

Betco® Delivers Six-Figure Savings Through Floor Care Training



Ranked in the nation's top 50 public colleges and among the fastest-rising, a global research university provides access to a world-class education and is a top choice destination for high-achieving students in their region and from across the globe. Across their multiple campuses in over 90 buildings—including Division I athletic facilities—poor floor care results using competitors' products did not reflect their status as a preeminent institution.

62.5%

Labor **Reduction** with
Improved Floor
Appearance



THE CHALLENGE

- *Extremely deficient floor appearance with noticeable haze*
- *Improper routine, interim, and restorative maintenance practices*
- *Lack of maintenance personnel training*
- *Over \$425,000 budget for floor care and chemical in 2018 and 2019*

THE SOLUTION

In a meeting with the facilities director, the Betco representative learned that zero training had been offered from the manufacturers of the stripper, finish, and other products they were using, and the resultant lack of knowledge was causing labor and chemical costs to skyrocket. For example, unawareness of stripper dwell time led to premature removal of stripper solution, before the chemical bonds of the finish could be unlocked and released from the floor surface. Then, more stripper and labor were applied until the floor was deemed ready for new finish, which often still went down over incompletely stripped layers of old finish. A two-and-a-half-day training period dedicated to floor care was promptly scheduled with maintenance personnel, the Betco representative, and the Betco equivalents of the products they had been using—Unlock™ no-rinse floor stripper and Untouchable® Floor Finish with SRT™ (Scuff-Resistant Technology).

Over the course of the hands-on training sessions, the Betco representative taught each staff member in attendance:

- *Why stripper must be allowed to dwell and exactly how to use it to minimize labor*
- *How to recognize whether all layers of floor finish have been completely stripped*
- *How to apply multiple coats of new floor finish step by step with proper tools and processes*
- *Why incorporation of burnishing and buffing help achieve maximum gloss and wear properties and how to perform these new additions to their routine maintenance schedule*

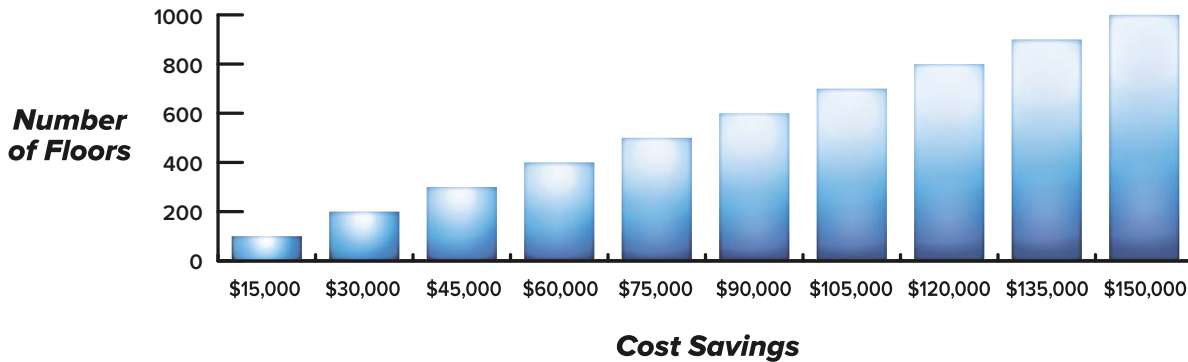
THE RESULTS



\$150,000

Saved for over
1,000 floors in
90 buildings

Increased understanding of strippers, finishes, and maintenance products cut stripping and refinishing labor by **62.5%**. Now, instead of spending 4 hours per floor, only 1.5 hours are needed to achieve better results. At an average of \$20 per hour for floor maintenance team members, the cost per 3-man team dropped from **\$240 to \$90**. Labor savings combined with chemical savings and extension of the floor maintenance life cycle allowed the university to finally stay within and justify their budget for floor care and chemical.



Through a commitment to partnership and showing the university a better way to perform floor maintenance, the cost savings and improvement in appearance proved so valuable that Betco training is now scheduled with the facilities teams once per quarter.

When results aren't where they should be, does your chemical manufacturer step up or step out?

If you're looking for a partner in achieving your facility cleaning, maintenance, and financial goals with proven training, contact Betco today.



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10/21

