



SUSTAINABILITY



Betco's commitment to sustainability has a long legacy, dating back to the introduction of the Green Earth® brand in 1990, which is a symbol of environmentally responsible chemistry that is safer for the planet and the user. As the technology improved, so did our sustainable products and we expanded into floor finish, hand hygiene, and even microbial cleaning.

We know that people won't use sustainable products over and over if they don't work as well as conventional products. So, we tested every sustainable product against traditional chemistries.

Betco sustainable products perform equal to or better than conventional products.



## What it means to be Sustainable:

We are **Certified.**



We are **Tested.**



We are **Proven.**



## Certifications

All our sustainable products are either third-party or Green Earth® certified.



**UL EcoLogo®**

ECOLOGO Certifications are voluntary, multi-attribute, lifecycle based environmental certifications that indicate a product has undergone rigorous scientific testing, exhaustive auditing, or both, to prove its compliance with stringent, third-party, environmental performance standards.



**Green Seal®**

Green Seal develops standards that clearly define sustainability leadership for products, cleaning services, hotels, and restaurants. Each standard has been developed following a science-based approach and an open, transparent stakeholder consensus-based process.



**USDA BioPreferred®**

The USDA BioPreferred label program recognizes products that have been independently certified to meet the USDA BioPreferred program standards for biobased content.



**Green Earth®**

**Industry-best product performance**—Green Earth products must meet or exceed traditional products. This performance is verified by third-party lab testing or testing designed and performed in Betco laboratories.

**Must be environmentally friendly**—Green Earth products meet the strictest environmental standards, from low VOC emission to readily biodegradable products.

**Must be safer for the user**—Products are Non-toxic, non-flammable products that are formulated without suspected carcinogens, mutagens, or reproductive toxins.

**Microbial Cleaning**

Products must meet all Green Earth criteria and must also contain Bacillus or enzymes specifically formulated to degrade targeted wastes.



## Lab Testing

These high-performing products have been verified by external or internal lab testing.



Internal lab testing found most of the green products performed equal to or better than conventional products.



Betco's Research and Development Lab performed practical testing for all green products against conventional products using the same application including soap scum, dirt, and soil removal.



Results were confirmed by visual observation as well as standard ASTM evaluation methods.

## Proven Performance

Betco sustainable products have attained a tried-and-true status through use in successful programs for over 30 years.



Developed and implemented sustainable cleaning programs in schools, universities, and healthcare and office buildings.



Versatile products helped consolidate multiple conventional products into a fewer sustainable products.



Betco sustainable products help our customers receive LEED certification and comply with new state and local green cleaning mandates.

# Microbial Cleaning

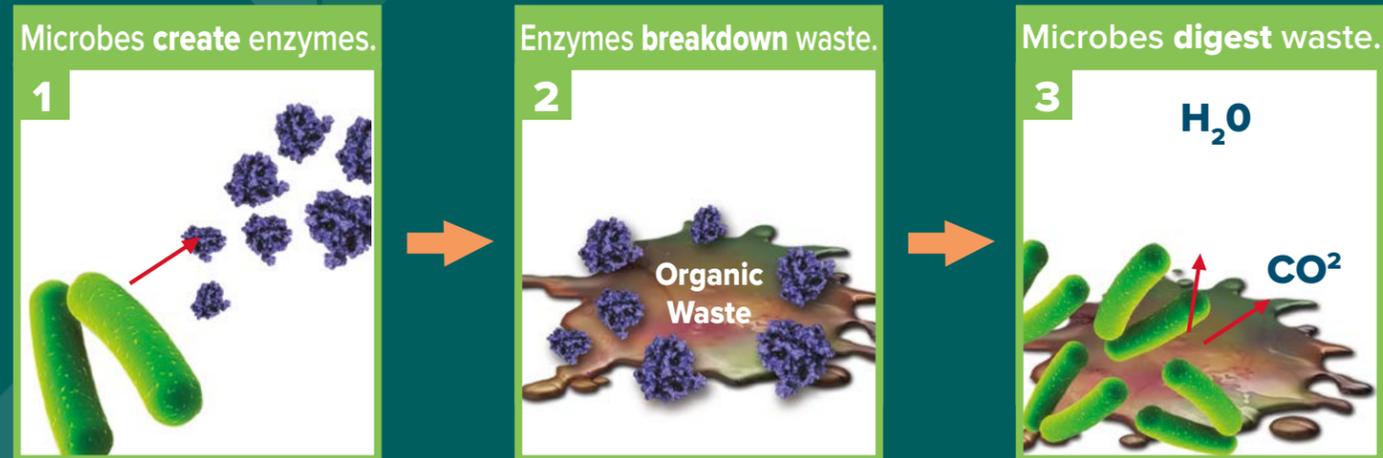
## BioActive SOLUTIONS™

Betco's BioActive Solutions™ combine traditional cleaning chemistry with non-harmful bacteria to provide superior cleaning and residual odor control.

### SUSTAINABILITY BENEFITS:

- Continuous cleaning long after initial product application
- Complete odor control
- Bacteria produce targeted enzymes that degrade various food sources, from fats, oils, and greases to uric acid and industrial soils
- Safer chemistry than traditional cleaners and degreasers, as they have a neutral pH
- Downstream benefits of bacteria—always digesting waste with no harsh caustics or acids, which saves on costly water treatment and eliminates potential backups in buildings' plumbing, waste collection systems, and municipal wastewater systems

### How do BioActive Solutions work?



### EFFECTIVE

- Break down organic waste and help prevent buildup
- Formulated for specific soils and applications

### SAFER

- Less hazardous than typical cleaning products, because non-pathogenic microbes offer a safer formula versus harsher products with caustics or acids
- pH neutral formulas are safer for cleaning applications

### CONTINUOUS

- Continue to work long after the application
- Continuously breaking down organic matter will reduce labor costs

In just 2 weeks with NO wiping!



**Soils tested:** Motor oil, cheese, chocolate, cat food, mustard, ketchup, corn oil, and fry oil.  
**Product used:** BioActive Solutions No-Rinse Floor Cleaner.

## BioActive Solutions™ DT 7



*"I love the BioActive Solutions line. In higher education, we have a lot of issues with restrooms smelling like urine, and I have been turning everyone to BioActive Solutions. It does a great job at eliminating odors."  
-Facilities Supervisor*

Cut costly grease trap pumpouts in half!



BioActive Solutions™ DT 7 contains a blend of microbial species that degrade grease and short and long-chain fatty acids, which are the root causes of clogged drain lines and grease traps.

- Microbial Cleaning Certified
- Proven Performance

Products	When & Where	Benefits
<b>BioActive Solutions™ Grease Solv</b> Industrial Microbial Degreaser	Manufacturing plants, transit systems, engine rooms, bilges, holding tanks, automobile oil bays, concrete docks, anywhere traditional industrial degreasers are used.	Microbial species continue to degrade buildup through the entire wastewater system without the harsh caustics and acids used in traditional products.
<b>BioActive Solutions™ Beverage Drain Cleaner</b> Drain Cleaner and Maintainer	Restaurants, convenient stores, bars. Apply at the close of the day when traffic is light.	Eliminates sugar snakes, which clog the drain lines and are extremely difficult to remove. Reduces plumber service calls.
<b>BioActive Solutions™ Fiber Cleaner</b> Soft Surface Cleaner and Deodorizer	Carpet, upholstery, and other soft surfaces.	Cleans fibers and truly degrades odors at their source.
<b>BioActive Solutions™ No-Rinse Floor Cleaner</b> Food Service Floor Cleaner	Kitchens, convenience stores. Apply at the close of the day when traffic is light.	Reduces slip and fall accidents. Degrades grease buildup on kitchen floors. Brightens grout lines.
<b>BioActive Solutions™ Push®</b> Multi-Purpose Cleaner: Drains, Floor and Surface, Spotter	Restrooms, carpets, floors, drains. Apply when traffic is light.	One product for multiple uses. UL Ecologo certified.

# All-Purpose Cleaners/ Degreasers

## Green Earth® Peroxide Cleaner

### SPOTLIGHT



With the Green Earth Peroxide Cleaner, 90% of the grease was removed in one pass. Removed over 80% of soap scum without using an aggressive brush. (as measured by light reflectance meter).

A Facilities Supervisor from a large Big Ten University confirms, "The Green Earth Peroxide Cleaner allowed us to maintain healthy facilities while being safe, which is pretty much my only goal."

## The one-product solution!



Green Earth Peroxide Cleaner cleans restrooms, floors, glass, and even carpet. Removes grease and oil, soap scum, and mold stains.

- Lab Tested (see photos)
- Green Seal Certified
- UL EcoLogo Certified.
- Proven Performance

# Floor Care

## Green Earth® Prelude Finish and Sealer

### SPOTLIGHT



According to a school system in the Eastern US—there are statewide mandates for green finishes, in fact, states are actually providing funds to switch to green products. Other green finishes were powdery, slippery, expensive, hard to apply, and required a special pad to maintain the floor. Green Earth Prelude Finish and Sealer, however, was simple to apply, required no special maintenance, and retained its shine with heavy foot traffic.

## Shines like a conventional finish with no zinc!



For reasons ranging from satisfaction of school mandates to attaining LEED certification, facility managers are looking for environmentally friendly floor finishes with a shine as brilliant and long-lasting as conventional finishes.

- UL EcoLogo Certified.
- Proven Performance

### Products

**Green Earth® Daily Floor Cleaner**  
*Neutral pH Low-Foaming Floor Cleaner*

**Green Earth® Velocity**  
*Neutral Non-Butyl Degreaser*

**Green Earth® Natural Degreaser**  
*Industrial Degreaser*

**Green Earth® Natural All Purpose Cleaner**  
*Hard Surface Cleaner*

**Green Earth® Glass Cleaner**  
*Glass & Surface Cleaner*

**Green Earth® Restroom Cleaner**  
*Non-Corrosive Heavy-Duty Restroom Cleaner*

### When & Where

Mopping or autoscuffing finished floors. Use daily to maintain shiny floors.

Use daily on any water-washable surfaces. Remove inks, greases and oils.

Remove heavy soils on any water-washable surfaces. Removes industrial greases and oil stains.

Use daily on any water-washable surfaces. Will not streak or smear, leaves no residue.

Use daily on glass, mirrors, and other hard surfaces.

Use regularly in restroom and showers.

### Benefits

Cleans floors thoroughly without attacking the floor finish. Green Seal Certified. UL EcoLogo Certified.

As effective as highly caustic butyl degreasers. Removes black heel marks on rubber surfaces without damaging the rubber. UL EcoLogo Certified.

Very effective and more pleasant to use than aggressive high alkaline degreasers. Green Earth Certified.

Pleasant to use and extremely effective. USDA BioPreferred Certified.

Will not streak, haze, fog, or cloud the surface. Green Seal Certified. UL EcoLogo Certified. USDA BioPreferred Certified.

Effectively removes soap scum, body oils, and mineral deposits from restroom fixtures and showers. Does not irritate the lungs like traditional shower cleaners. UL EcoLogo Certified.

### Products

**Green Earth® Floor Finish**  
*Non-Zinc Floor Finish and Sealer*

**Green Earth® Floor Stripper**  
*Non-Butyl/Non-Ammoniated Stripper*

**Betco® One Step**  
*Cleaner and Restorer*

### When & Where

VCT, vinyl, marble, and terrazzo floors. Recommended 4 - 5 coats after completely stripping floor.

VCT, vinyl, marble, and terrazzo floors. Designed to remove sustainable as well as conventional floor finishes.

All finishes that are buffed and burnished at high speeds. Use once a week, always burnish after application.

### Benefits

High solids formula requires fewer coats. Low odor. Durable. Keeps floors shiny longer. UL EcoLogo Certified.

Does not require rinsing. Low odor, strips without butyl or ammonia. Green Seal® Certified.

Extends time between recoating. Repairs scuffs, scratches, and restores gloss. UL EcoLogo Certified.



# Hand Hygiene

## Green Earth® Clear Foaming Skin Cleanser

### SPOTLIGHT



In 2015, 8.8 million children in the US suffered from skin care allergies.

## Dye-Free/Fragrance-free effective skin cleansing!



Green Earth® Clear Foaming Skin Cleanser will not cause dryness or skin irritation, encouraging frequent hand washing. Green Earth Clear Foaming Skin Cleanser contains no additives, colors, or fragrances (all of which are frequently cited as ingredients that cause allergic reactions), making it suitable for use to even the most sensitive individuals.

According to the Centers for Disease Control and Prevention (CDC):

- ✓ The number of American children who suffer from skin care allergies has increased dramatically in recent years

UL EcoLogo Ccertified

# Restroom Care

## Smart Restroom System

### SPOTLIGHT



"The Smart Restroom System contributed towards earning LEED points, and we are on track to save in excess of 2.5 million gallons of water this year, and would definitely recommend this system as a valuable addition to your water conservation efforts."  
-Nationwide Arena

## Drastically reduce water usage and energy costs!



Conserve millions of gallons of water and save up to \$600 per urinal in operating expenses with the Smart Restroom System. It installs in minutes and start saving water immediately. NO licensed plumber needed!

- ✓ Reduce your water consumption without having to replace the urinal
- ✓ Gain up to 5 LEED points for a 70% water reduction goal
- ✓ Proven Performance

### Products

**Green Earth® Foaming and Lotion Skin Cleansers**

**Foaming Antibacterial Skin Cleanser**

**Foaming and Gel Alcohol Hand Sanitizer**

### When & Where

For frequent hand washing in all settings.

Use in healthcare or anywhere germs are a concern.

Use in healthcare or anywhere germs are a concern.

### Benefits

Maintains skin health with emollients and skin conditioners. UL EcoLogo Certified. Green Seal® Certified. (Foaming Only)

Mild formula, does not cause dryness or skin irritation. USDA BioPreferred Certified.

Gentle yet effective hand sanitizer. Kills 99.9% of common germs in 15 seconds. USDA BioPreferred Certified.

### Products

**SmartVALVE Auto® Kits (Ocean Breeze and Citrus Bouquet)**

**SmartVALVE® Manual Kits (Ocean Breeze and Citrus Bouquet)**

**SmartSCREEN® (Ocean Breeze and Citrus Bouquet)**

### When & Where

Standard flushing urinals where there is minimal maintenance.

Standard flushing urinals where maintenance is regularly performed.

Use with SmartVALVE to eliminate odors and prevent clogs.

### Benefits

Water and cost savings without having to remove existing urinal. Can be programmed for 2, 4, 6 or 8 hour cycles. Sleep mode for extended periods of non-use. Earn up to 5 LEED points for a 70% water reduction goal.

Water and cost savings without having to remove existing urinal. Key activation allows maintenance professionals to flush urinals only as needed. Earn up to 5 LEED points for a 70% water reduction goal.

Contains non-harmful bacteria and chelating agents to eliminate odors and prevent scale buildup. Enzyme-producing bacteria quickly breakdown uric and hard water scale.



## Betco's Sustainability Commitment

At Betco®, being environmentally responsible is a company standard. We are committed to developing products, programs, and procedures that meet or exceed health and environmental standards, and we are continually investing in the future of clean. We recently completed a state-of-the-art manufacturing plant for the mixing and blending of bacterial strains that are custom formulated for our BioActive Solutions™ line, making Betco the only manufacturer who blends their own bacterial strains onsite.

But we didn't stop there; we designed our new facilities to help reduce the environmental impact of manufacturing and preserve natural resources. Below are just a few highlights that we incorporate in all Betco manufacturing plants:

- 1. Wastewater Pre-treatment**—A commitment to ensure that all our water is completely clear before discharging to the treatment plant.
- 2. Electricity**—Incorporation of smart lighting, including LED lights that shut off when the room is not in use.
- 3. Air Quality**—Engineered a dust collection system to improve the air our team members are breathing when fine powders are being used in manufacturing. It also prevents our facility from emitting dust into the environment.
- 4. Water Conservation**—An advanced piping clean-out system to squeegee out pipes between chemical production runs. This saves fresh water and decreases total solids in our wastewater.
- 5. Recycling**—Recycled content in all packaging. Recycling centers throughout Betco's plant and programs to encourage all employees to recycle.
- 6. Renewable Resources**—Increasing the use of renewable resources in all of our product packaging.
- 7. Sustainable Packaging**—Betco is changing its outer packaging from bleached white to natural brown. Although this sounds like a minor change, the environmental impact is substantial:
  - 14% reduction in net energy (MM BTUs)
  - 22% reduction in greenhouse gases
  - 11% reduction in air pollutants
  - 14% reduction in water pollutants

## Available Sustainable Products

Product	Item #	Size/Case	Dilution
<b>BioActive Solutions™ DT 7</b> Drain and Grease Trap Cleaner and Maintainer	260012-00 / 260004-00 260005-00	12 - qts. (946 mL)/cs. 4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail	Ready-To-Use
<b>BioActive Solutions™ Grease Solv</b> Industrial Microbial Degreaser	260104-00 / 260105-00 260155-00 / 260127-00	4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail 55 gal. (208 L)/Drum 275 gal. (1041 L)/Tote	Concentrate 1:10 - 1:128
<b>BioActive Solutions™ Beverage Drain Cleaner</b> Drain Cleaner and Maintainer	260204-00 / 260205-00 260212-00	4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail 12 - qts. (946 mL)/cs.	Ready-To-Use
<b>BioActive Solutions™ Fiber Cleaner</b> Soft Surface Cleaner and Deodorizer	260312-00 / 260304-00	12 - qts. (946 mL)/cs. 4 - 1 gal. (3.78 L)/cs.	Concentrate 1:32 - 1:64
<b>BioActive Solutions™ No-Rinse Floor Cleaner</b> Food Service Floor Cleaner	25847-00 / 25804-00 25805-00 / 25815-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail 15 gal. (56.8 L)/Drum	1:64
<b>BioActive Solutions™ Push®</b> Multi-Purpose Cleaner: Drains, Floors, Surfaces, Spotter	13312-00 / 13347-00 / 13304-00 13305-00 / 13355-00	12 - qts. (946 mL)/cs. 4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail 55 gal. (208 L)/Drum	Ready-To-Use and Concentrate 1:20 - 1:64
<b>Green Earth® Floor Finish</b> Non-Zinc Floor Finish and Sealer	54204-00 / 54239-00 / 54255-00	4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/BIB 55 gal. (208 L)/Drum	Up to 3,000 sq. ft. per gallon
<b>Green Earth® Floor Stripper</b> Non-Butyl/Non-Ammoniated Stripper	54104-00 / 54139-00 / 54155-00	4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/BIB 55 gal. (208 L)/Drum	Concentrate 1:4
<b>Betco® One Step</b> Cleaner and Restorer	61812-00 / 61847-00 / 61804-00 61805-00 / 61855-00	12 - qts. (946 mL)/cs. 4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/Pail 55 gal. (208 L)/Drum	Concentrate 1:128
<b>Green Earth® Daily Floor Cleaner</b> Neutral pH Low-Foaming Floor Cleaner	53604-00 / 53647-00 / 53639-00	4 - 1 gal. (3.78 L)/cs. 4 - 2 L/cs. (FastDraw®) 5 gal. (18.9 L)/BIB	Concentrate 1:256
<b>Green Earth® Prelude</b> Non-Zinc Floor Finish and Sealer	54704-00 / 54739-00	4 - 1 gal. (3.78 L)/cs. 5 gal. (18.9 L)/BIB	Up to 3,000 sq. ft. per gallon
<b>Green Earth® Velocity</b> Neutral Non-Butyl Degreaser	19747-00 / 19704-00 / 19755-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs. 55 gal. (208 L)/Drum	Concentrate 1:15 - 1:64
<b>Green Earth® Natural Degreaser</b> Industrial Degreaser	21747-00 / 21704-00 / 21755-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs. 55 gal. (208 L)/Drum	Concentrate 1:20
<b>Green Earth® Natural All Purpose Cleaner</b> Hard Surface Cleaner	19847-00 / 19804-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs.	Concentrate 1:10 - 1:64
<b>Green Earth® Glass Cleaner</b> Glass & Surface Cleaner	53547-00 / 53504-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs.	Concentrate 1:64
<b>Green Earth® Restroom Cleaner</b> Non-Corrosive Heavy Duty Restroom Cleaner	30912-00	12 - qts. (946 mL)/cs.	Ready-To-Use
<b>Green Earth® Peroxide Cleaner</b> Neutral pH All Purpose Cleaner	54847-00 / 54804-00	4 - 2 L/cs. (FastDraw®) 4 - 1 gal. (3.78 L)/cs.	Concentrate 1:20 - 1:64
<b>Green Earth® Peroxide Cleaner</b> Neutral pH All Purpose Cleaner	33647-00 / 33604-00 / 33655-00	4 - 2 L/cs. (FastDraw®) 55 gal. (208 L)/Drum 4 - 1 gal. (3.78 L)/cs.	Concentrate 1:20 - 1:64
<b>Green Earth® Lotions Skin Cleansers</b>	32912-00	12 - qts. (946 mL)/cs.	Ready-To-Use
<b>Green Earth® Foaming Skin Cleansers</b>	78329-00 / 78304-00 / 78355-00	6/1000 mL Clario® bags/cs. 4/1 gal. (3.78 L) cs. 55 gal. (208 L)/Drum	Ready-To-Use
<b>Green Earth® Foaming Skin Cleansers</b>	78129-00 / 781C3-00 / 781c3-07 781C5-00 / 781C5-07 / 78104-00	6/1000 mL Clario® bags/cs. 2/1250 mL Compass® bottles/cs. 2/1250 mL Compass bottles/cs. (Canada) 4/750 mL Compass bottles/cs. 4/750 mL Compass bottles/cs. (Canada) 4/1 gal. (3.78 L) cs.	Ready-To-Use
<b>Foaming Antibacterial Skin Cleanser</b>	75129-00 / 75129-07 75104-00 / 75155-00	6/1000 mL Clario® bags/cs. 6/1000 mL Clario bags/cs. (Canada) 4/1 gal. (3.78 L) cs. 55 gal. (208 L)/Drum	Ready-To-Use
<b>Green Earth® Clear Foaming Skin Cleanser</b>	71529-00 / 71504-00 / 715C3-00 715c3-07 / 715C5-00 / 715c5-07	6/1000 mL Clario® bags/cs. 4/750 mL Compass® bottles/cs. 4/750 mL Compass bottles/cs. (Canada) 2/1250 mL Compass bottles/cs. 2/1250 mL Compass bottles/cs. (Canada) 4/1 gal. (3.78 L) cs.	Ready-To-Use
<b>Alcohol Gel Hand Sanitizer</b>	77657-00 / 77619-00 / 77629-00	6 - 550 mL/cs. 12 - 900 mL BIB/cs. (U.S.) 6/1000 mL Clario bags/cs.	Ready-To-Use
<b>Foaming Alcohol Hand Sanitizer</b>	75553-00 / 75557-00 / 755c3-00 75529-00 / 75529-07 / 75553-00 75557-00	24 - 50 mL/cs. 6 - 550 mL/cs. 4/750 mL Compass® bottles/cs. 6/1000 mL Clario® bags/cs. 6/1000 mL Clario bags/cs. (Canada) 2/1250 mL Compass bottles/cs. 4/1 gal. (3.78 L) cs.	Ready-To-Use
<b>SmartVALVE Auto® Kits</b> (Ocean Breeze and Citrus Bouquet)	92195-00 - Ocean Breeze 92196-00 - Citrus Bouquet	KIT INCLUDES: Auto Unit with batteries included, 3 Ocean Breeze SmartScreens and 1 End User Decal	Ready-To-Use
<b>SmartVALVE® Manual Kits</b> (Ocean Breeze and Citrus Bouquet)	91538-00 - Ocean Breeze 91529-00 - Citrus Bouquet	KIT INCLUDES: 1 SmartValve, 1 End User Decal, and 3 SmartScreens	Ready-To-Use
<b>SmartSCREENS®</b> (Ocean Breeze and Citrus Bouquet)	28672-00 - Ocean Breeze 28772-00 - Citrus Bouquet	72 Screens	Ready-To-Use



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400 Van Camp Road  
Bowling Green, Ohio 43402  
Item# 91743-92

