Program can help determine the

equipment needs for any facility by illustrating productivity data and the return on investment. Working smarter not harder is easy with Betco Corporation, for more information on Betco Equipment visit our website www.betco.com.

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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