

Betco® Offers Nearly \$900,000 in Savings with Probiotic Cleaning Program

This large supermarket chain has over 200 stores in the Northeast and Midwest regions and is ranked in the top 50 largest retailers in the United States. Due to an interest in Betco® equipment, two representatives from Betco were visiting select locations and learning more about the company's day-to-day operations. Through conversations with stakeholders during the discovery phase, they learned that the floor drains in the food preparation areas—which eventually flow to grease traps—were causing problems for the stores.

95%
*Reduction in
Clog Incidents*



THE CHALLENGE

- *Fat, oil, and grease (FOG) was not breaking down and flowing through the drains*
- *Pipes and plumbing were continually clogged by FOG*
- *Maintenance to remove clogs was costly and inconvenient*

THE SOLUTION

The Betco representatives recommended a trial of Drain and Trap Treatment, a probiotic cleaner and maintainer. With a specially formulated blend of bacteria, this product degrades FOG and short- and long-chain fatty acids that are the root cause in clogging drain lines and grease traps.

Automatic dosing systems were installed in both the rotisserie chicken/fryer and deli preparation areas. Each night, 30–40 ounces of product were pumped into the fryer area floor drain, and 10 ounces into the deli area floor drain. In addition, because the floor drain in the butcher shop was in the center of an open room and could not be equipped with an automatic pump, a quart of product was manually dosed into that drain once every few days.

Drain and Trap Treatment:

- *Is NSF International Certified for use in all regulated food processing and food service environments*
- *Contains 3.5x the industry standard CFU per gallon (700 billion)*
- *Won't damage pipes or traps*
- *Is safer for the end user due to a neutral formula that doesn't contain caustics or acids*
- *Has the added benefit of mitigating fruit flies by removing their food sources*

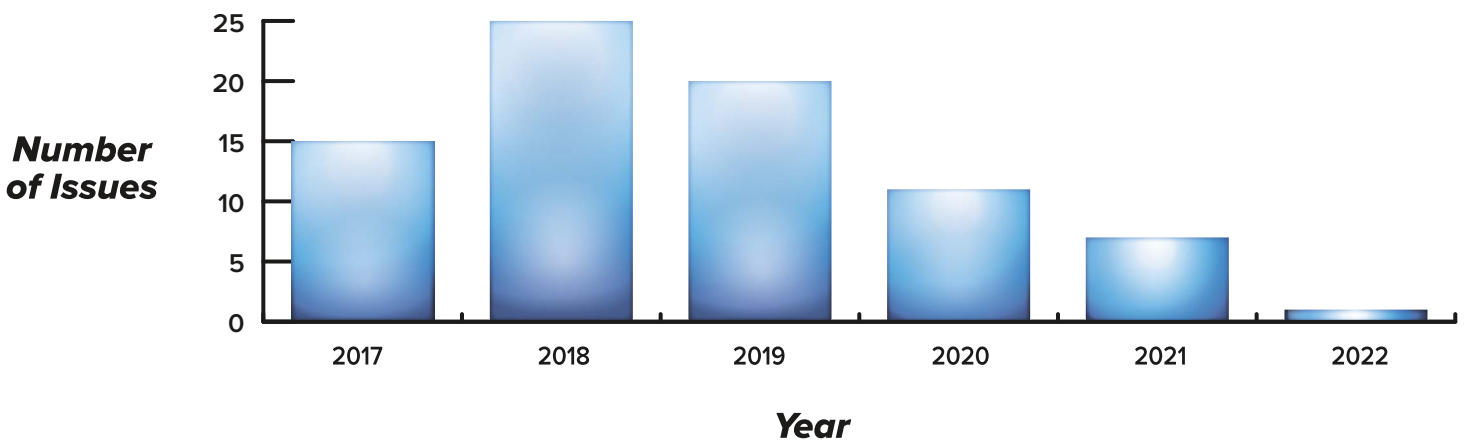


THE RESULTS

UP TO \$872,000

Potential Savings
Across All Locations

Prior to using the product, the test location had **18 – 25 drain clogs annually**, costing this one store on average **\$6,000 per year** to fix. Since implementation of the **Drain and Trap Treatment program in 2020**, the number of incidents were considerably reduced. In year **2021**, there were **only 7 issues, constituting a 65% reduction**. In **2022**, **only 1 issue occurred, a 95% reduction**.



This result is from one supermarket location, and due to the success of the initial trial, adoption of the program has expanded to several other stores. If you consider implementation across the entire chain, the savings for the company can be nearly \$900,000 after the cost of the product.

In addition to the near total elimination of FOG-related clogging issues and enormous cost savings, other benefits of Drain and Trap Treatment include reduced downtime to resolve clogs and malodor removal through the product's suppression of Hydrogen Sulfide production. In terms of compliance with governing bodies, properly maintained drain and grease trap systems help with adherence to health code requirements and FOG discharge limits set by municipalities, exceedance of which can incur hefty surcharges.

Are FOG or other organic waste interrupting facility operations with clogs or buildup?

Partner with Betco, the only chemical manufacturer to ferment our own beneficial bacteria to produce targeted probiotic cleaning solutions.



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