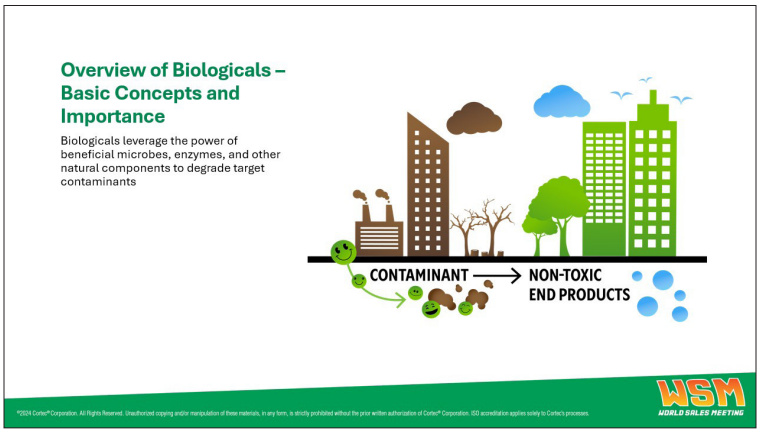
Bionetix® Newsletter

February 2025

Bionetix® Showcases Biotechnology at Cortec® World Sales Meeting



The Cortec® World Sales Meeting in November was an exciting time for distributors from our parent company to gather from around the world for two and a half days of networking, training, and pure enjoyment in Saint Paul, Minnesota.

Although the main focus was corrosion control, the event was not without an appearance from Bionetix® Technical Sales Director, Diana Di Marco. Diana gave an intriguing overview of the wide potential of biologicals, how the market is developing, and how Bionetix® is moving forward with new product segments, highlighting the exciting opportunities available for any Cortec® distributor interested in expanding their product lines.

If you have never seen an introductory presentation on Bionetix® and would like to hear more, you don't have to wait until the next World Sales Meeting. Be sure to reach out and let us know about your interest!

OUT AND ABOUT

Making History at First PSAI International Summit in Canada

As a Canadian company, we were proud to attend the first International Summit of PSAI (Portable Sanitation Association International) outside the U.S., in Toronto. Bionetix® manufacturer's rep Juan Carlos Acosta Morena (Manitu-San) joined Tonya Decterov (Bionetix® Product Manager) at the November 5th-7th event to present leading edge biological solutions to guests from around the world. Some of the biggest players in portable sanitation showed up at this historical gathering, where Bionetix® technology stood out as an innovative, environmentally friendly alternative to traditional sanitation treatments. The new drop-and-go BIO-BOOM™ TAB especially captured interest, and we look forward to continuing to deliver game-changing solutions to this critical industry!

Tonya Decterov and Juan Carlos Acosta Morena at historic PSAI conference in Toronto.

Better worksites
Better weekends
Better world

Tonya Decterov and Mathias Benitez at ISSA.

Riding the Wave of 'Green' Cleaning Technology

Later in November (18th-21st), we sent Tonya Decterov and Mathias Benitez (Lab Manager) to exhibit in Las Vegas at ISSA Show North America. While there, they saw several familiar faces and made many new acquaintances in the sanitation and cleaning world. Once again, the BIO-BOOM™ TAB was of special interest, along with PAPERATOR™, another easy to handle tablet product. Our team noticed that, while many cleaning professionals are eager to replace harsh chemicals with a boost of biological cleaning and sanitation power, Bionetix® represented a wider range of probiotic options (not to mention free enzymes) than other exhibitors at the show.

ISSA SHOW NORTH AMERICA 2024

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NEWS

ISO 9001 Surveillance Audit – Passed Again!

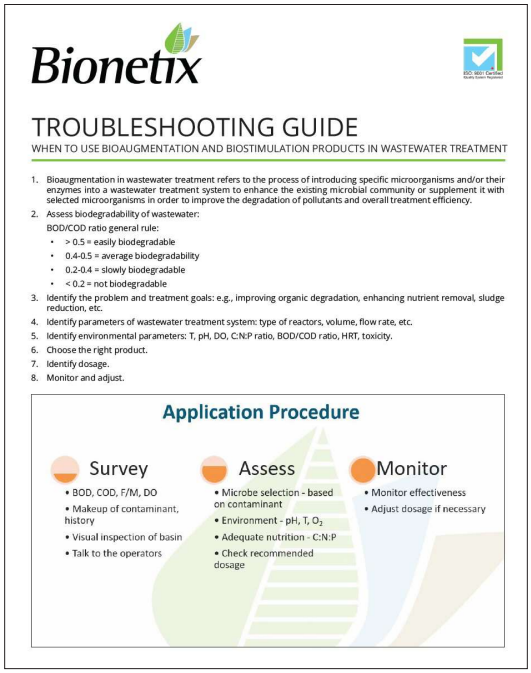
We are proud to announce that we have passed our annual ISO 9001 surveillance audit with no major or minor non-conformities!

We continue to make great strides in key areas, including product development, and have increased our production capacity with the addition of new equipment to meet growing customer demand and enhance overall satisfaction.

We look forward to continuing to deliver high quality products and services to help you create a cleaner, better world for us all!

Office Manager Monica Yang (left) hosted Michel Morin (right) for his annual visit to Bionetix® for the ISO 9001 surveillance audit in January.

Bionetix® Tech Guides Receive a Facelift!



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TROUBLESHOOTING GUIDE

WHEN TO USE BIOAUGMENTATION AND BIOSTIMULATION PRODUCTS IN WASTEWATER TREATMENT

1. Bioaugmentation in wastewater treatment refers to the process of introducing specific microorganisms and/or their enzymes into a wastewater treatment system to enhance the existing microbial community or supplement it with selected microorganisms in order to improve the degradation of pollutants and overall treatment efficiency.
2. Assess biodegradability of wastewater:
   BOD/COD ratio general rule:
   - > 0.5 = easily biodegradable
   - 0.4-0.5 = average biodegradability
   - 0.2-0.4 = slowly biodegradable
   - < 0.2 = not biodegradable
3. Identify the problem and treatment goals: e.g., improving organic degradation, enhancing nutrient removal, sludge reduction, etc.
4. Identify parameters of wastewater treatment system: type of reactors, volume, flow rate, etc.
5. Identify environmental parameters: T, pH, DO, C:N:P ratio, BOD/COD ratio, HRT, toxicity.
6. Choose the right product.
7. Identify dosage.
8. Monitor and adjust.

Application Procedure

Survey
- BOD, COD, F/M, DO
- Makeup of contaminant, history
- Visual inspection of basin
- Talk to the operators

Assess
- Microbe selection - based on contaminant
- Environment - pH, T, O_2
- Adequate nutrition - C:N:P
- Check recommended dosage

Monitor
- Monitor effectiveness
- Adjust dosage if necessary

Do you ever have specific questions about using Bionetix® products in real-life applications like wastewater lagoons? Do you ever wonder which products are best for different types of problems in your wastewater treatment system?

While our technical reps are here to walk you through the process, we also have ready-made technical guides you can keep for personal reference. To make these more user-friendly, we recently gave our FAQ sheet and troubleshooting guide a facelift with some editing touchups and new formatting.

If you work with Bionetix® products often enough that you frequently have to ask troubleshooting questions, be sure to ask your rep for a new copy of these technical guides!

PEOPLE

Shadi Rajab: Bionetix® Microbiologist

The potential for environmental cleanup with microorganisms is a strong motivator for Shadi Rajab, who has been the new Microbiologist at Bionetix® International since May 2024. With her rich background in microbiology, Shadi is well-equipped to bring Bionetix® biologicals to the next level of quality and potential in cleaning, waste treatment, agriculture, and more.

Shadi's extensive educational background includes a B.S. in Biotechnology and two master's degrees: one in Microbial Biotechnology, the other in Molecular Biology. She has also worked in the probiotics industry for more than seven years, dealing with everything from R&D to full-scale production.

By minutely studying and characterizing microorganisms, Shadi will enable Bionetix® to reimagine current biotechnologies and develop new strains to their best potential. Shadi is especially interested in the field of waste treatment and commented, "The idea of using microorganisms to cleanup human-made environmental contaminants motivates me to work every day."

Meet David Sanchez Llano: Inside Sales and Product Support

When David joined Bionetix® in October to provide Inside Sales and Product Support, he already knew what he was talking about. David earned his master's degree in biology (specializing in industrial and environmental microbiology) and spent the last decade studying "bugs." He even patented his own biocontrol product!

David aims to provide speedy and precise knowledge of our portfolio of microbial products with a special focus on the benefits of key active ingredients. He is driven to unlock new opportunities and expand our reach by building relationships of trust with overseas distributors and adding product registration in multiple countries for the benefit of even more users. He is also fluent in Spanish, significantly enhancing our ability to connect with clients in Latin America!

Contact him: dsllano@bionetix.ca

NEW PRODUCTS

ECL1200™ is a high-efficiency lipase enzyme sourced from non-pathogenic fungi. It is used to catalyze the hydrolysis of fatty and oily substances into smaller components such as diglycerides, monoglycerides, glycerol, and free fatty acids. Target applications include detergents, stain removers, and biodiesel production. Learn more.

ECP1611™ is a high-efficiency protease enzyme with keratinase activity. It hydrolyzes general proteins and keratin-rich substances into smaller molecules, making it ideal for applications that deal with hair, feathers, and similar substances. It can be used in a wide range of industries—from detergent formulation to leather tanning. Learn more.

ECP1300™ is a high-efficiency ß-mannanase enzyme produced by non-pathogenic fungi. It is designed to break down complex polysaccharides into simple sugars, making it a valuable bio-catalyst for stain removal, animal nutrition, and more, especially considering the increased use of guar in foods and personal care products. Learn more.

BIO-BOOM™ TAB is the latest version of our probiotic portable toilet treatment. By popular demand, we have taken the best of BIO-BOOM™ biotechnology and converted it into tablet form for easy addition to any mobile restroom system. With the growing demand for easy-to-use biocide-free treatments, BIO-BOOM™ TAB has arrived at an excellent time to take portable toilet treatment to the next level. Learn more.

BIO-ECO-WASH™ is our first product release for 2025! This eco-friendly low foam cleaning solution is formulated with natural surfactants and probiotics. It is designed for industrial applications that require effective cleaning, degreasing, and surface preparation while minimizing environmental impact. Learn more.

UPCOMING EVENT

WWETT 25
February 17th-20th, 2025
Indiana Convention Center
Indianapolis, IN
Booth #3610
https://www.wwettshow.com/

Keywords: Cortec World Sales Meeting, PSAI, portable sanitation, probiotic cleaners, green cleaners, cleaner for sensitive environments, portable toilets, stain removers, enzyme based detergent, protease suppliers

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