

## Betco® Rectifies Detrimental Malodor for Fraction of Alternative's Cost & Time



Serving primarily as a residential area and rural home to commuters from nearby cities, the foundation of this historic village is its Town Hall, which houses open “grass roots” government meetings typical in the region. Built in the 1930s, the Town Hall hosts city government offices and it—along with the nearby police station—underwent renovations in the 2010s that included updating the sewage systems. After the renovations, both buildings were completely permeated by an intense sewer odor.

**98.6%**  
*Time Savings*  
with *Betco Solution*

## THE CHALLENGE

- Severe smell of sewage that had lasted several years
- Failure of numerous consultants to find the malodor's cause
- Hindrance of the facilities' important governmental functions



## THE SOLUTION

Having received a plea for help from the distributor salesperson who serviced the town government, the Betco representative quickly arranged to survey each building. During his top-to-bottom inspections, he discovered two problems stemming from faulty plumbing installed during the renovations that so many before him had missed.

- In the town hall, an exterior drain persistently clogged and was causing water to back up inside of the building.
- In the police station, their large primary holding tank with a capacity of over 3,000 gallons was not draining properly to the outside.

*In both cases, sewage was allowed to accumulate and fester. Aware that the affected matter was organic in nature, the Betco representative prescribed 2 EnviroZyme Probiotic Solutions: Push® was manually applied to the town hall's exterior drain after cleaning, and DT 7 was set up in a drain station to automatically feed the police station's holding tank daily. These probiotic products are formulated with beneficial, non-harmful bacteria that produce targeted enzymes that work to degrade various organic wastes, providing continuous cleaning, complete odor control, and downstream benefits. Because bacteria deliver a superior clean, there is no need for harsh caustics or acids, making probiotics safer than traditional cleaners and degreasers and saving on costly water treatment.*

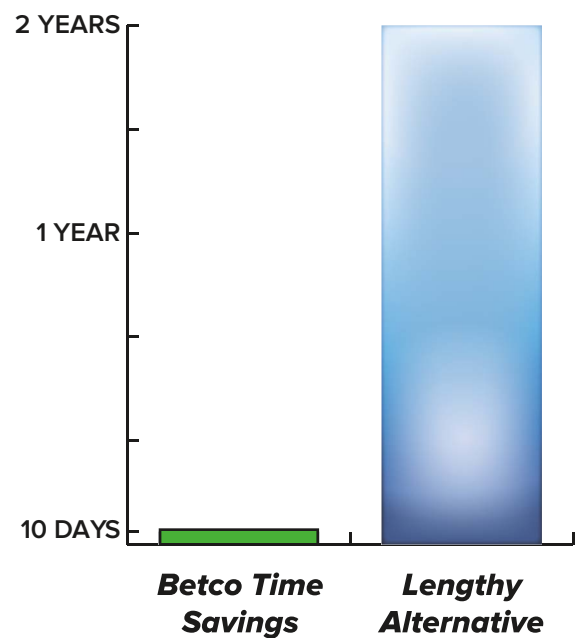
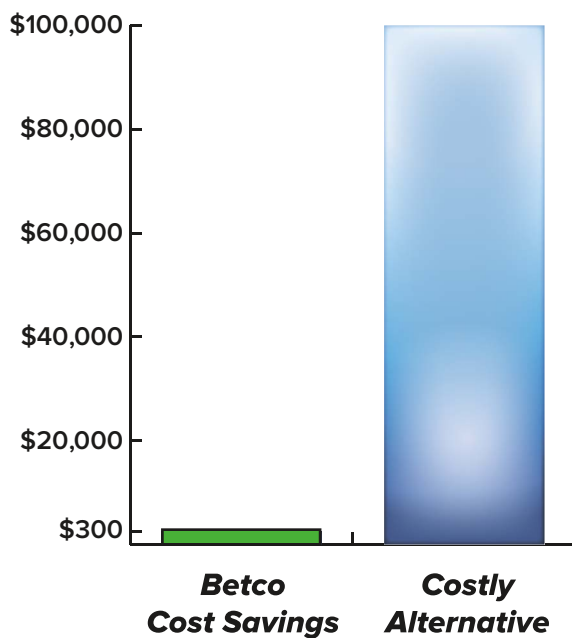
# THE RESULTS

By the time the Betco representative left each building, the sewer smell had already noticeably decreased. Within 24 hours, no smell was detectable except in the basements, and after 3 more days, the malodor was completely eliminated from both the town hall and the police station. All of this occurred within 10 days of the Betco representative receiving the initial phone call.

# 99.7%

## Cost Savings with Betco Solution

Further, with a cost of only a few hundred dollars, the Betco solution was less than half a percent (0.3%) of the expense associated with the town's only remaining alternative: reworking all of the sewerage plumbing, the price tag for which they conservatively estimated at \$100,000. Not only would the costly and unplanned project have depleted funds earmarked for other initiatives, it would have also taken at least two additional years due to the governmental construction bidding process and caused further disruption to the buildings' central functions.



*Are you plagued by seemingly unsolvable facility cleaning and maintenance challenges?  
Talk to Betco about straightforward solutions without exorbitant time or cost.*



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