

Betco® Revitalizes Floors And Saves School District Nearly 7 Figures

Serving 1,800 students, a public school district strives to deliver quality K-12 education to children on the East Coast. The district boasts cutting-edge educational technology and a diverse collection of extracurriculars. Unfortunately, where their students were excelling, the school's floor care maintenance programs were suffering. The facilities director, who had just been hired, inherited a poor floor care routine that resulted in dingy, yellowed floors with 10+ years of built-up finish.

\$900,000
Saved
in Labor Costs!



THE CHALLENGE

- 10+ years of built-up, never stripped finish negatively affected appearance
- Improper floor care program with no restorative maintenance process
- Employees not equipped with proper training or products
- Time constraints to complete maintenance tasks

THE SOLUTION

The state of the floors and the failure of competitors' products were indicative of a poor floor care program, and the new facilities director knew he needed to try a different restorative maintenance approach. A Betco® distributor was contacted. The representative prescribed a new maintenance system, beginning with Extreme® Ultra floor stripper, as the competitor's stripper had not been strong enough to release excessive finish layers from the flooring.

The Betco representative began a demo for the school district's maintenance team. The competitor's floor stripper had taken three passes to remove the finish, however Extreme Ultra was powerful enough to remove all the layers in one pass. The success of Extreme opened the door for new finish application, and four coats of Untouchable with SRT™ were applied the same day. The versatility of Untouchable's Scuff Resistant Technology meant it could be applied in both the classrooms and hallways.

Over the course of two days, the Betco representative demonstrated products and taught the maintenance team how to use products associated with the buildings' new floor care program.

- *Prior to the representative's visit, the team had not been measuring proper dilution ratios, nor were they using the proper pads for floor applications.*
- *Now, with accurate dilution rates and the correct equipment, there will be consistent positive results in all 6 district buildings.*

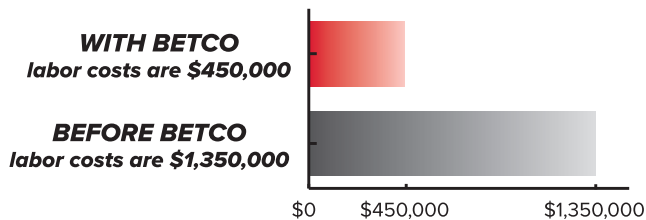
THE RESULTS



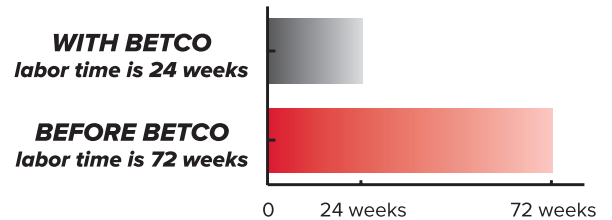
Floor Stripping in $\frac{1}{3}$ of the Time

Without the use of Extreme, it would have taken the 20-person maintenance team 6 summers to complete their stripping and refinishing process in all 6 district buildings. Since the implementation of Betco products, this task has been shortened to only 2 summers, saving the district approximately \$900,000 in labor costs when reimbursing the entire maintenance team.

LABOR COST SAVINGS



LABOR TIME SAVINGS



The Betco team succeeded in the development and implementation of a revised floor care program for the maintenance and restoration of historically mistreated floors. After establishing a relationship with Betco, the district can properly maintain their floors for years to come.

Is your current floor care regimen detrimental to the physical appearance of your floors?

Contact industry experts at Betco to introduce our state-of-the-art products, equipment, and training into your facilities.



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