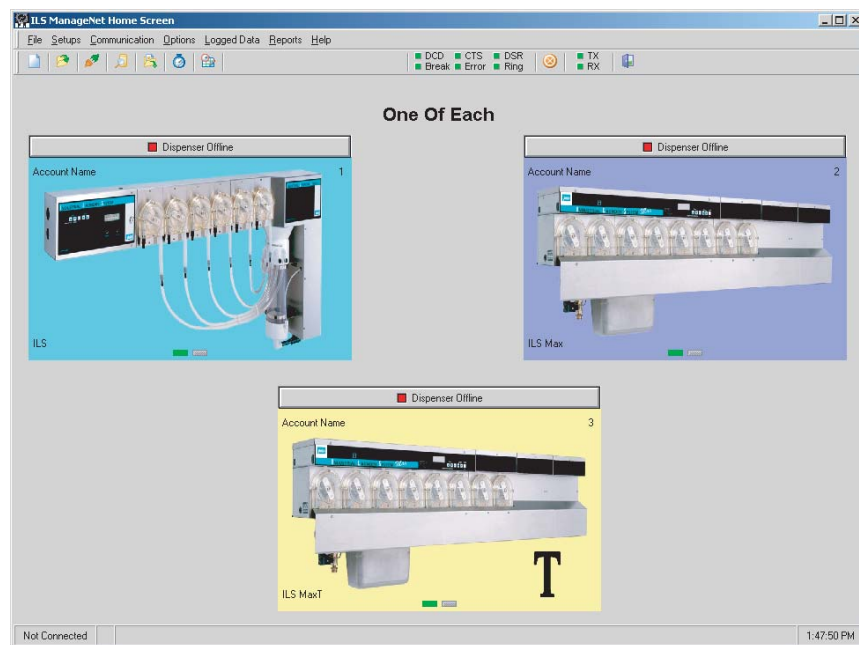


Newsline

Volume 9, April 2004

Beta Introduces ManageNet 3.1

Managing laundries from your PC is now easier than ever!



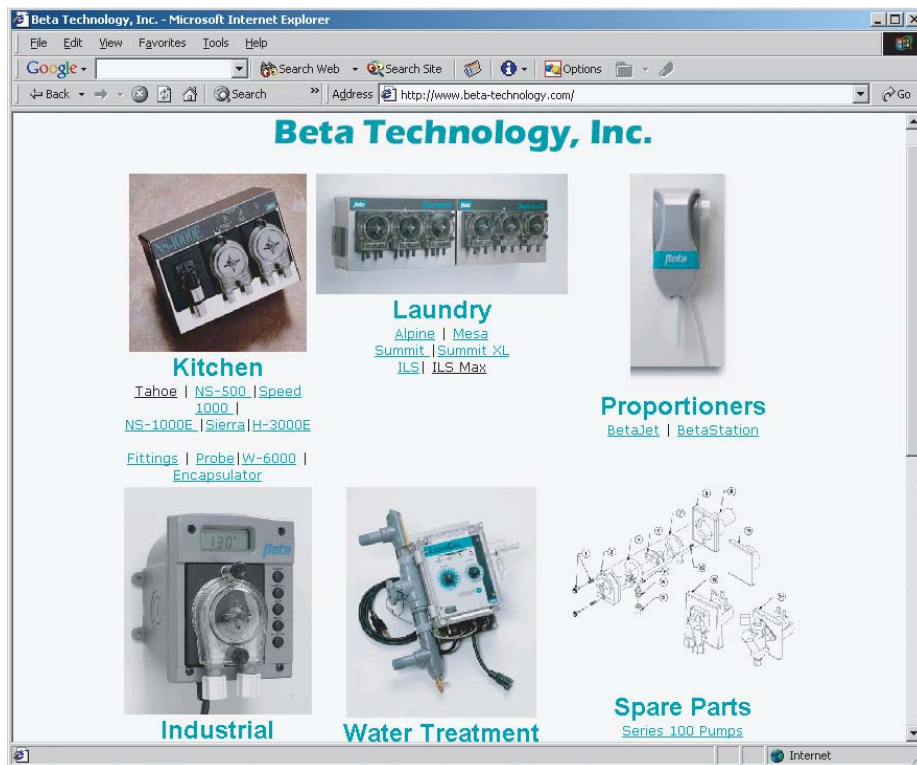
ManageNet 3.1's new "Windows®-like" graphic interface is more intuitive.

The latest version of ManageNet is here, and it's smarter and more versatile than ever. It has never been so easy to manage all laundry operations at a single location from a local PC, or manage many laundry operations at several facilities from a remote PC. ManageNet 3.1 offers all the advantages of previous versions, but with many new enhancements:

- It is compatible with Windows® XP
- It is USB compatible
- It can read data into Office XP®, which means you can import data into an EXCEL® spreadsheet for further processing and distribution.
- It works with ANY Windows-compatible modem.
- XML database formatting provides optimum reliability.
- New, "Windows-like" graphic interface is more intuitive.

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

Check Out What's New at www.beta-technology.com!



If you haven't been to Beta's website in awhile, it's time you paid a visit. The site has been completely overhauled in terms of appearance and organization, and it contains more photographs, product information, news and literature than ever before. It's now easier than ever to find exactly what you're looking for go to www.beta-technology.com and see for yourself:

- All products are sorted by category, and each product has its own page. When you get to a product's page, you have a wealth of information at your fingertips. Photos, product information and part numbers are all there, and you're just one mouse click away from the product's Installation and Operating manual, brochure, and instruction sheets.
- A dedicated "Documents" page lists all current Beta documents (manuals, brochures, installation instructions and equipment technical bulletins)
- If you go to the bottom of the home page you will find links to Frequently Asked Questions (FAQ's), Documents, News and Events, Industry Links, and Contact Us.

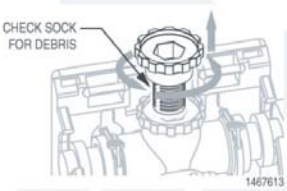
Please note that in order to view documents from the Beta website you will need to have Adobe Acrobat Reader installed on your computer. You can download a free copy of Reader from www.adobe.com.



DROP-DOWN MENUS WITH LINKS TO OTHER PRODUCT PAGES


Now Available from Beta: Equipment Slide Presentations

No concentrate drawn up
from proportioner closest to water supply




CHECK SOCK FOR DEBRIS

- If only the upstream proportioner near the water supply fitting is out of service, it indicates a dirty water sock, since the downstream units are the last to clog
- Remove the strainer
- Pull off the sock and rinse it and the strainer to remove debris




Installation and Set-Up

Using the Mounting Bracket




110 VAC Mounting Bracket

The DR-2000 comes with a mounting bracket taped to the back. Use the screws in the installation kit, and a level if necessary to mount the mounting bracket.



Battery Pack Mounting Bracket



A slide presentation is a powerful marketing tool and a convenient, effective training medium.

PowerPoint® Presentations That Give You an Edge

Looking for the perfect tool to train your customers? How about a more dramatic marketing vehicle? Equipment slide presentations are an excellent training device as well as an invaluable marketing tool, and now Beta Technology is making custom PowerPoint slide presentations available to you on CD ROM!

We have created presentations for our principal product lines, and can customize a presentation for you, incorporating your company name and logo into it. The presentation will be delivered to you on a CD ROM with your company name on the label if you wish. If you are interested in ordering a PowerPoint presentation, please contact your sales representative or Customer Service.

Also, we plan to have all existing PowerPoint presentations (in both PowerPoint and pdf formats) on the Beta website by the end of May, 2004!

Beta Delivers Ergonomic Flexibility for

DR-2000



Pail-mounting bracket

DR-2000 mounted on a pail with drum bracket

Beta's in-house sheet metal shop recently demonstrated how quickly and effectively they can create custom solutions on demand. When a customer needed a way to mount his battery-powered DR-2000 over a five-gallon pail at an angle such that the tubes were easily accessible from the bottom of the unit, our sheet metal shop quickly created a 45-degree-angled mounting bracket.

“Simply laying the dispenser face up on the pail is not robust, and not something we wanted to recommend to a customer,” says Steve Parker, Marketing Product Manager for DR-2000. “This bracket is the perfect solution. It allows the dispenser to be in the desired position and keeps it firmly in place.”

If you'd like to order this new mounting bracket (part #1203598), contact Beta's Customer Service Department.



Beta's sheet metal shop creates practical solutions to customer issues.

Beta Technology to Attend ISSA Show

New Orleans, LA. Come see Beta Technology at the ISSA '04 (November 16-19) at booth #3526.



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Santa Cruz CA, 95060

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