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Hot Links

BESTech on the web
Your one-stop information center for drain line solutions

"The Grease Equation"
A streaming video by the San Diego Wastewater Dept. on the problem of grease in drain lines

National Restaurant Association
The principal association for the Restaurant & Hospitality Industry

Georgia Fats, Oils and Grease Initiative
Excellent resource for FOG/wastewater information

Best Management Practices
Preventive drain line maintenance guidelines for food service facilities

Contact Us

BESTechnologies, Inc.
7329 International Place
Sarasota FL 34240 USA

toll-free 866.907.BEST
or 941.907.7788

fax 941.907.7302
info@bestechcorp.com
www.bestechcorp.com

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 **YOUR FRIENDS AT BESTECH WISH YOU HAPPY HOLIDAYS AND** 
A HEALTHY AND PROSPEROUS NEW YEAR!   

Let Biofeed Service Rescue Your Bottom Line!

Businesses are always looking for ways to grow, and to increase per-client revenue. Providing bioremediation services to commercial clients is a great way to accomplish both goals. Each new Biofeed customer typically results in additional billings of \$1,000 or more per year. Simply adding 30 Biofeed clients (an extremely achievable number) would increase revenue \$30,000 per year - an additional \$2,500 per month!

Performing the monthly Biofeed service requires only 10 to 15 minutes of the service technician's time. In the case of a service provider's existing customers for whom Biofeed is an add-on, the provider's additional Biofeed-related revenue involves virtually no additional overhead, so nearly all of the resulting gross profit drops to the bottom line! The value of the ticket increases significantly and revenue per stop increases, resulting in less stops per route and higher income for the service tech.

BESTech Biofeed is also an excellent door-opener at restaurants and other food service facilities. By leading with Biofeed, sales personnel can land not only a new remediation account, but a new customer for the service provider's core business as well. All that is required is one simple question: "What are you presently doing about your drain line maintenance?" It's a great open-ended question that can be used to initiate conversation with any manager. Biofeed is a service that they need, and one that not many companies offer.

So exactly what is Biofeed's near-term potential for your business? One of BESTech's west coast resellers recently had its telemarketers contact and set appointments with its current restaurant clients. In a 40-day period the reseller's three sales personnel sold 92 accounts, resulting in annual billings of over \$100,000! Contact BESTech customer service at 866-907-BEST (2378) to learn how we can help you to grow your business!

Price Increase Effective January 1, 2007

BESTech recently announced its first price increase in more than three years. We will honor existing pricing for all orders for immediate shipment received by us on or before December 31, 2006. Contact your company's purchasing manager for details.

Q&A: Cleaning the Biofeed Spray Dispenser

Q: "What is the most effective way to clean the Biofeed Spray dispenser?"

A: Over a period of time, contaminants build up in the dispensers that are used each week by the service techs to dispense Biofeed Spray. The recommended method is to clean them with a mixture of warm soapy water, and thoroughly rinsing the sprayer, hose, and sprayer head with warm water prior to the next use. If this is not sufficient in the case of a very bad build-up, household bleach diluted to 10 parts water to 1 part bleach can be used, again followed by a thorough rinsing

E-mail questions to bulletin@bestechcorp.com, and be entered in a monthly drawing for two Biofeed FS bags.