

# Newsline

Volume 13, September 2006

## Welcome ILS OPL!



### Large-Laundry Capability is Now Available in an OPL Package!

Beta is proud to unveil ILS OPL, the latest addition to our line of top-notch laundry systems, with this system serving medium-sized washers (between 35 and 250 pounds). ILS OPL, which serves up to 6 washers and delivers up to 8 chemicals, has already proven itself on washers around the world, and has earned its reputation of outstanding performance and reliability.

#### Superior wash quality

ILS OPL stands above competitors' systems with the following features:

- Comprehensive selection of trigger modes to maximize adaptability to washers.
- Automatic identification of wash classification eliminates formula selection errors.
- Auto-prime of pumps avoids short chemical injections due to air gaps in supply line.
- Patented auto-calibration for each dose compensates for change in squeeze tube output and variable chemical viscosity.
- Water-flushed delivery eliminates post-dose dripping of full-strength product.
- Patented "proof of flow" sensor ensures product leaves the dispenser.
- Onboard alarms allow for quick identification of problems.
- Comprehensive suite of production and diagnostic reports allow you to diagnose on-site issues and resolve them quickly and seamlessly.

*(Continued)*

# Welcome ILS OPL (continued)

## Cost-effective operation

ILS OPL offers many money-saving features:

- Small module size and pre-assembled main manifold allow easy installation.
- Auto calibration provides accurate and consistent chemical feeds, minimizing costly linen replacement.
- Chemical usage and production summary reports help you minimize waste and maximize efficiency.
- Patented SnapHead™ pump maintenance requires no tools.
- Pump squeeze tubes rinsed after every dose, extending tube life.

The testimonials for the ILS OPL system are already rolling in. One account in Los Angeles, CA stated “As compared with installing multiple dispensers for multiple washers, the ILS OPL has cut my installation time in half.”

Come see ILS OPL at the ISSA show in Chicago at booth #2740!

Chemical	Stack 1		Stack 2		All Stacks			
	Amount	Cost	Amount	Cost	Amount	Cost		
1 Alkaline	888.00	\$1991.87	0.00	\$27.22	10.00	\$88.00	888.00	\$2007.09
2 Detergent	184.00	\$1412.01	2.00	\$19.62	4.00	\$38.02	194.00	\$1470.64
3 Bleach	300.52	\$297.91	4.84	\$4.55	4.02	\$4.57	310.38	\$307.03
4 Fabric Softener	82.00	\$193.84	0.00	\$2.07	0.00	\$4.00	82.00	\$199.91
5 Soap	27.75	\$88.17	0.00	\$1.00	0.00	\$1.13	27.75	\$90.11
7 Bleach	283.02	\$2608.72	4.24	\$50.23	0.14	\$64.00	287.40	\$2723.52
9 Acid/Alkali Agent	28.00	\$482.00	0.00	\$7.00	0.00	\$11.00	28.00	\$500.00
<b>Total Costs:</b>	<b>1489.29</b>	<b>\$4355.01</b>	<b>11.08</b>	<b>\$101.14</b>	<b>14.16</b>	<b>\$116.62</b>	<b>1514.53</b>	<b>\$4572.77</b>

*Chemical usage and production summary reports help you minimize waste and maximize efficiency.*

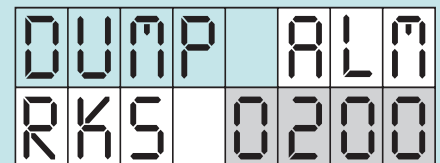
## Sierra: Achieving Optimal Cleanliness

Want cleaner dishes? Here's a tip: use Sierra's "drain tank" alarm. The wash tank dump alarm setting lets you specify a number of racks that may pass through the dish machine before draining the tank, and when that number is exceeded, Sierra's audible alarm is issued.

The default rack count before a drain alarm is 200, but you can adjust that number to optimize results.

Here's another tip: if you connect the Sierra alarm to a normally-closed relay on one leg of the dish machine's motor contact, the Sierra alarm can be used to turn off the machine when the maximum number of racks is exceeded, automatically preventing further wash cycles that might result on compromised cleaning results. For further details, please email [Douglas.Bragdon@beta-technology.com](mailto:Douglas.Bragdon@beta-technology.com), or call your local salesperson.

Just like with Sierra's VCP™, which automatically corrects for dirty probes, this is yet another way that Beta ensures optimal cleanliness.

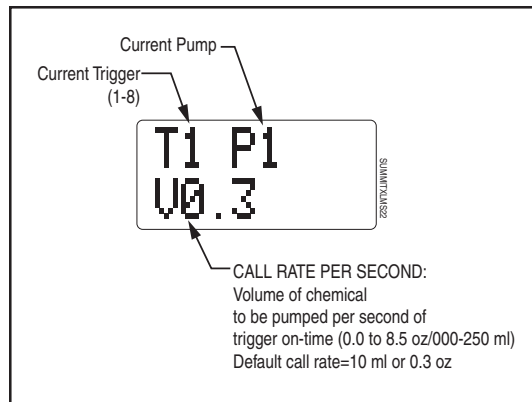


*Sierra's drain tank alarm helps you achieve cleaner results.*

# Working Smarter: The Advantages Of Smart Relay Mode

## Using Smart Relay Mode on Summit E and XL

Looking for a foolproof way to dose accurately without having to keep a bunch of numbers in your head? Then use Smart Relay Mode.



Programming in Smart Relay Mode

## Normal Relay Mode vs. Smart Relay Mode

Normal Relay Mode

works by running the pump for the exact duration of the trigger. Unfortunately, this requires that the installer verify each pump's flow rate, and then apply each different flow rate to each of the washers' signal length calculations. Sound complicated? It is. That's why Beta uses Smart Relay Mode.

With Smart Relay Mode, the Summit E and Summit XL have a setting called "call rate", which is the chemical amount it will pump for every second the washer trigger is on.



**Trigger** seconds x call rate = Chemical dose size (i.e., trigger seconds=chemical dose size/call rate).

Examples:

- For a 3-ounce dose, program a 10-second trigger from the washer when using the default call rate of 0.3 ounces (10 seconds x 0.3 oz/second = 3 oz).
- For a 100ml dose, program a 10-second trigger from the washer when using the default call rate of 10ml (10 seconds x 10 ml/second = 100 ml)

The advantage of programming chemical volumes as (call rate\*trigger time) is that it makes the math easy. You don't need to factor in the calibrated flow rate, which is different for each pump for each washer in each account, depending on tubing length, ID and vertical height. With Smart Relay Mode, you use the same call rate for each pump. The dispenser will calculate the actual pump run time based on the amount it has been instructed to pump and its calibrated flow rate.

The installer can use the same call rate for each pump rather than a different flow rate per pump. Calibration is simple and easy. Programming is simple and easy. This simplification makes washer programming faster and more foolproof, saving time and reducing errors that compromise results.

## Sierra Counts 100,000,000 Racks!

Not all warewash dispensers have a rack counter, and of those that do, many only count up to 999 racks. Some mechanical rack counters go past the 999, but don't go up high enough, so they roll over to 0, making activity-based billing problematic. The Sierra rack count goes up to 99,999,999, giving your activity-based billing a solid statistical basis, and your customers the confidence that you're accurately tracking rack quantities.



Sierra's Rack Counter goes up to 99,000,000

# Come See Beta at ISSA in Chicago!



Come see us at booth #2740 at the ISSA tradeshow (October 4-7, 2006). We will be featuring Sierra, BetaJet, DR-2000, Summit E and, for the first time, ILS OPL.

See you there!

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