

Bionetix® Newsletter

January 2017



Celebrating 20 Years of Natural Bioremediation Solutions!

Bionetix® International has recently completed its 20th year of providing natural biological solutions to the petroleum, food and agriculture, and hazardous waste industries. This milestone has allowed time to reflect on the company's growth and vision, particularly since the November 2010 acquisition of Bionetix® by Cortec® Corporation.

The acquisition of Bionetix® has allowed Cortec® to broaden its technology portfolio while increasing its environmentally friendly capabilities and reaching what visionary Cortec® founder and CEO, Boris Miksic, calls the "third technological platform." In reflecting on the significance of this step, Miksic stated, "With acquisition of Bionetix® International of Montreal and recently inception of Cortec® Biotechnology Campus in Sarasota, FL our group of companies has entered the most elite group of specialty chemical companies in the world having the most environmentally friendly technologies in our portfolio as well as the most advanced plants, laboratories, marketing and sales organization reaching over 100 countries."

The acquisition has also been a new era of growth for Bionetix® International, resulting in better service and better quality including the following highlights:

- The company now offers a line of more than 300 biological products, including numerous custom blends
- Bioremediation products are used in thousands of field applications worldwide
- Many global companies with name recognition now rely on Bionetix® for environmentally friendly private label solutions
- Vertical integration is enabling more quality oversight as Cortec's own Biotechnology Campus has begun to create bacterial building blocks for Bionetix® products

Customer Comment
September 28, 2016

"Congratulations to Bionetix on their 20 years. You are a great company to work with and I wish you many years of continued success." - Antonio D

Bionetix® International invites you to journey forward with them to greater levels of innovation as the company continues to enhance the bioremediation of waste systems, the natural power of cleaners, and the health of livestock through natural bacterial and enzyme supplementation!



Bionetix® Successfully Passes ISO 9001 Quality Management System Recertification!

Bionetix® International has successfully passed another ISO 9001 recertification audit without any non-conformances. The external audit was carried out at Bionetix® January 17th-18th, 2017. It confirmed that Bionetix® meets all Quality Management System requirements under ISO 9001.

Bionetix® International has been certified under ISO 9001 since 2008.



ISO: 9001 Certified
Quality System Registered



Michael Morin (SGS Senior Auditor) and Monica Yang (Bionetix® Office Manager)

Welcome, New Talent!

Bionetix® International welcomed its new R&D Chemist and Compliance Officer, Mathias Benitez, the first week of December 2016! Mathias holds a Bachelor's in Chemistry, with an environmental specialization, from l'Université du Québec à Montréal.

Before starting at Bionetix®, Mathias worked for six years in the cosmetics industry. His first five years were as a chemist and production manager for the fragrance supplier company, Fleurarome Ltée. While there, he oversaw R&D, laboratory and plant personnel, compliance, and QC. Following that, he spent one year in a cosmetics lab doing formulations and R&D of various products such as shampoos, creams, lotions, gels, disinfectants, etc.

Mathias personally sees his move to Bionetix® as a logical continuation of his career. He began his journey learning about fragrances, which are one of the many raw materials used in Bionetix® International's products. Then he learned about cosmetics formulation, where he gained an understanding of other raw materials such as thickeners and surfactants. Now he hopes to bring this knowledge all together with the microbiological aspect of Bionetix® products as he grows in his understanding of enzyme and bacteria capabilities. He desires to use his production and laboratory background to be of assistance to both departments and help the company grow.



R&D Chemist and Compliance Officer, Mathias Benitez

Mathias will be in charge of R&D, where he will develop new products and improve or modify existing ones, and he will also oversee compliance and regulation. In the course of his duties, he will be interacting with sales representatives, clients, suppliers, the lab, and production. Mathias finds this to be one of his favorite parts of the job, whether it involves finding solutions for specific clients or sales reps, looking for a new method or machine to help the production department, or coordinating with the microbiologist to find QC or formulation solutions.



Expanding Product Knowledge with Webinars!

In the last six months, Bionetix® International's Inside Sales Representatives, Oscar Caceres and Tonya Decterov, have offered several webinars to expand knowledge of Bionetix® International's biological product lines. Topics included:

- Getting to Know Bionetix's Industrial and Institutional Line of Products, Part I & II (by Oscar Caceres)
- Soil Bioremediation and How Bionetix® Products Fit In (by Tonya Decterov)
- Bionetix® International Products for Agriculture (by Tonya Decterov)

The most recent webinar took place January 19th and provided an intriguing look into the natural technology capabilities of Bionetix® agricultural products. Through bioaugmentation and/or biostimulation, these products are useful for plant growth, crop protection, compost and manure treatment, odor control, and agricultural wastewater treatment.

Some agricultural product examples:

- ECO-TURF – promotes turf growth and debris decomposition

- ORGANIC PLUS – improves soil fertility through biostimulation
- SOIL-BAC – enhances plant growth and protects against disease
- BCP85 COMPOST ACCELERATOR – naturally accelerates breakdown of organic material in composting piles
- STIMULUS – controls odor
- BCP60 – reduces sludge and BOD in lagoons

Bionetix® biological products use natural processes to produce noteworthy results in a wide variety of applications. To learn more about these products and their uses, visit www.bionetix-international.com, or contact a Bionetix® Sales Representative for further information.

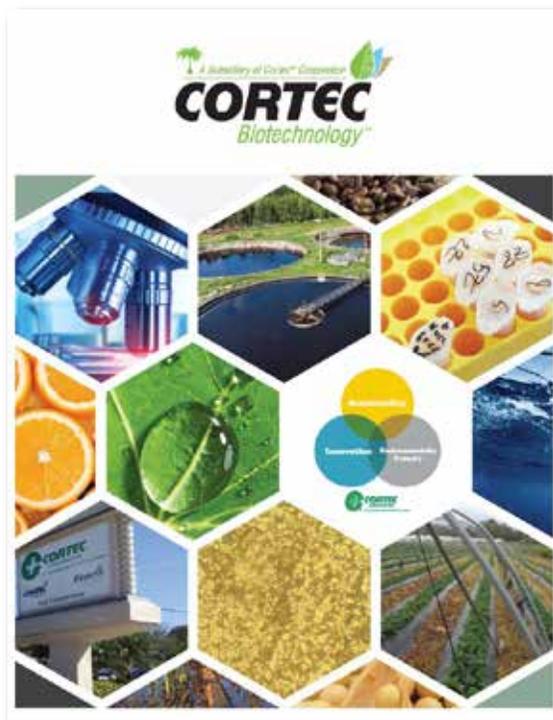
Oscar Caceres: ocaceres@bionetix.ca or (514) 836-2793
Tonya Decterov: tdecterov@bionetix.ca or (514) 235-5202

Next Webinar: Transition into Biological Cleaning Products for the Hotel and Restaurant Industries (by Oscar Caceres, date to be determined)

Bionetix® Highlighted in New CBC Brochure and The Analyst Magazine

Bionetix® International plays a significant role in the new Cortec® Biotechnology Campus (CBC) brochure released last August. Ties of vertical integration are strengthening between Bionetix® and CBC as the latter begins to produce building blocks for Bionetix® products to ensure greater control of quality and purity.

Shortly after its release, the brochure was highlighted in the Fall 2016 edition of *The Analyst: The Voice of the Water Treatment Industry*, an important magazine published by AWT (Association of Water Technologies) that covers technical topics and water treatment industry news. The article mentions Cortec's excitement about increasing product quality and offerings through the developments at CBC. It also notes that Cortec's extensive efforts to develop these capabilities demonstrate a strong commitment to finding and providing natural, environmentally friendly solutions for waste cleanup.



Out and About at ISSA/INTERCLEAN 2016

October 25th-28th was a time for Bionetix® to network with cleaning professionals from around the world at ISSA/INTERCLEAN 2016 in Chicago. The team gained marketing insights and made contact with a number of potential customers who expressed interest in Bionetix's range of natural cleaning products, septic tank cleaners, odor control products, and water treatments.

Some highlights of the event:

- An order for BCP35 placed right at the convention
- Eagerness of South American attendees to start negotiating on biological treatments (popular in that continent)

Bionetix® Presents Four New Industry Brochures!



Bionetix® is excited about its strides toward making natural biological solutions more accessible to a variety of industries. This has been done through the recent publication of four new Bionetix® “Solutions” brochures for the following areas:

- **Private Label**
- **Oil & Gas Cleanup**
- **Aquaculture**
- **Food Industry**

These brochures introduce customers to the many bioremediation options available for waste cleanup, odor control, boosting the health of livestock, and more! The following is a preview of the information found in these brochures.

Bionetix® International Private Label Solutions

This brochure describes how the market for environmentally friendly private label bioremediation and cleaning options is growing. Industries and individuals are looking for safer, more natural ways to clean up waste, boost agriculture, control odor, manage septic systems and drains, and reduce negative industrial discharge. Bionetix® makes it simple for companies to supply these options to their customers without the hassle of overseeing biological production. The brochure outlines product application types and the four basic steps to customizing a company's private label solution:



1. Choose your product type
2. Select a delivery system
3. Decide on optimal bacteria strains and counts
4. Pick any product color, fragrance, and viscosity desired!

Bionetix® International Oil & Gas Cleanup Solutions

The oil and gas cleanup brochure addresses the increasing global concern of oil and gas pollution and petroleum wastes related to

- Drilling
- Oil production
- Wastewater treatment
- Transport and storage



It explains that petroleum products are an excellent target for bioremediation because they are susceptible to natural microbial activity. The environmentally friendly treatment solutions of Bionetix® International assist cleanup without the hassle, hazards, and high costs of traditional treatment.

Bionetix® International Natural Aquaculture Solutions

The aquaculture brochure describes challenges to sustainably farming and supplying fish and other aquatic species. It presents two main natural products that work together to create cleaner ponds and healthier fish: BCP 54 and AQUA-FEED. These solutions are helpful in many aquatic settings:

- Fish farming
- Crustaceans farming
- Mollusks farming
- Ornamental ponds
- Aquatic plants
- And more!



Case studies describe how these products have been successfully used in a shrimp farm and a trout fishery.

Bionetix® International Food Industry Solutions

This brochure points out the food industry's huge problem with Biochemical Oxygen Demand (BOD) and its resulting bad odors and high waste treatment fees. The problem is worse because the heavy use of disinfectants in the food industry destroys good bacteria that would otherwise aid the natural digestion process of food wastes. Bionetix® breaks this vicious cycle by replenishing the natural waste treatment process with healthy microorganisms, decreasing BOD levels, enhancing effluent water quality, reducing odors and grease build up, and improving the flow of clogged drains for more efficient and lower cost waste treatment. The following categories of products are listed in the brochure:

- Wastewater treatment
- Solid waste treatment
- Grease trap and drain treatment
- Cleaners



Bionetix® welcomes the perusal of these brochures to learn more about the natural treatment options available to these diverse industries.

NEW PRODUCTS: ENZA 4 EP and ENZA 4 EL

Bionetix® has harnessed the power of four enzymes in a liquid enzyme concentrate blend for multipurpose cleaning (ENZA 4 EL) and a powder enzyme concentrate blend for multipurpose cleaning and remediation (ENZA 4 EP)!

These products are powered by amylase, lipase, protease, and cellulase, which work as biological catalysts to break down target substances that soil or contaminate a surface. Enzymes show many advantages over chemicals due to their selectivity, specificity, and compatibility with the environment. They save time and money by noticeably improving the speed and cleaning efficiency for different situations.

ENZA 4 EL CAN BE USED IN FORMULATIONS FOR:

- All purpose cleaning products
- Dental appliance cleansers
- Clinics and hospital disinfectant cleaners
- Carpet cleaners
- Drain maintenance

COMING SOON

BCP 55 – For Starch Degradation

Macro N/P – Biostimulant for Wastewater and Soil

Porta Treat P Plus – Bluer and More Fragrant Version of Porta Treat

- Odor control
- Washrooms

ENZA 4 EP CAN BE USED IN FORMULATIONS FOR:

- Carpet cleaners
- Drain maintenance
- Odor control
- Washrooms
- Grease traps
- Septic systems
- Industrial waste treatment
- Soil remediation

To learn more about the potential of each product, please visit the following links:

ENZA 4 EL: http://www.bionetix-international.com/products/additives/Enza4EL_01-2016.pdf

ENZA 4 EP: http://www.bionetix-international.com/products/additives/Enza4EP_05-2016.pdf

Trade Shows

ISSA/INTERCLEAN LATIN AMERICA

FEBRUARY 21-23, 2017: BOOTH #325

MEXICO CITY, MEXICO

WWW.ISSA.COM

ISSA/INTERCLEAN

SEPTEMBER 11-14, 2017

LAS VEGAS, NV

WWW.ISSA.COM



AWT

SEPTEMBER 13-16, 2017

GRAND RAPIDS, MI

WWW.AWT.ORG



21 040 rue Daoust

Ste-Anne-de-Bellevue, Quebec, Canada, H9X 4C7

Phone (514) 457-2914, Fax (514) 457-3589

www.bionetix-international.com, E-mail: support@bionetix.ca

Created: 01/2017



ISO: 9001 Certified
Quality System Registered

Printed on 100% post compostable recycled paper