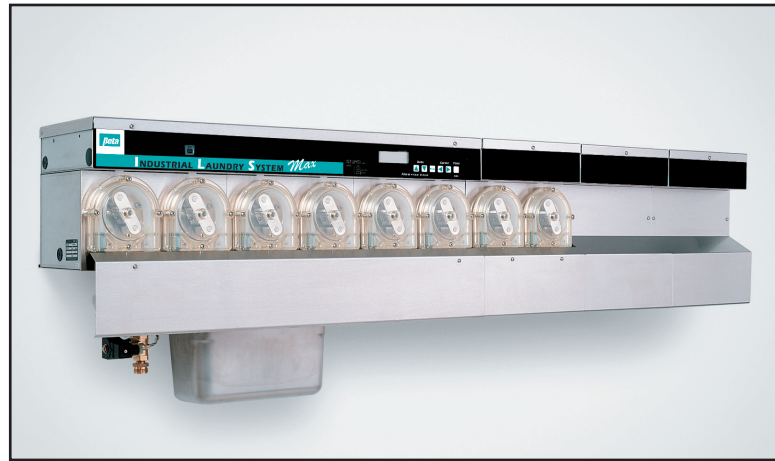


Newsline

Volume 17, August 2007

ILS Max T Pushes Delivery Speed to the Max!

Introducing Air-Push Delivery for ILS Max Tunnel Systems!

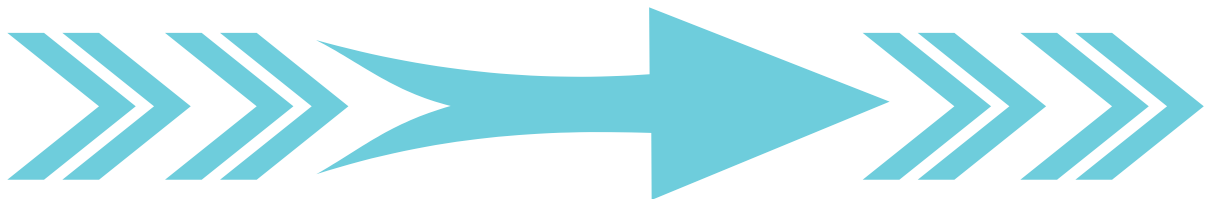


Want to get the most out of your ILS Max Tunnel System? How would you like to:

- Expand your maximum transport distance from 200 feet to 500 feet?
- Increase transport speed from 5 feet per second to 12.5 feet per second?
- Simultaneously transport multiple chemicals?
- Simultaneously meter *and* transport chemicals, rather than waiting for metering to be completed before transporting?
- Use multiple pump boxes together on one tunnel with air flush, ensuring lightening-fast delivery to all injection points of the tunnel simultaneously?

Find out how!

For further information please
call customer service at
(831) 426-0882,
or fax to
(800) 221-8416 within the
U.S., or
(01) (831) 423-4573 from
outside the U.S.



ILS Max T: New Air Flush (continued)

The ILS Max T Transport System

Normal Flush

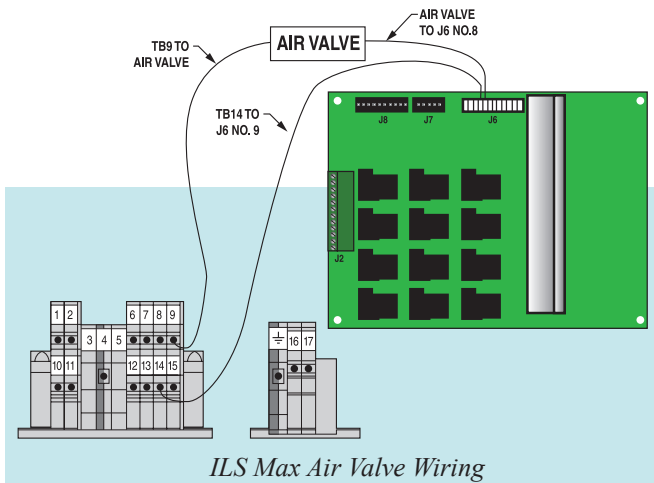
ILS Max T has two configurations for the transport system: normal water flush and separate air flush. The normal flush uses standard ILS Max components and a conventional transport system configuration of one transport pump, connected to the washer by a single tube.

Separate Flush

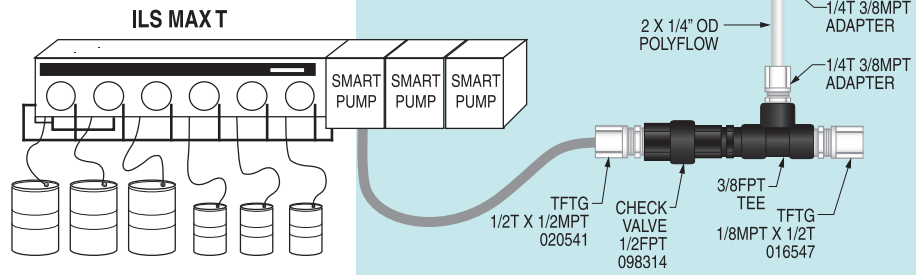
To configure your system to air flush, you will use the separate flush configuration, using the flush relay output to turn on an air valve. The system will use water to safely dilute chemical and transport it past the air valve inlet, after which air will be used to transport the solution to the washer. This not only increases transport speed dramatically, but allows you to transport chemical to multiple injection points simultaneously from a single pump box.

Instructions for configuring your ILS Max T system to air flush can be found in the latest version of the ILS Max T Installation and Operating Manual at www.beta-technology.com. Click on the "Documents" link at the top of the page and then on the "ILS Max (Tunnel)" link. The instructions start on page 6.

For more information, contact your Sales Representative or our Customer



ILS Max Air Valve Wiring

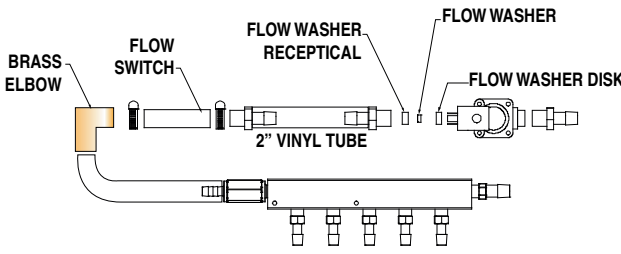


ILS Max Air Valve Plumbing

By Popular Demand, Beta Introduces a "Do it Yourself" Flush Manifold

Beta was recently challenged to create a lower-cost OPL flush manifold without the usual quality compromise that comes with reduced-cost equipment. The solution? Offer our customers the option of purchasing a kit that contains all the components required to build one of our flush manifolds, along with instructions on how to build it!

When you order a "Do it Yourself" flush manifold, you will receive a bag of components, including:



Summit E "Do it Yourself" Flush Manifold Assembly

- 3/8" ID x 15' tubing
- Plastic manifold unit
- 5 inlet check valves
- Straight and elbow fittings
- Hose clips
- Mounting bracket
- Manifold PCB

"Some customers use it with a flow switch, some without. So we're offering it both ways," says Doug Bragdon, Marketing Manager for Beta Technology. Without the flow switch, the item number is 1208598. With the flow switch, the item number is 1208376.

Beta Blazes New Trails in the Janitorial Industry



Introducing DuoClean: for the Janitor Who Only Has 2 Hands!

What is It?

DuoClean is a combo dust mop, broom, and dustbin system, designed to increase cleaning efficiency and worker morale while reducing costs. Its patented configuration has the dustpan and broom built in, so the worker doesn't have to dash around to get a dustpan. This dramatically improves cleaning efficiency, changing cleaning from a chore to a *snap!*

In field tests, workers said "It's great that I don't have to chase down the dust bin every time I end up with a bunch of trash in front of the dust mop! It saves me time---I love it."

DuoClean Gets it Cleaner!

DuoClean's special microfiber cloth is produced with a special patented process, and rather than being reused til it's grimy and then possibly partially washed, it's thin so a fresh one can be used as soon as it's soiled. Holding up to three layers of pads at once, it offers a new threshold of cleaning power!

DuoClean Makes it Safer!

Having the dustbin as part of the dust mop means you never leave a pile of dust or debris behind as a slip hazard while getting the dust bin.

Having the removable pad as the dust mop means the users don't bother trying to "shake the dust off into the pile", which results in the "shake and spread" of tiny dust particles going everywhere. Shake and spread limits the cleaning efficiency and safety of competing systems.

Contact your Sales Representative or Customer Service to learn more about this new innovation!

Beta's Best Show Ever: Clean 2007

JUNE 11-14, LAS VEGAS, NV--While most of the USA was gearing up for a record-hot summer, the sales and marketing teams of Beta Technology were gearing up for what would become the best show in its history.

"In my 15 years in this business, I have not experienced a more exciting and profitable tradeshow than this one," says Andrew Reavill, Beta's National Sales Manager.

Andrew attributes Beta's success at the show in part to excitement generated by the new air flush feature on the ILS Max T.

"Our customers are really excited to see that Beta has come out with this innovation," he says. "It has stirred quite a buzz from all of our large laundry prospects."

Andrew further attributes the show's success to the "groundwork" leading up to the show; the contacts that were made prior to the show and followed up at the show. Regional Sales Manager Larry Larsen was extremely pleased to have met with virtually all of his large laundry customers—another "first" that was achieved at Clean this year. "Our sales team has a lot of enthusiasm and is very sensitive to our customers' needs, and in turn, our customers have been incredibly supportive," says Larry.

Clean 2007 was also the first tradeshow for Jim Scolaro in his new role as Beta's Vice President of Global Marketing. Larry had the chance to introduce him, along with Andrew Reavill, to many of his accounts. "That was the real high point for me", says Larry. "It was wonderful to be able to introduce the senior managers to my customers."

Of course, the challenging aspect of a successful tradeshow is living up to a new precedent in the future. Andrew Reavill doesn't think this will be a problem. "We have generated tremendous interest on the international front, and we are now prepared to meet the needs of customers all over the world", Andrew says. "We now have committed sales representatives for Europe (Larry Larsen), Latin America (Matt Brown) and Asia Pacific (Andrew Reavill)."



Beta Technology at Clean 2007



Come See Us at ISSA in Orlando!

Mark your calendars! The ISSA tradeshow is just around the corner, October 23-26 at the Orange County Convention Center, West Building in Orlando, Florida. You can find us at booth #3758, where we will be featuring our new NS3000 warewashing dispenser and DuoClean dust mop system.

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www.beta-technology.com