

Betco® Helps Floor Care Reach New Heights at Airport

Known as one of the most frequented airports in its state, this city-owned airport is home to 4 airlines with an average of 200 flights and over 2,300 passengers per day. The airport has two concourses that sit on their 2,485 acres of land, covering 160,000 square feet. The hustle and bustle of passengers catching their flights and employees reporting to work was showing greatly on the terrazzo floor, raising the concern of the airport authority.

Big Bertha®
600%
More Efficient compared to other stripping machines

THE CHALLENGE

- Noticeably worn and poorly treated floor for years
- Not equipped with the right products and equipment
- Little knowledge on how to care for the floor
- Lack of labor and significant time constraints

THE SOLUTION

An airport authority employee contacted a new Betco® distributor, who contacted their Betco representative. Together, the Betco representative and distributor representative walked the airport floor to see what it was like. There were over 30 layers of finish built up due to their current floor care routine and challenges the airport was experiencing. To bring the airport's terrazzo floor back to life, a team of Betco employees helped implement Betco products and procedures into the floor care routine and hosted training.

Recommended products:

- Sure Cure™ Floor Sealer Finish
- Extreme® Floor Stripper
- Big Bertha® Stripping Machines

Over 14 nights, the Betco team worked side-by-side with the airport authority team members and distributor employees, explaining each product and each step of the floor care routine and letting them do the work to get a feel for the process. More specifically, the Betco representatives taught each person how to implement the Life Cycle of Floor Care with Betco products:

- Routine: How to clean high traffic areas daily
- Interim: How to do scrub and recoat to avoid stripping a floor for years
- Restorative: How to strip layers of finish and apply finish

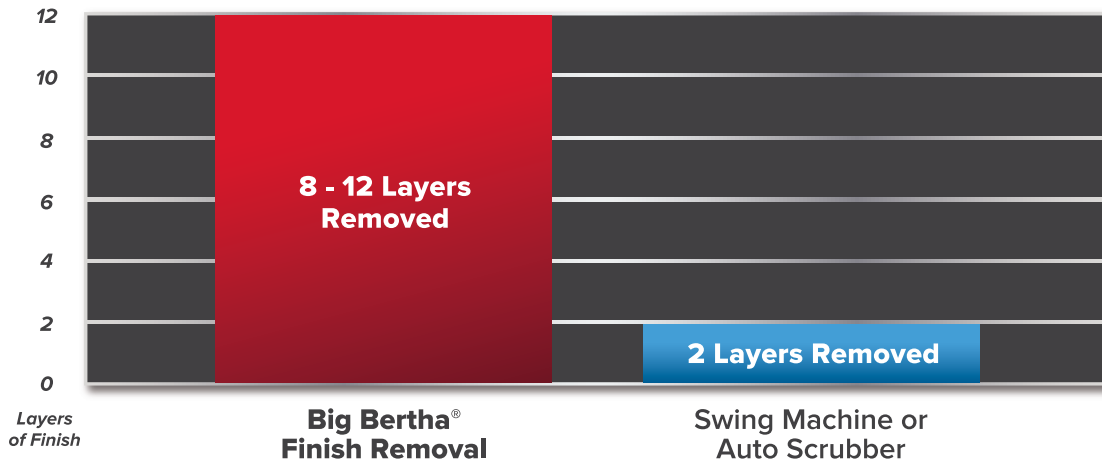
THE RESULTS

\$120,000+ *Saved in floor resurfacing costs*

After the training and demonstration were complete, the airport authority team and the distributor team were blown away by the results and thought it looked like brand-new flooring. The airport manager didn't realize the terrazzo was actually completely white. Other airport employees passing by noticed the difference and were highly impressed.

As a result, the airport switched to Betco® and is continuing to perform a modified floor maintenance program on their floor. As a 24/7 facility experiencing labor shortages and a time constraint from only being able to perform floor care at night, Betco products boosted productivity and improved the look of the floors at the same time. Using Big Bertha® with Extreme Floor Stripper cut labor costs by 50% and increased efficiency by 600%. Big Bertha was able to strip 8-12 layers of floor finish in one pass, nearly impossible with a standard swing machine or a scrubber. Sure Cure also contributed to labor savings by having higher solids and requiring fewer coats for application. It's long-lasting with high protection and abrasion resistance when applied to terrazzo floors.

FINISH REMOVAL COMPARISON



Betco saved the airport from a poor floor care routine and \$120,000+ in terrazzo floor resurfacing costs, which is what the airport was considering due to the state of the floor. Through a new partnership built on training and proven results, the Betco representative visits the airport at least every 3 months to walk the floor with the distributor and airport authority to answer questions and see how its performing.

When your current floor care routine is not producing the results you expect, is your manufacturer available for help?

If you're looking for a partner to provide recommendations and training to best meet your floor care expectations, contact Betco.



888-GO BETCO | betco.com

©2022 Betco Corporation
All Rights Reserved.
400 Van Camp Road
Bowling Green, Ohio 43402
04/22

