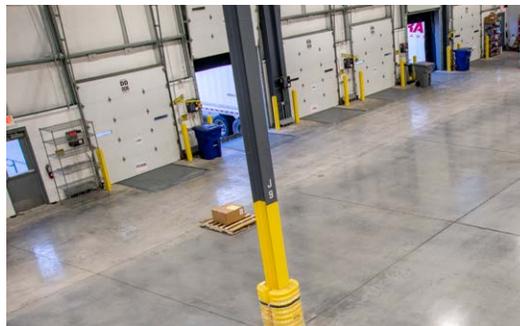


# ENVIROZYME<sup>®</sup>

PROBIOTIC SOLUTIONS



**BETCO<sup>®</sup>**



# Micro Cleaners. Major Impact.

Biology provides a better way, and we're partnering with nature to solve the biggest challenges posed by the cleaning industry. Our program replaces the thousands of harmful chemicals released into indoor and outdoor environments every day with a single cell in a fermentation tank. Under the exact right conditions, this small probiotic multiplies by billions to make an impact beyond measure.





# We Grow It, So We Know It

Betco is the only chemical manufacturer in the world to ferment our own beneficial bacteria to produce targeted probiotic cleaning solutions. With unmatched expertise in growing and blending probiotic liquid, solid, and powder products, we offer you more than others who rely on common, mass-produced blends of bacteria.



## Exceptional Quality

From research and development to blending to packing and shipping, we do it all in one state-of-the-art facility. Our strategic agility and comprehensive outlook set us apart, allowing us to consistently deliver exceptional quality.



### Full Technical Lab

We guarantee our high-yield strains and blends to be contamination-free and always with the correct bacteria count



### Best-In-Class Equipment

Each step of the process depends on the industry's leading technology and equipment, and our facility is one of the most advanced in the U.S.



### Technical Expertise

A team of the best researchers, scientists, engineers, and professionals collaborate to set a continually higher standard in fermentation



### Compliance Leader

We're proud to be ISO certified, cGMP compliant, and FDA registered

## Performance Innovation

Other manufacturers purchase generalized bacterial strains from fermenters and use them in every product formulation. Because we control every process from seed to finished product, we are able to highly specialize our market-driven solutions for superior performance.

### Targeted Strains

We carefully select strains based on their demonstrated efficacy against specific soils and suitability for certain applications

### Supplemental Nutrients

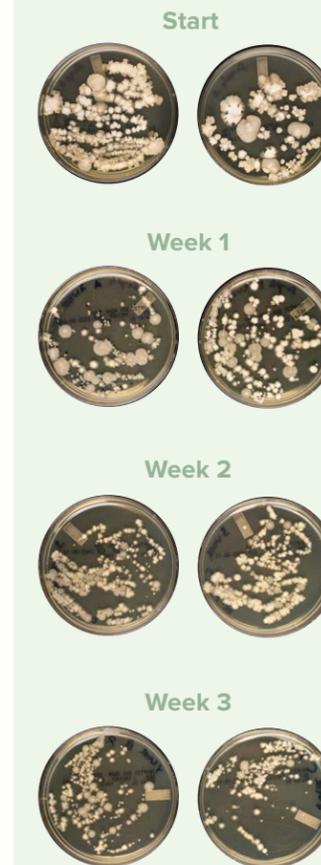
Our formulas include proprietary nutrient packages that boost probiotic growth, providing better results faster

### Extended Viability

As proven in scientific testing, probiotics grown by Betco continue to work for 21 days after introduction to typical cleaning contexts

### Configuration Capabilities

Options include powders in water-soluble pouches, extruded solids, and liquids in various concentrations



### Extended Viability

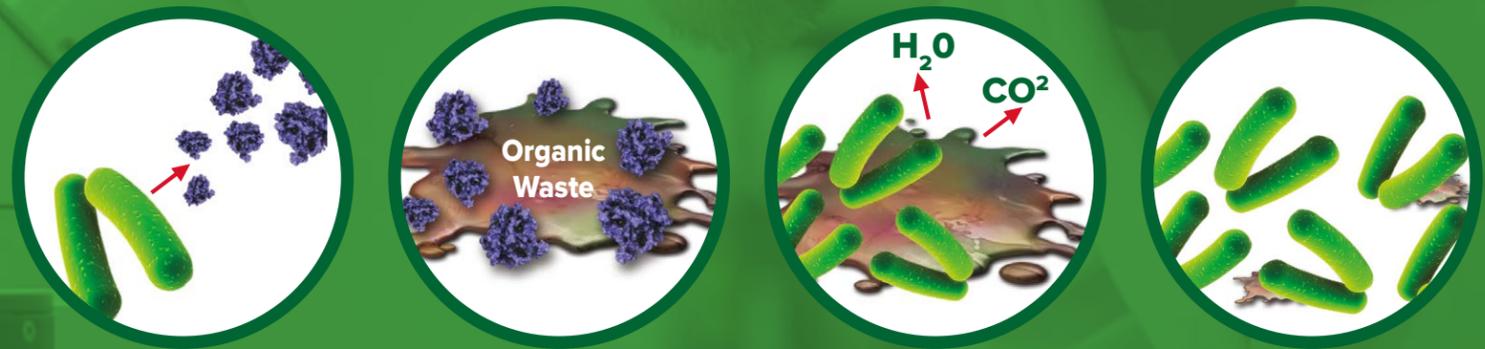
Sprayed Push® on material and wiped top surface. Swabbed material for 3 weeks. Bacteria still viable after 21 days, proving continuous cleaning benefits.





# The Science Behind Probiotic Cleaning

Bacteria are living cells that must eat to survive. Probiotics are a type of bacteria that do not cause illness and actually provide benefits, like aiding with digestion and immunity. As a cleaning technology, probiotics remove all types of organic soils by consuming them.



## Advanced Odor Control

As organic matter decomposes, volatile fatty acids (VFA) are produced, which cause malodors. In addition to breaking down and digesting the organic matter, certain probiotics actually break down and digest VFA. This is how probiotics completely eliminate malodors by attacking them at their source.



## Probiotics Create Enzymes

Different probiotic strains produce different enzymes, and the effectiveness of those enzymes varies against different soils based on their unique 3D shape. For example, select bacteria produce the enzyme lipase, which specifically breaks down fats. This is why strain selection matters.

## Enzymes Break Down Soils

If bacteria did not create enzymes, complex food would take too long to disintegrate into consumable components, and the bacteria would not be able to eat enough in a short enough period of time to survive and reproduce.

## Probiotics Digest Soils

When bacteria consume soils, the only byproducts are more bacteria, carbon dioxide, and water. Studies show that bacteria can digest petroleum-based soils as well as fats, oils, greases, and other food-based soils.

## Bacteria Continue to Create Enzymes

No waste is left behind because bacteria continually feed on and digest the food source until there is nothing left. This stands in contrast to "free enzymes," which are used up in the cleaning application and do not provide continuous cleaning.

### Enzyme Type • Targeted Soils

Target	Fats, Oils, Greases	Paper	Starch	Protein	Uric Acid
Enzyme	Lipase	Cellulase	Amylase	Protease	Uricase



# Proving the Technology

At the core of our unique approach to research and development is a team of experienced chemists and microbiologists with the expert knowledge and technology to perform rigorous internal testing. Through a series of investigations, our staff of scientists was able to verify the high performance of our probiotics in a variety of applications.



## Probiotics vs. Conventional Cleaners

Conventional cleaner applied in C pattern (Top).

Push applied in B pattern. Incubated 24 hours. C (conventional) barely visible. Expanded B (Betco Push) pattern indicates organic material digested (Bottom).

Note: Organic material dyed red for visual purposes.

**B Pattern Indicates Enhanced Probiotic Cleaning Performance**



## Multi-Stain Panel

Soils applied to marble surface (green dye, coffee, mustard, grape juice, red wine). After 1 hour, soils wiped, creating stains. No Rinse Floor Cleaner applied, dwelled 5 minutes, then wiped. Stains no longer visible.

**Stains Completely Removed**



## Grease Trap Simulation

Kitchen grease buildup in jar simulates grease trap. Drain and Grease Trap applied. After 7 days, three-fourths of buildup digested.

**Buildup Reduced by 75%!**



## Drain Test

Kitchen grease and food particles built up in drain. Drain and Grease Trap applied daily. After 7 days, significant improvement to drain flow visible.

**Flow Greatly Improved!**



# Push® Now Available in 3 Great Fragrances!

One-product solution effective for use on any hard surface, drain maintenance, carpet stain removal, and odor mitigation. Push® is available in Classic Mint, Lemon & Sage, and Mango!



# Probiotic Applications



## Drains

Probiotics prevent clogs, reduce odor, mitigate fruit flies, and extend the life of the drain area. A main sewer clog can cost up to \$800 along with additional plumbing repairs, and removing and replacing old pipes can cost several thousands of dollars.



## Floors

Probiotics go beneath the surface to remove stains and soils from all floors, even porous tile/grout and carpet, and they continue working even when dry. Odors and buildup are eliminated at the source for a clean, safe surface with improved traction.



## Urinals

Probiotics degrade uric acid, which is the leading cause of scaling. Often unnoticed until severe, scaling impedes urinal flow, blocks pipes, results in unpleasant appearance and odors, and can even require costly infrastructure replacement.





# Probiotic Applications



## Docks

Probiotics target petroleum soils to reduce malodors and greasy films on cement, increasing overall safety.



## Dumpsters

Probiotics provide long-term odor control for foul-smelling commercial dumpsters, which can invite pests, and become a public nuisance.



## Portable Toilets

Targeted probiotic formulas digest solids and paper for extended periods of time, reducing dumping fees for sanitation companies due to diminished tank contents. Probiotics consume malodors at the source, leaving behind a pleasant fragrance.



## Grease Traps (interceptors)

Probiotics will reduce the frequency of pump outs—which cost up to \$1,500 for poorly maintained traps and thousands for emergency situations. Probiotics also help eliminate expensive FOG exceedance surcharges charged by municipalities, as well as neutralize malodors.



## Beverage Tower Trays

Probiotics can prevent the formulation of sugar snakes, control odors, and help unclog blocked lines. By removing their food sources, they can also help mitigate common pests like fruit flies.



## Garbage Disposals

Probiotics will degrade buildup and help prevent downstream clogging, leaving kitchen sinks clean, odor-free, and running smoothly.





# Performance, Cost, and Environmental Benefits

Commercial cleaning habits are changing, and harsh chemicals are no longer the best way to remove fats, oils, greases, and petroleum soils.



## Continuous Cleaning

Long-lasting performance after initial application provides a better value

## Labor Savings

Soils do not build up, making surfaces easier and faster to clean

## Downstream Benefits

Prevent buildup of fat, oil, and grease (FOG) in facility plumbing, septic systems, and municipal sewer systems

## Versatile

Effective on both hard and soft surfaces and in many applications

## Green Alternative

Compared to traditional cleaning chemicals, probiotic cleaners are better for the end user and the planet

- Non-Caustic and Non-Acidic Chemistry
- Non-Toxic, Organic Ingredients
- Natural End Product
- Biodegradable
- Renewable



## Become an Expert with Professional Training

Train with the best at Betco U! We offer in-depth functional training on probiotic cleaning technology, including how it works, where to use it, why to use it, and how to sell it.

### E-Learning Courses

Our courses have tools for every learning style—including video and interactive exercises. Simple, easy to follow learning modules walk you through everything you need to know about EnviroZyme Probiotic Solutions.

- Introduction to Probiotic Solutions
- Probiotic Solutions for Food Service
- Selling Skills Development

### Hands-On Training at Your Location

Betco will develop a personalized Probiotic Solutions curriculum and teach it at your facility. With 100+ representatives across North America, trainers can come wherever needed at any time of day or night.

### Distributor Training at Betco HQ

Sales partners can enhance their expertise at Betco HQ by taking a multi-day deep dive into probiotic cleaning, including why Betco, end user needs, and sales and demonstration strategies.



PRODUCT NAME	BENEFITS	SKU #	SIZE
<b>FLOOR</b>			
No Rinse Floor Cleaner	<ul style="list-style-type: none"> <li>Probiotic bacteria clean below the tile and grout surface</li> <li>Prevents slips and falls in kitchen/food prep areas</li> <li>Lightens grout lines with repeated applications</li> </ul>	25804-00 25805-00 25847-00 25877-00	4 x 1 Gal Bottles 5 Gal Pail 4 x 2 L Fast Draw Bottles 15 Gal Drum
<b>GARBAGE DISPOSAL</b>			
Garbage Disposal Cleaner	<ul style="list-style-type: none"> <li>Foaming action cleans hard to reach areas</li> <li>Keeps disposals smelling fresh</li> <li>Convenient water-soluble package</li> </ul>	2605P7-00	30 x 2 oz. Pouches
<b>DEGREASER</b>			
Grease Solv	<ul style="list-style-type: none"> <li>Probiotic package specifically targets petroleum soils</li> <li>Continues to digest soils downstream</li> <li>Very effective on porous concrete surfaces like loading docks or car service bays</li> </ul>	260104-00 260105-00 260155-00 260127-00	4 x 1 Gal Bottles 5 Gal Pail 55 Gal Drum 275 Gal Tote
<b>MULTI-PURPOSE</b>			
Push <sup>®</sup>	<ul style="list-style-type: none"> <li>Available in three scents, Classic Mint, Lemon &amp; Sage, and Mango</li> <li>One product solution to clean any hard or soft surface</li> <li>Effective on tile, grout, porcelain, drains and carpet</li> <li>Eliminates malodors completely</li> </ul>	<b>Classic Mint</b>	
		13312-00 13347-00 13304-00 13305-00 13377-00 13355-00	12 x 32 oz. Bottles 4 x 2 L Fast Draw Bottles 4 x 1 Gal Bottles 5 Gal Pail 15 Gal Drum 55 Gal Drum
		<b>Lemon and Sage</b>	
		260712-00 260704-00 260705-00	12 x 32 oz. Bottles 4 x 1 Gal Bottles 5 Gal Pail
		<b>Mango</b>	
		260812-00 260804-00 260805-00	12 x 32 oz. Bottles 4 x 1 Gal Bottles 5 Gal Pail
<b>URINAL</b>			
Urinal Puck Blue DSL Puck	<ul style="list-style-type: none"> <li>Controls scale buildups and blockages in traps and pipes</li> <li>Works in all types of urinals and troughs</li> <li>Eliminates malodors leaving behind a fresh scent</li> </ul>	2603RP1	50 Pucks (1 7/8" x 50 g)
<b>PORTABLE TOILET</b>			
Wild Berry Malodor Counteractant	<ul style="list-style-type: none"> <li>Concentrated non-formaldehyde powder with probiotic waste digesters</li> <li>Packed in pre-measured water soluble pouches for easy dosing</li> <li>Effectively eliminates odors and leaves a pleasant fragrance</li> </ul>	Z700P15-00	8 x 1 oz. Pouches
<b>DUMPSTER</b>			
Dumpster Treatment	<ul style="list-style-type: none"> <li>Rich clinging foam for extended cleaning and odor control</li> <li>Three different odor control components - Fragrance, malodor counteractant, and probiotic bacteria fight odors long after initial application</li> <li>Available as a 32 oz. bottle with a hose end sprayer for convenient application</li> </ul>	260912-00 260904-00 260905-00	12 x 32 oz. Bottles 4 x 1 Gal Bottles 5 Gal Pail
<b>GREASE TRAP AND DRAIN</b>			
Drain and Trap Treatment	<ul style="list-style-type: none"> <li>3.5x the industry standard CFU per gallon</li> <li>Regular treatments reduce pump outs</li> <li>NSF International certified for use in all food areas</li> </ul>	260012-00 260004-00 260005-00	12 x 32 oz. Bottles 4 x 1 Gal Bottles 5 Gal Pail
Grease Trap and Drain Cleaner	<ul style="list-style-type: none"> <li>Extended release block for continuous treatment eliminates the cost of daily or weekly treatments</li> <li>Saves money by reducing the frequency of manual cleanouts, preventing blockages, and lowering grease disposal costs</li> <li>Reduces malodors associated with organic waste and sludge</li> </ul>	Z320C14	64 Pucks (2 1/2" x 8 oz.)
Drain Treatment Neem	<ul style="list-style-type: none"> <li>Helps prevent formation of sugar snakes</li> <li>Mitigates fruit flies by digesting their food source</li> </ul>	Z321C12	100 Pucks (1 1/4" x 9/16")
<b>EQUIPMENT</b>			
Drain Station Dispenser	<ul style="list-style-type: none"> <li>Automatically dispense probiotic drain maintainers into drains and grease traps</li> <li>Available in both battery and electric power</li> </ul>	91687-00 (Battery) 91686-00 (Electric)	1 Dispenser/each 1 Dispenser/each
Foam Gun	<ul style="list-style-type: none"> <li>Uses metering tips to instantly dilute foaming solution</li> <li>Simply hook up to any garden hose to produce clinging foam</li> <li>Recommended for use with Dumpster Treatment</li> </ul>	90273-00	1 Foam Gun/each
Dumpster Spray System	<ul style="list-style-type: none"> <li>Automatically treats dumpsters throughout the day</li> <li>Programmable dates, times, and application duration</li> <li>Adjustable spray nozzle permits desired spray coverage</li> </ul>	98474-00	1 Dispenser/each



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Item #92671-92

