

Newsline

Volume 10, July 2005

Introducing Summit E

New Heights in OPL Efficiency, Simplicity and Profitability



- Reduced inventory requirements
- Immediate cost reductions
- Unprecedented simplicity
- Unparalleled reliability

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 .

Read all about it inside!

Summit E Delivers Unprecedented Versatility and Savings



The Summit laundry system is more versatile and cost-effective than ever. Summit E, Beta's new generation of OPL dispenser systems, has taken the best of the original Summit OPL and added even more outstanding features:

- Allows use of up to 8 pumps, whereas current Summit OPL has a limit of 6.
- Why spend the money on 600 Series pumps when 100 Series pumps will serve the application perfectly? Summit E offers configurations that combine 100 and 600 Series pumps, saving your customer \$13 per pump (See table below).

New Pump speed control screen allows you to adjust speed for viscous chemicals. Our research has shown that reducing speed for viscous chemicals increases tube life by as much as one year.



Summit E Pump Speed Control Screen



Summit E Programmer

- New gray Summit E programmer can be used to store/copy formulas and formula names to several dispensers, so installations take less time. For small washers running in relay mode, you only need one programmer to serve all washers. **And no cloning adapter is required in ANY application!**
- The Summit E printed circuit board will work in ALL laundry applications, from small laundry to large laundry and tunnels. This means fewer carrying costs for spare PCB's.
- Compatible with ManageNet interface ("Data") PCB. This allows you to link Summit E, Summit XL, ILS, and ILS Max data with ManageNet. This is very useful in accounts that use a variety of laundry dispensers.

Washer Size/Mode	Option/Feature	Savings v.s. Summit OPL
Small/Relay	1-600 Series pump, 4-100 Series Pumps	\$52 (\$13 per pump)
	Programmer (not needed)	\$77
	Cloning adapter kit (not needed)	\$81.80
	Total savings	\$210.80
Large/Relay	Programmer (not needed)	\$77
	Cloning adapter kit (not needed)	\$81.80
Total savings	\$158.80	
Small/Formula	1-600 Series pump, 4-100 Series Pumps	\$52 (\$13 per pump)
	Cloning adapter kit (not needed)	\$81.80
	Total savings	\$133.80

Summit E and XL for Tunnel Systems

Summit systems are now compatible with tunnel washers. Using a new run mode called Tunnel Automatic Formula Selection (TAFS) you can configure the Summit E or XL to work with a tunnel system.

How does it work?



In TAFS Mode you assign pump volumes per pump per formula. The pump box knows when to dose the amount based on the assignment of pumps to

tunnel modules, which is done on the TAFS mode screen:



In this example, pump 1 will deliver 300 ml of chemical whenever a formula 1 load is in the module that pump 1 is assigned to.

D = delay time prior to pumping after the batch transfer signal is qualified.

V = pump volume, 300 ml in the example shown.

Beta Welcomes New Sales Personnel

Beta is pleased to introduce two new people to the Sales department: National Sales Manager Andrew Reavill and Regional Sales Manager for the Western U.S. and Canada, Matt Brown.

A native mid-westerner, Andrew was born in the rural town of Robinson, IL and currently lives in St. Louis, MO. Prior to coming to Beta, he spent 15 years working in various divisions of EcoLab. "I LOVE to sell," he says, "Selling is one of my hobbies. I particularly enjoy the one-on-one contacts with customers." In addition to selling, Andrew enjoys fishing, softball and spending time with his 12-year-old daughter.

Matt Brown grew up on the west coast, and has spent most of his life in Santa Cruz. Prior to coming to Beta, he worked for one of Beta's customers.

Welcome to Beta!



Matt Brown (left) and Andrew Reavill

Beta Technology to Attend CLEAN Show

Orlando, FL. Come see Beta Technology at the CLEAN' 05 (June 23-26) at booth #111.



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2841 Mission Street
Santa Cruz CA, 95060

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