



The Cleaning Edge™

March 2007 Edition

AT A GLANCE



Jan San Industry Loses Pioneer



Best Recoat Option for your gym floor



To Disinfect or Sanitize?

What's New



FAST DRAW® FOAMER

- Easily attaches to FastDraw bottles
- Quick disconnect for instant water connection
- Foaming attachment great for cleaning large areas

Carl J. Betz, Betco Founder Passes

Carl J. Betz passed away at the age of 83, February 24, 2007, in the Isles of Capri, FL.



Having earned his business degree from—and played football for—the University of Toledo in Toledo, OH, Mr. Betz and his wife, Ann, co-founded the Betco Corp. in 1950, a janitor supply distributor that quickly turned manufacturer with just two products: Betco Concentrate all purpose cleaner and Virox

disinfecting toilet bowl cleaner. Mr. Betz retired as CEO of the company in 1990. Today, Betco is a leader in the jan san market, manufacturing more than 400 chemical formulations and 50-plus models of floor care equipment and employing over 300 people in its five plants located in Toledo; Stoneville, NC; and Holland, MI. Betco joined ISSA in 1954 and has remained a member—and strong association supporter—ever since. By 1998, Betco had already attained ISSA Star 40 status, which is awarded to companies that have exhibited in the association's annual North American convention for at least 40 years. In fact, Mr. Betz continued to attend the show personally through last year.

Outside the industry, Mr. Betz was a member of a variety of organizations, including the Toledo Rotary, the Inverness Country Club, the Island Country Club, the San Marco Catholic Church, and Toledo's Gesu Catholic Church. He also was an accomplished pilot, enthusiastic boater, and avid golfer. (He was a five-time club champion at Marco Island Country Club.)

Mr. Betz is survived by his wife, Ann; five children, Paul (and spouse, Randi), Christine (and spouse, Gary) Hartman, Daniel, James (and spouse, Cindy), and Brenda (and spouse, Mike) Kelly; and 10 grandchildren.

Gym floor recoat season is right around the corner

~Joe O'Malley, Sport Floor Channel Manager

Recoating gym floors on an annual basis with approved high performance sports floor coating is an integral part of maintaining its overall appearance. It not only removes topical marks, scuffs and enhances gloss, but it also contributes to peak athletic performance during competitive play. Most importantly it protects the wood and the painted lines & logos.

Gyms are in constant use.

Product of the Month



Speedex Concentrate

- Concentrated heavy duty surface cleaner
- Instantly penetrates and dissolves the toughest soils.
- Leaves little or no residue.

Did You Know?

Downtime for maintenance is at a premium. Betco's CGC™ (Clean it, Glu it, Coat it) System is the most effortless and effective method of recoating a gym floor at anytime of the year that's convenient for all parties involved. Now you can place the floor back into service the very next day.



There's no obnoxious odors and is easy to apply in three simple steps:

- The existing coating is cleaned with [PK Cleaner](#) and blue scrub pads and rinsed with water.
- Apply [TyGlu™](#) bonding agent.
- Apply just one coat of [SS Gym Coat](#) for "Coat Today, Play Tomorrow".

Remember, a typical High school Gym floor can cost upwards of \$100,000 to replace. Recoating protects your investment!

Betco's Sports Zone™ Program is the most comprehensive sports floor appearance enhancement program available today. Contact your local Betco Distributor for more information or demonstration.

Infection Control – A Helpful Reference Guide

~Barry Rosenthal, Category Manager

The topic of infection control can be very intimidating. From understanding different bacteria, virus and fungi to knowing when to use a sanitizer or a disinfectant, the whole topic can become very confusing. Plus, regulations are always changing. Trying to stay abreast of the new regulations is extremely difficult. Gaining a better understanding of the topic will help you diagnose the proper products and procedures for the situation, develop guidelines to help stop the spread of infections and create a healthier workplace for workers and patients. The following topics are addressed in the following attached article:



Betco's Value Menu offers 17 economical products from degreasers to burnishers. [Click here to view entire selection.](#)

- I. Disinfectant Basics
- II. General Terminology
- III. Bacteria
- IV. General Disinfection
- V. Sanitization
- VI. Food Contact Surfaces
- VII. Disinfectant Claims
- VIII. Formulation Questions
- IX. Safety
- X. Labeling
- XI. Dye and Fragrance Questions
- XII. US EPA
- XIII. Extensive Glossary of Terms



[Please click on her to read the entire article.](#)

For more detailed information on Betco's complete line of disinfectant and sanitizers, please visit www.betco.com

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

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