

# Newsline

Volume 2, July 2001



## Summit Takes the Laundry Market to the Top

June 2001 marks the launch of our latest innovation in laundry system technology – Summit. Summit is a two to six-pump, 16-formula chemical dispensing system designed to work with small to medium-sized

washers. It comes with a convenient hand-held programmer/formula selector for programming all system parameters and viewing data. Customers participating in our extensive field program gave Summit top marks for ease of use, versatility, and cost-efficiency.



### Easy, Intuitive Five-Key Programming

One of Summit's most attractive features is its hand-held remote-control programmer. This programmer is lightweight, ergonomically designed, and makes for easy calibration. You can hold a measuring cup in one hand and the programmer in the other as you calibrate

each of your pumps. Because the programmer has just five keys, the Summit system is easier to program than your VCR. The eight-character/two-line LCD display is much easier to use than competitor's numeric displays. Customers RAVE that programming is easy and intuitive, and that they have been able to program their Summit completely in less than ten minutes!

### Save Time with Formula Copy and Formula Cloning

If you find that you have formulas that are similar to each other, you need not key in each formula's parameters individually. Summit's time-saving **Formula Copy** feature allows you to copy one formula to another. Once you have copied the formula, simply make the necessary modifications and you're done!

Do you manage multiple laundries that have similar chemical requirements? If so, Summit's **Cloning** feature will be an invaluable feature for you. Cloning allows you to "clone" all programmed information from one programmer to another. Simply make one master copy on one programmer and copy the information to as many other programmers as is necessary.



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# The Ultimate OPL Chemical Dispenser

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## Versatility in Design and Operation

Summit offers four different operating modes: **Formula**, **Latched**, **Smart Relay** and **Sequence**. Select the appropriate mode and customize Summit to almost any washer!

Summit is designed so that you can easily expand your system to include more pumps or a flush manifold. Summit's basic three- pump system can expand to up to six pumps with the addition of an inexpensive auxiliary pump box. Just plug the auxiliary pump box into the main pump box, and it's ready to go!

If you require a flushed system, the Summit **flush manifold** attaches easily to the bottom of the unit. Summit also has a No Flow alarm feature that alerts the operator if the water level falls below that required for a complete flush.

Summit is available with the washer interface board inside the pump box, or in a separate enclosure that can be mounted inside the washer.

Finally, Summit handles 115-230 VAC inputs, so you don't need to stock different dispensers for different voltage inputs!

## Good News for Your Bottom Line

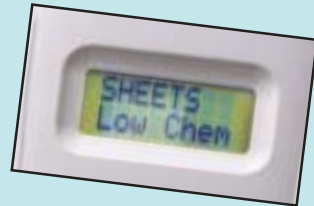
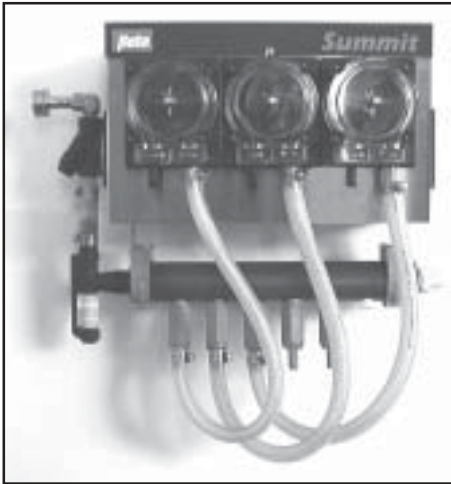
Summit features Beta's **SnapHead™ pumps**, which are known for their longevity and ease of maintenance. Our SnapHead pump now features a new tubing material for extended life and reduced maintenance costs, and spring-loaded rollers to prevent pressure from building up.

Summit's **trigger qualification** system protects against erroneous triggering caused by electrical noise. By "checking" that signals meet voltage and duration requirements before acting on them, Summit prevents unwanted pump runs.

Summit's spare parts are reasonably priced to make system expansion cost-effective and practical, allowing you to focus your resources on selling to new customers instead of on installations.

"**Low Chem**" "**No Flow**" and "**System**" alarms alert the operator to problems with the laundry system so that you can correct them immediately and be sure that the system is always performing to your exact specifications.

For more information about Summit, contact your Sales Representative or Beta Technology's Customer Service Department 1-800-858-2382.



# VCP: The Future of Conductivity Measurement

The conductivity probe is one of the most important elements of an effective, economical warewash system. The dispenser depends on this probe to provide accurate conductivity readings to ensure accurate dosing. Unfortunately, probes foul over time, compromising the accuracy of their readings, and causing the dispenser to "think" that the tank detergent concentration is higher than it actually is. Some dispensers respond to this by overdosing, and ultimately consuming so much product that a service call is required.

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## What is VCP?

VCP (Virtual Clean Probe) is not a probe, but patented software in Beta dispensers. This software enables the typical protein and hard water fouled probes to perform as if they are clean.



## How Does VCP Work?

Put simply, VCP knows the difference between accurate conductivity measurements and those distorted by hard water or protein fouling. How? The pulse circuit sends a known voltage to the probe, and then reads the return voltage based on conductivity a few moments later. On a clean probe, the voltage remains constant between the period when the pulse starts and voltage is measured. Fouling distorts the conductivity reading by allowing the voltage on the probe to charge up in the time period between the start of the pulse and voltage measurement. VCP is able to recognize when the voltage measurement is distorted and automatically corrects the conductivity reading to that of a clean probe.

## Benefits of VCP

VCP is an indispensable tool for ensuring accurate dosing regardless of probe condition, and has proven itself in multiple locations. Results have shown that VCP significantly reduces service requirements, eliminates overfeed problems caused by inaccurate conductivity readings (while other dispenser brands overfed under the same conditions), and saves users hundreds to thousands of dollars per year in maintenance costs.

Contact Beta Technology Customer Service for item numbers to retrofit your existing dispensers with VCP, or to order a new VCP-equipped dispenser.

**\*Sale Alert! VCP Option FREE with Sierra until October 1, 2001**

# Tahoe...It Does More Than You Expect

Less than a year after its release, the Tahoe dispenser has proven itself to be not only low-cost, robust and well designed, but extremely versatile.

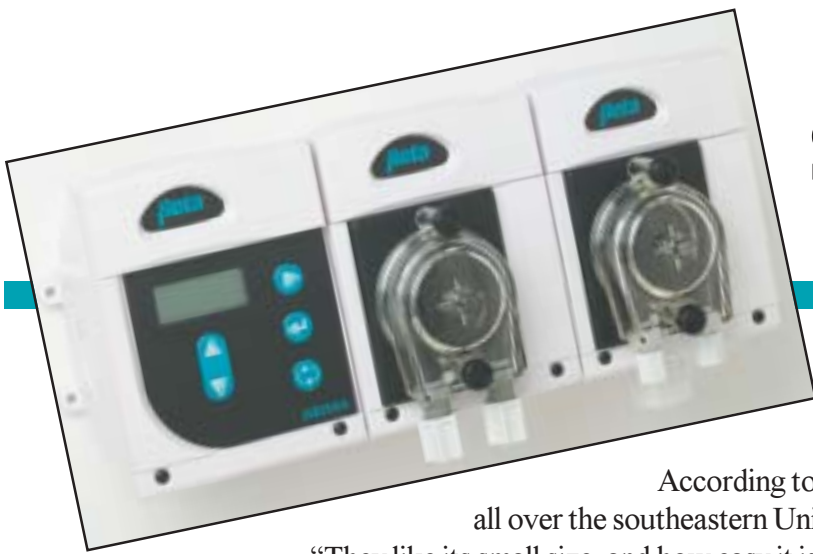
Earlier this year, Tahoe became available with a remote-dose button that expanded its warewash capabilities to pot and pan applications. However, it seems that Tahoe is proving extremely effective in many other applications as well. Across the States and over the oceans, reports are coming in about the many areas in which our customers have successfully applied their Tahoe dispensers, some of which include:

- Top loader laundry dosing
- Water Treatment (running Tahoe with a controller such as LiquiCal)
- Retrofit glass washers in bars
- Vegetable washing

Tahoe's compact design, easy three-dial setup and minimal maintenance requirements have made it the premier choice for a variety of dispensing applications.

Drop by <http://www.beta-technology.com> or contact Beta Customer Service for more information about Tahoe, or to order a Tahoe Remote.





## Sierra Rates High Throughout the United States

It's been two months now since Sierra hit the warewash market, and we're already hearing rave reviews from users across the United States.

According to Beta Sales Representative Chuck Bernath, customers all over the southeastern United States are finding Sierra practical and easy to use. "They like its small size, and how easy it is to program. Also, they think the drain and rack counting features are 'really slick'!"

Customers in the midwest and northern states are also pleased with Sierra's ease-of-use, as well as its advanced features. "They find it very easy to program, and like the fact that it's so light-weight," states Larry Larsen, another Beta Sales Representative. "Almost no instructions are required to get it set up. It's very intuitive." Larry also reports positive response to Sierra's datalogging features. "While datalogging may not be necessary for every account, it is very useful for analyzing and diagnosing problem installations."

For more information about Sierra Warewash systems, contact your Sales Representative, or Beta Technology's Customer Service Department at 1-800-858-2382.

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