

Newsline

Volume 3, October 2001

ISSA Preview: Summit, Sierra, and Introducing Super C!

On the heels of a very busy and successful Clean Show comes ISSA 2001 in Orlando, FL, October 16-19! Beta Technology's staff looks forward to meeting with you, and showing you our latest developments in hygiene technology. Here are some of the items we will feature at ISSA:

Summit – The Ultimate OPL Dispenser. Making its debut at the Clean Show, Summit is already a huge hit with our customers. Combining our patented SnapHead™ pump with state-of-the-art digital programming capability, Summit has what today's laundry facility has been waiting for. Summit is now available in both four and six-pump enclosures.



Sierra – “At the Peak of Warewashing”, Sierra is a modular, water-resistant warewash chemical dispensing system with many advanced features including rack counting, tank drain alarm, and dishmachine runtime tracking. Sierra is also available with VCP™, Beta's patented technology that reduces probe maintenance. If you haven't seen Sierra yet, be sure to come check it out!



Super C – Beta's new superconcentrate dispenser. Super C dispenses precise doses of superconcentrate into bottles, sinks and buckets for janitorial, sinks and buckets for janitorial,

housekeeping and kitchen cleaning applications. Super C is versatile, and quick to install, as it requires no electricity, and no plumbing connections!



Come visit Beta Technology at booth #3465 to watch demonstrations of these great products, and try them out for yourself!

Beta's Tradeshow Schedule for 2001

Tradeshow Name	Location	Dates	Beta's Booth #
ISSA 2001	Orlando, FL	October 16 - 19	3465
Clean Asia	Shanghai	November 20 - 22	A12

For further information
please call customer
service at
(831) 426-0882,
or fax this to
(630) 654-0302.
Please ask for Dept NL.

The New Dynamic Duo in Water Treatment: LiquiCal and BioCal

Beta Technology has an easy, inexpensive way to ensure precision dosing for your water treatment applications. At less than one half the price of a typical diaphragm pump, the Sierra auxiliary pump is ideally suited for dosing into low-pressure lines and sumps. Beta's peristaltic pumps are lightweight, easy to install and easy to maintain, featuring the SnapHead™ pump cartridge.

For more information, or to purchase a Sierra auxiliary peristaltic pump kit, contact your Beta Sales Representative.



LiquiCal Gets Smarter

The LiquiCal has several new features, making it economical and versatile in operation. First, LiquiCal's bleed functions are now controlled by either percentage on-time (10-minute cycle) or conductivity. Second, feed functions are now controlled by either water meter, an internal timer (counting 10-minute cycles) or percentage of bleed on-time. Several of LiquiCal's operating modes allow independent operation of the feed and bleed functions.

Beta Sales Representative Chuck Bernath states, "These new features continue providing water treatment professionals with a combination of economical versatility, reliability and quality."

C-6100E Performs Better — with VCP™

Beta's Virtual Clean Probe (VCP™) is now a standard feature on the C-6100E Digital Conductivity Controller!

Probe fouling is the prime limiting factor in the accuracy of conductivity readings. As probes progressively foul, a typical conductivity controller "thinks" the conductivity is lower than it actually is. VCP (Virtual Clean Probe) is not a probe, but a specially designed measurement algorithm contained in the C-6100E's firmware. This algorithm enables typical protein and hard-water fouled probes to perform as if they were clean. Test results have shown that VCP significantly reduces service requirements and saves users hundreds to thousands of dollars per year in chemical and maintenance costs.

Contact Customer Service for more information about VCP, or to upgrade your current C-6100E to include VCP.



High-Tech, Low-Cost Superconcentrate Dispenser: SUPER C

What Does it Do?

Super C dispenses extremely accurate doses of super-concentrated product into bottles, buckets, and sinks. Principal application areas include janitorial, housekeeping, and kitchen cleaning. A built-in lockout, combined with a mechanism which allows the user to only pump the full dose amount, ensures that the correct volume is pumped every time.

What are the Advantages of the Super C System?

Normal cleaning chemicals are only one part chemical to 60-200 parts water. Super C dispenses *superconcentrates*, which differ from normal chemical strengths in that they are concentrated to work at one part chemical to 400 parts water. The greater concentration allows the chemical to be discretely stored inside the Super C dispenser, making for an attractive installation without electricity or plumbing. Because it works without any plumbing connections, Super C is also a solution for maintenance headaches caused by educator proportioners' scaling from hard water. Super C also features convenient, easy-to-handle quart-sized bottles.



Summit Makes Debut at Clean Show 2001 in New Orleans

Beta Technology's booth at this year's Clean Show was clamoring with positive acclaim from customers old and new, as the Beta staff offered demonstrations of the new Summit OPL laundry system.

"It is so easy to use", stated one of the many customers who test-drove the Summit at Clean. "I particularly like the formula copy and programmer cloning features. This will save a lot of time."

Customers from many different industries, such as laundry, dairy and dry cleaning watched demonstrations, and had the opportunity to program Summit units themselves. There was a tremendous amount of praise for how easy and convenient the Summit is to program, and all agreed that it is an excellent value. Customers consistently commented on features that they found particularly impressive:



- Ability to copy formulas
- Ability to clone entire setups from one dispenser to another
- Multiple language capability; Summit users can choose to have words displayed in Spanish, French, German, and other languages.

If you missed our Clean show demonstrations but want further information on Summit, visit for information about features and specifications, as well as pictures. For a demonstration of Summit's programming capability, try the website's interactive, virtual programmer, or contact us to arrange a visit and demonstration from a sales representative.

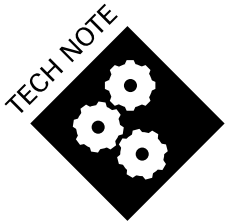
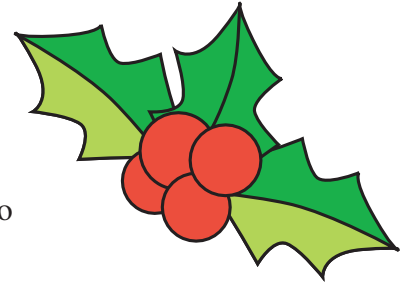


Holiday Schedule for 2001

As the Holidays approach, we at Beta Technology, Inc. want to advise you of our holiday schedule.

During the holidays our office will be closed November 22nd and 23rd and December 24th through January 1st, 2002.

We want to thank you for your continued support and for giving us the opportunity to fill your equipment needs. We look forward to a mutually prosperous year in 2002. Happy Holidays from all of us at Beta Technology, Inc.



Beta's Technical Support is Here for You

To serve our customers better, our Technical Support department has extended its hours! As of July 1, 2001, Technical Support telephone lines are open Monday through Friday, 8:00 A.M. until 6:00 P.M. (USA, Eastern time).

Beta Technology
2841 Mission Street
Santa Cruz CA, 95060

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