



# The Cleaning Edge™

May 2007 Edition

## AT A GLANCE



**New OMU  
Formulas**



**New Peroxide  
Certifications**



**Online  
Training**

## What's New



**FAST  
DRAW®  
BUCKET FILL**

- Dispenses up to 9 gallons per minute to quickly fill large auto scrubbers
- Easily attaches to FastDraw bottles
- Quick disconnect for instant water connection

## OMU's Reformulated for Improved Durability

~Curt Hitchner, Category Manager Floor Care

While 12 states have lowered VOC limits for architectural coatings including Oil Modified Urethane products, many states have not. Betco's water-based coatings are an excellent choice for lower VOC wood coatings but for end-users that have not transitioned to water-based coatings they still need quality OMU's that meet individual state VOC restrictions and perform to their standards. Even though Betco has seen tremendous growth in the use of water-based gym floor coatings, we have still dedicated resources to improve our OMU formulas and continue to remain competitive in that market segment.

Betco® 1 Coat, Marathane™ 35 and 45 all have new formulas.

Marathane™ 45 will replace the existing name for the Marathane product. The new Marathane™ 45 formula now has 45% solids for increased gloss depth and durability.

Key points with the new formulas:

- No price change
- Same inventory/ order numbers
- Improved durability
- Same dry/ cure times

- A sticker advising not to mix existing inventories will be on the pails.
- May 8, 2007 - Inventory available for all orders

Betco offers a complete line of OMU coatings for annual re-coatings, new floor installations and newly sanded floors. The full line includes:



Marathane™ 45



Betco® 1 Coat



Marathane™ 35



Betco® OMU 350



Betco® OMU Sealer

Need help selecting the right product for your floor? Contact your Betco regional manager and ask for their expertise.

## Peroxide Cleaner Green Seal Certified

### ~Barry Rosenthal, Category Manager

Betco's Green Earth® Peroxide Cleaner is so versatile you can use it practically anywhere from glass, restrooms and even carpet. Previously, only the Fastdraw had Green Seal certification but now, we have Green Seal certification for all sizes of the Green Earth® Peroxide Cleaner including gallons and 55 gallon drums.

There are many peroxide cleaners on the market but it is important to realize that not all peroxide cleaners are created equal. We looked at several criteria to evaluate the different peroxide cleaners on the market.

Cleaning performance is the first criteria to examine. One of the main uses for peroxide cleaners is cleaning tough soap scum in restrooms. Soap Scum is a combination of hard water and soap residue. This chemical bond is very difficult to break with traditional cleaners. Our lab performed a series of tests utilizing soap scum. Soap scum was baked into the tiles and each tile was immersed in Peroxide Cleaning solution for 1 minute @ 1:64 dilution (2 oz./gal). We analyzed gloss retention on black tiles as a measure of cleaning performance versus the competition.

## Product of the Month



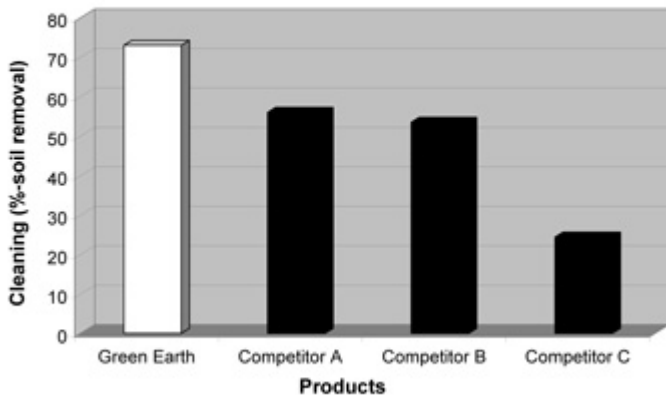
### Green Earth® RTU Peroxide Cleaner

- Clean virtually anything with this versatile product
- Excellent streak free glass cleaner
- Color safe - will not stain surfaces or clothing like traditional bleach cleaners

(See figures 1 & 2 below). As seen in the graph, the GE® Peroxide Cleaner had far better soap scum removal than any of its competitors.

### Soap Scum Cleaning Performance

Conditions: Soak Test, 1-minute, 1:64 dilution, 74F, 150ppm Water



### GLOSS RETENTION PERFORMANCE

CONDITIONS: Immersion Soak Test, 1-minute, 1:64 dilution, 74° F, 150 ppm Hardness, soil-soap scum



Corrosivity is a measure of the aggressiveness of a cleaner. In general, the more neutral pH products will be less corrosive. Most competitive peroxide products are formulated on the acid side. Betco's reformulated Green Earth® Peroxide Cleaner is on the neutral side with a pH near 7. As demonstrated in figure 3, notice how the competitive products attacked the marble and Betco's GE® Peroxide Cleaner showed no deleterious effects.

### Did You Know?

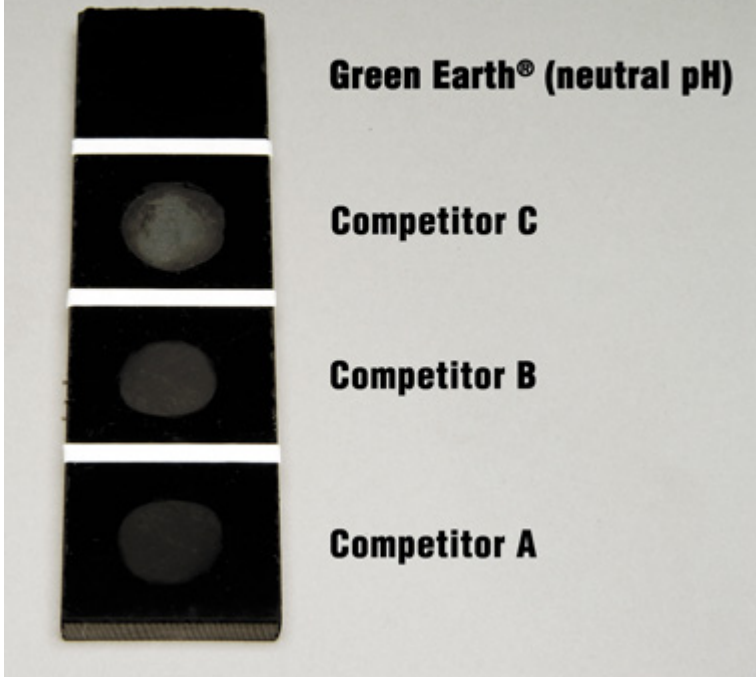


Betco's Wall Chart Creator Program allows you to create customized wall charts from your computer for Betco's FastDraw chemical management system. Contact your local Betco distributor for more information.

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## PRODUCT HARD SURFACE COMPATIBILITY

CONDITIONS: Substrate Marble, Contact time 30 seconds, Product Basis Application



As shown above not all peroxide cleaners are the same. Betco's GE® Peroxide Cleaner has the certifications, cleaning performance and safety characteristics to meet any users need. It clearly stands far above the competition. Betco's continuing goal is to develop products, programs, and procedures that meet or exceed health and environmental standards while providing cost effective benefits to accomplish your maintenance goals. We want to encourage our users to go green and strive to make the transition as seamless as possible.

To learn more about the Green Earth® Peroxide Cleaner and entire green program, please click on the green section of our Betco website at <http://www.betco.com>.

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### Training Videos Now on the Web

**~Requill Buchanan, Communication Coordinator**

Training is essential to ensure that individuals perform their job duties correctly and efficiently. The jan-san industry is no exception to the rule. Proper training reduces accidents and gives end-users the confidence needed to perform a job well done. Many cleaning professionals have relied on Betco to provide them with outstanding training tools.



Now you can view Betco's extensive collection of training videos on our website absolutely free. Just visit [www.betco.com](http://www.betco.com) and click on the training video link to watch these full length training videos:

- [CGC System: Clean It, Glu It, Coat It!](#)
- [OSHA Hazard Communication](#)
- [OSHA Bloodborne Pathogen](#)
- [Basic Cleaning Techniques](#)
- [Life Cycle of Carpet Care](#)
- [Educational Facility Disinfection](#)
- [Restroom Sanitation](#)
- [Proper Hand Care](#)
- [Patient Room Disinfection](#)
- [Life Cycle of Floor Care](#)
- [Quick Coat 2 Applicator](#)
- [Slip and Fall Prevention](#)
- [Sports Zone Wood Floor Care](#)

After watching the video complete our online exam to earn your certificate of completion. From regulatory compliance to appropriate procedures, each training module provides practical knowledge that ensures results in employee performance, motivation and skills.

Betco offers Spanish training modules as well. Contact your distributor or our customer service department at 1-888-GO-BETCO for more information.

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

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