

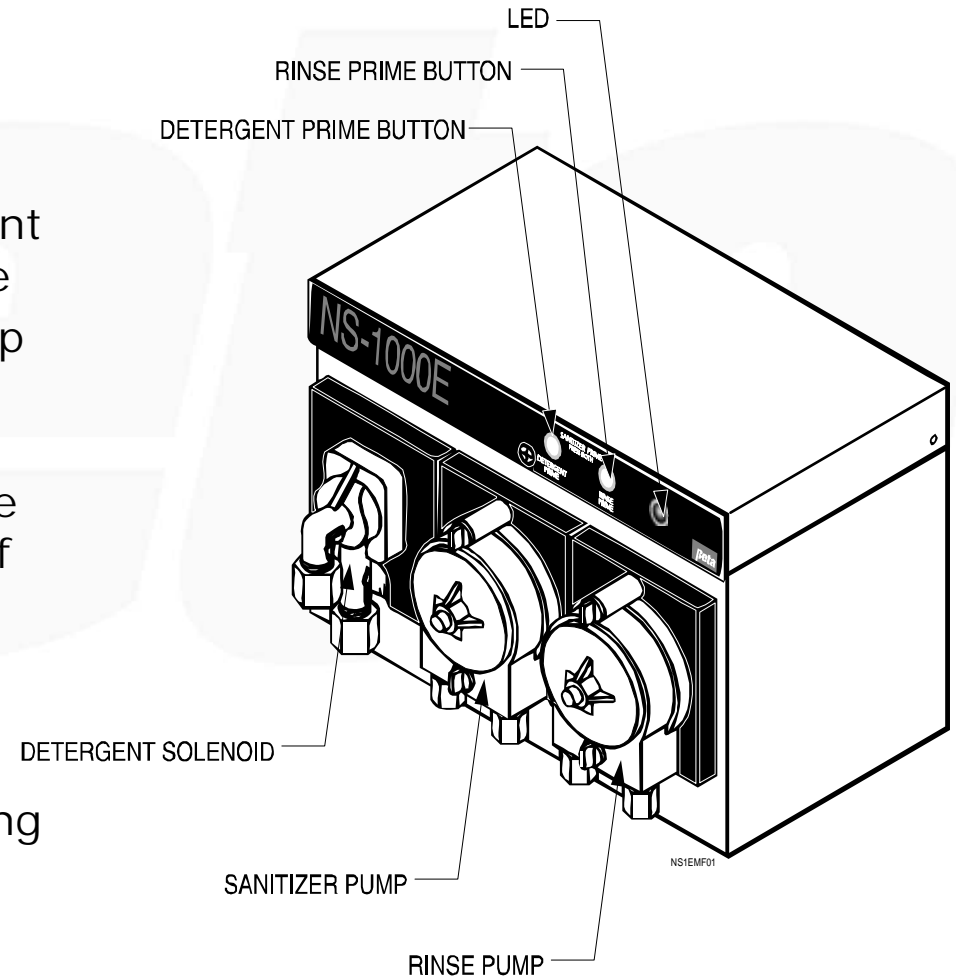
NS1000E & Virtual Clean Probe Software



Beta

NS1000E Flexibility Saves Money!

- Handles all dishwashers: door or conveyor, probe or probeless
- Programmable feed ratio, rinse delay, rinse runtime limit, detergent alarm time, and overfeed stop time
- Mounts anywhere: on wall or on top of dishmachine with convenient bracket 018224
- SnapHead pumps and solenoids are interchangeable, snap in and out of the pumpbox in seconds
- By eliminating the need to carry multiple MWW dispenser configurations, you reduce supply complexity and inventories, reducing costs spent on purchasing and carrying costs



Beta

Less Rinse Tube Servicing!

- Some customers replace rinse tubes as often as *once a month* with competitors' dispensers, others replace tubes only quarterly
- Our Flex rinse tube lasts two to ten years on door machines, one to two years on busy conveyors
- What do our customers say?

Our flex rinse tube field test customer in Canada started using flex tubes in the mid 1990's. When we called him in 2001 for an update, he commented "We haven't had to change the flex rinse tube yet on the door machines." The tubes had been in service over 5 years! Beta flex rinse tube – virtually lasts forever compared to the competition!

- Try a Beta dispenser with a Flex rinse tube and experience life without trouble calls!

Data based on lab tests and customer reports. Life on flight kitchen machines running 20 hours per day will be shorter, but we still expect it will compare extremely favorably to the competition as outlined above. Data presumes tube installed in Beta dispenser injecting into typical 35 PSI or lower. These statements are provided based on information available, are subject to change without notice, and do not constitute a guarantee of performance.

The Beta logo is located in the bottom right corner of the slide. It features the word "Beta" in a bold, italicized, sans-serif font. The letter "B" is significantly larger and more prominent than the other letters, and the entire word is slanted to the right.

Beta Rinse Tube: Virtually Lasts Forever!

- Everyone knows servicing is expensive, but how much does it really add up to?
- Our Flex tube may last 5 years or longer, but even using a two year life let's compare it to competitor's tubes which last 6 months, 3 months, or only one month
- Beta saves you over \$250/2 years vs. the competition!

	Beta	Competitor A	Competitor B	Competitor C
Average tube life	2 years	6 months	3 months	1 month
Rinse tubes used over 2 years	1	4	8	24
Cost per tube	\$7.50	\$5.00	\$5.00	\$5.00
2 year tube cost	\$7.50	\$20.00	\$40.00	\$120.00
Cost to change each tube	\$80.00	\$80.00	\$80.00	\$80.00
2 year tube change cost	\$80.00	\$320.00	\$640.00	\$1,920.00
Total rinse tube servicing costs per 2 years	\$87.50	\$340.00	\$680.00	\$2,040.00

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We fix dirty probes. Automatically.



- Beta's patented Virtual Clean Probe software in NS1000E, H3000E, and Sierra figures out if the probe is dirty and makes corrections to the reading.

Beta

Virtual Clean Probe Software

PROBLEM with no VCP

- Probe fouling causes overdosing, partial shorts cause underdosing
- After hour &/or long distance trouble calls
- Dirty dishes
- Angry customer goes to new chemical supplier
- Inductive probes cost \$120 or more, and still fail due to thermal shock, making for expensive spares

SOLUTION=VCP

- Stable chemical usage
- Scheduled maintenance visits
- Sparkling dishes
- Long-term customer satisfaction
- Virtual Clean Probe comes standard on NS1000E, Sierra, and H3000E, and works with normal inexpensive probes!

Case Study #1: The Problem

Problem: Michigan restaurant had probe scaling

- The rep was having to clean the probe every other week
- The account was using too much detergent and angry about the cost and downtime
- To solve these problems, a Beta dispenser with Virtual Clean Probe software was installed in the account

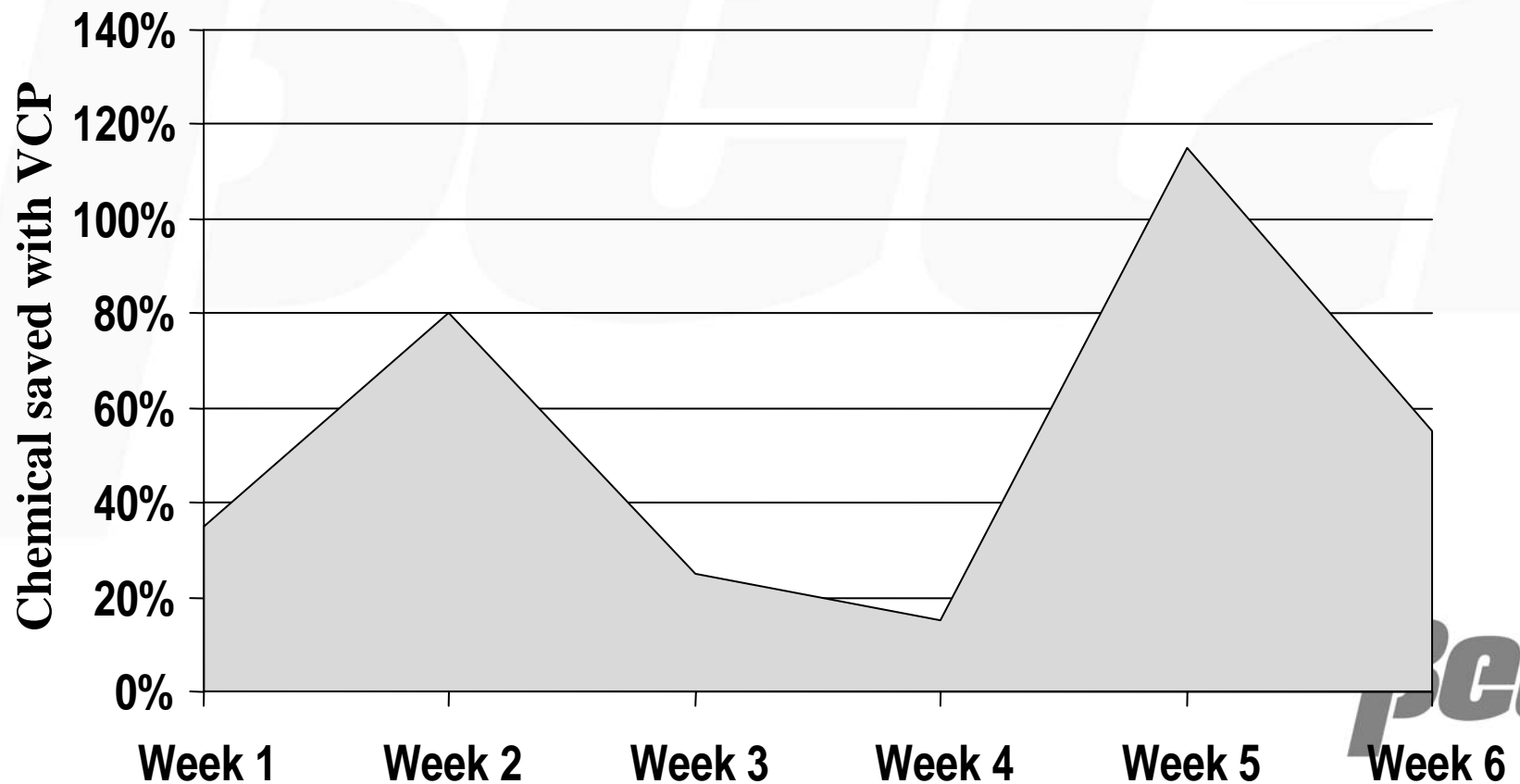


Case Study #1: Virtual Clean Probe Results

Servicing requirements were reduced by half

Chemical use stabilized

Due to probe scaling, extra chemical would've continued to be used if the account didn't have Virtual Clean Probe, per the chart below.



Case Study #2: The Problem

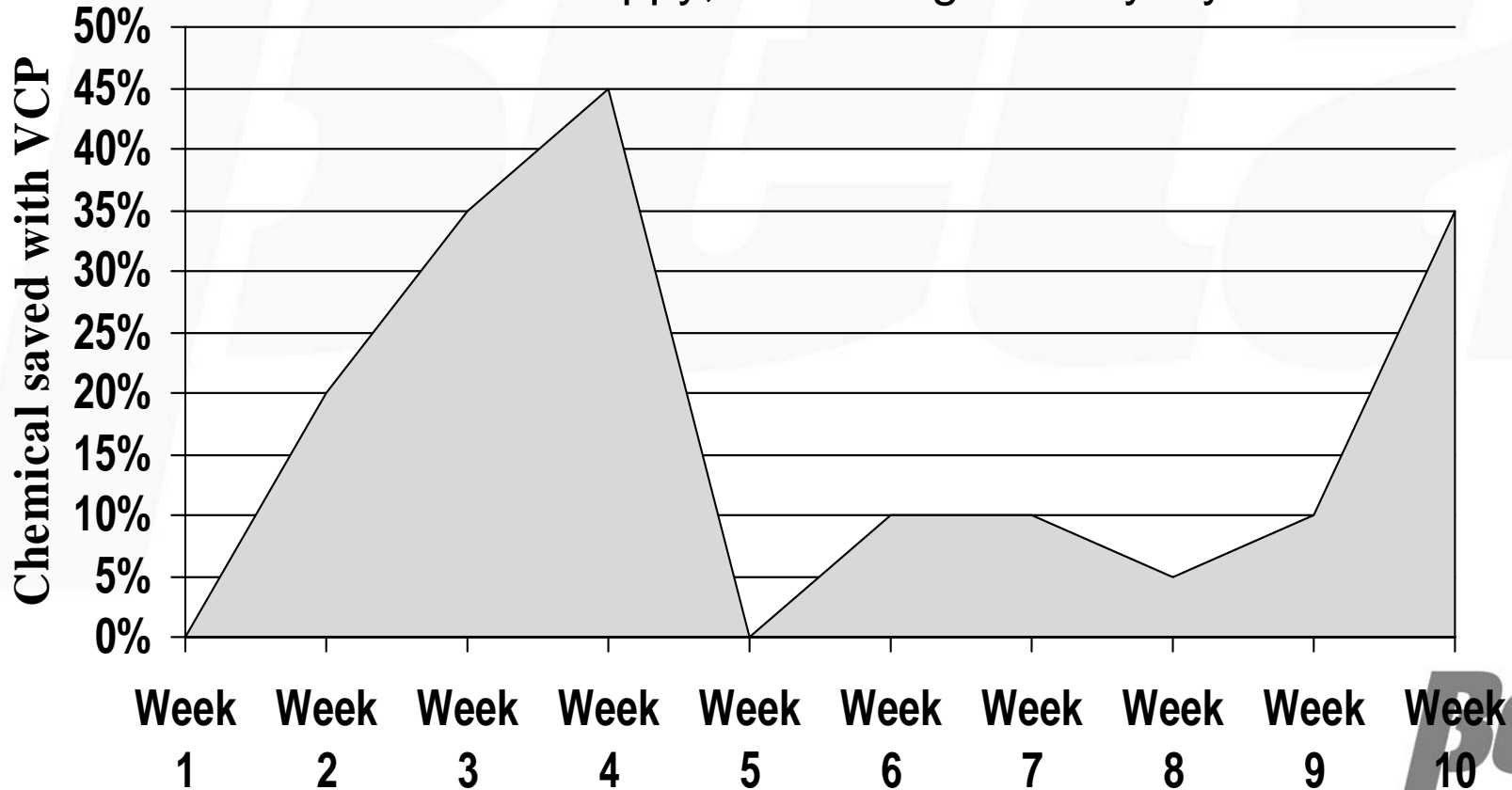
Problem: Account in Texas had extreme scaling

- The rep was having to clean the probe every week, driving an an hour and a half each way solely for that account
- No chemical company could provide a dispenser that wouldn't overuse chemical, and the account kept switching chemical suppliers
- To solve these problems, a Beta dispenser with Virtual Clean Probe software was installed in the account

The logo for Beta, featuring the word "Beta" in a bold, italicized, sans-serif font.

Case Study #2: Virtual Clean Probe Results

- Cut servicing requirements by over 6 hours/month
- Cut overdosing, which would've been too costly in a fixed cost account
- Made the end user happy, increasing their loyalty



Case Study #3: The Problem

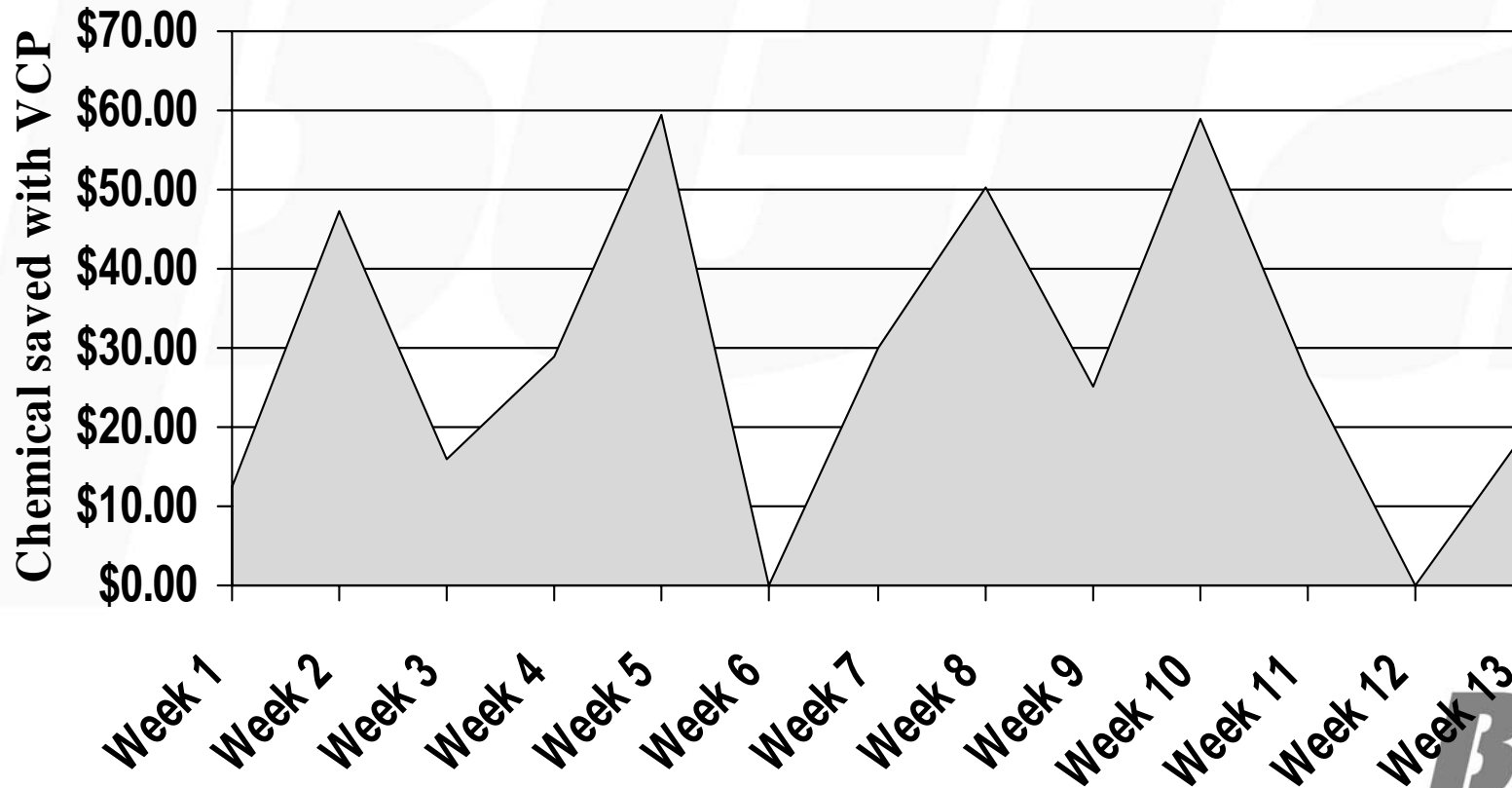
Problem: Dirty probe account in Canada

- Chemical company rep had to clean the probe every week
- Account using too much detergent
- To solve these problems, a Beta dispenser with Virtual Clean Probe software was installed in the account



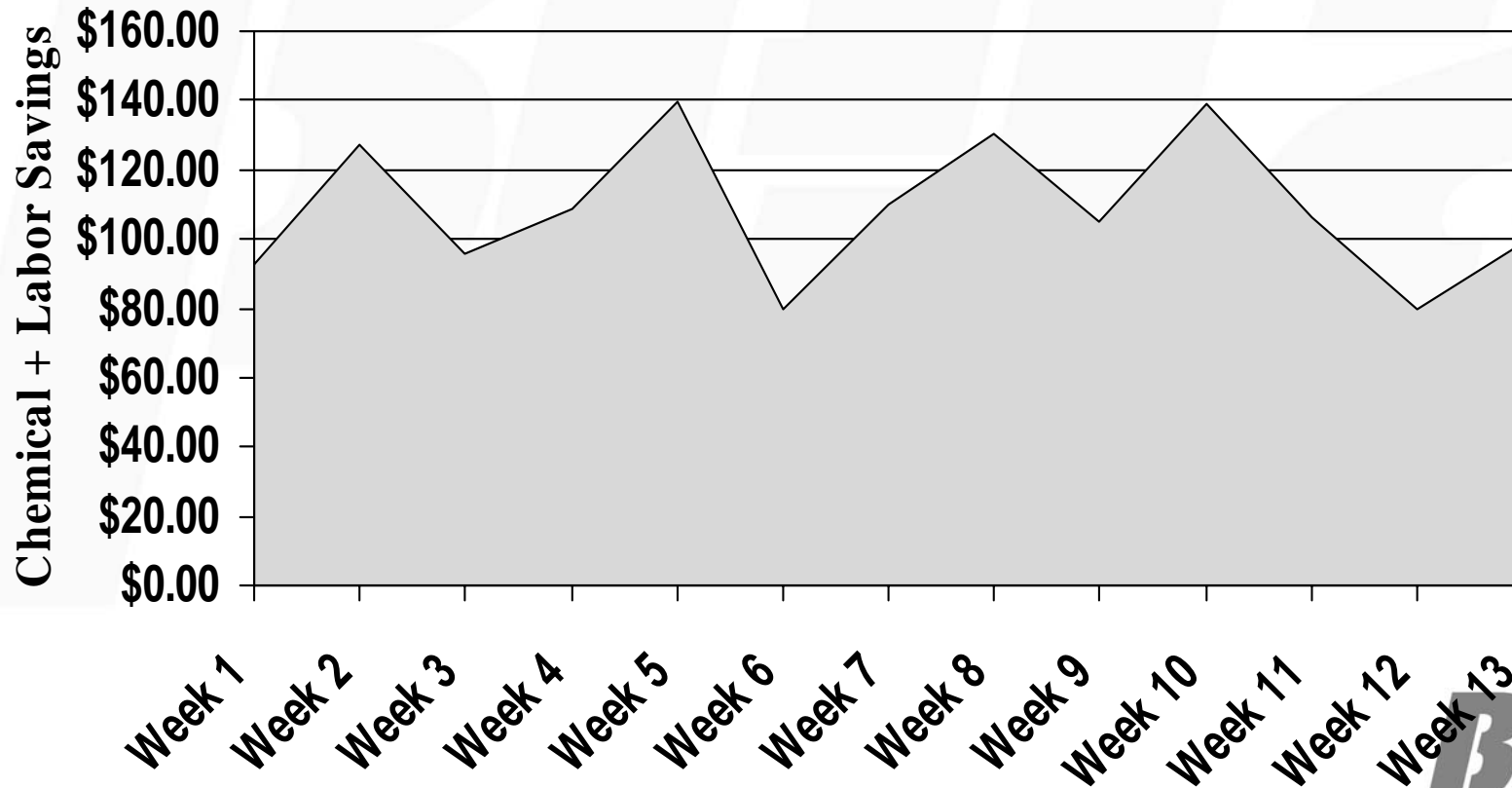
Case Study # 3: Virtual Clean Probe Results

- Chemical use stabilized
- Probe servicing requirement eliminated
- Competitor probe dispensers would've overdosed as shown below.
(The account delimed the tank in week 6 and week 12)

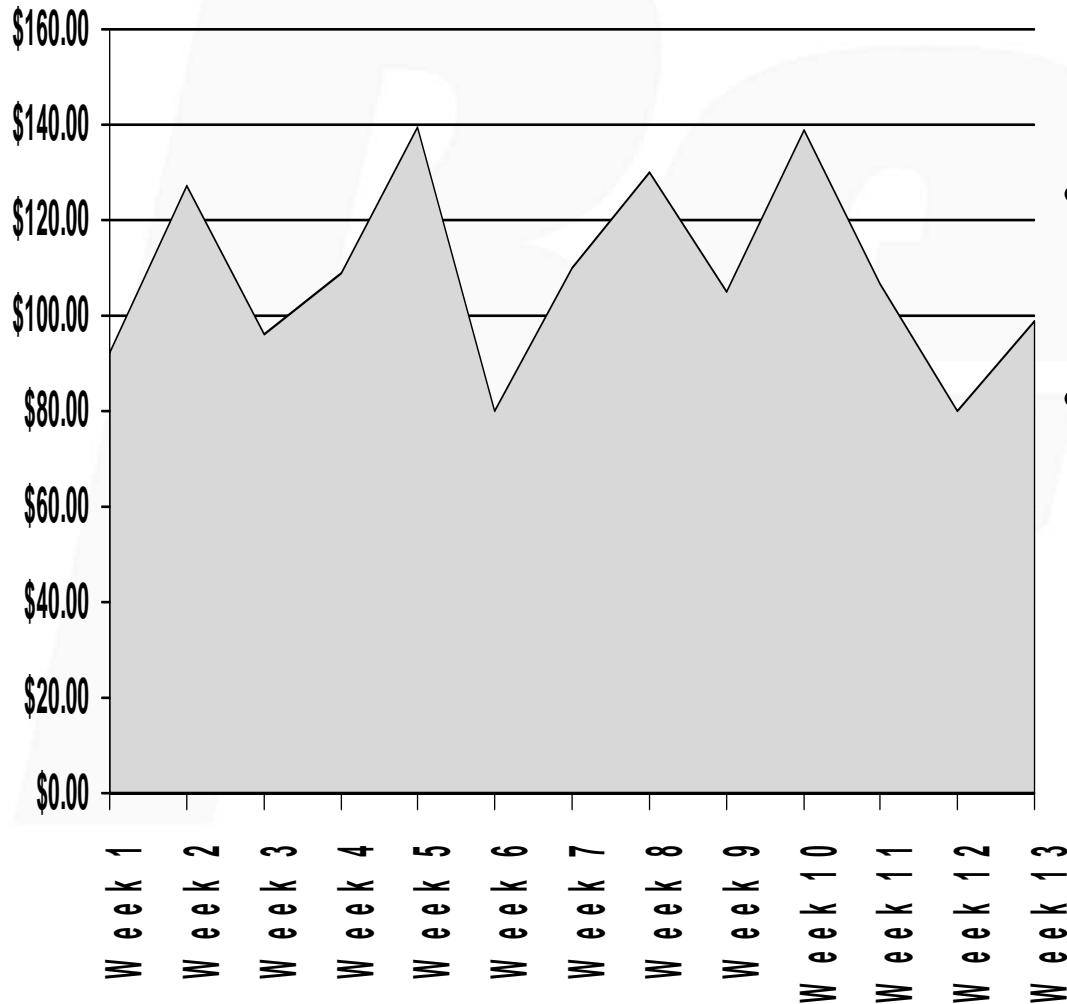


Case Study # 3: Savings including Labor

- Eliminated the weekly service calls, saving \$80/week
- Gave field sales rep more time to sell by reducing servicing time



Case Study # 3: The bottom line



- Elimination of the weekly service call saved \$80/week, or \$4100/year
- Eliminating the overdosing prevented \$29/week in chemical waste, \$1500/year
- Overall savings \$5600/year

Virtually **eliminates**
trouble calls forever!

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NS1000E & Virtual Clean Probe Software



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