

# Bionetix® Newsletter

February 2024

## Together Again! Bionetix® Reunites for Third World Sales Meeting



It was a pleasure to have 10 of our valued distributors join us for our third Bionetix® World Sales Meeting, September 20<sup>th</sup>-22<sup>nd</sup> in Montreal, Canada! We appreciate the investment of time and energy everyone made to travel from six different countries: Canada, Mexico, Guatemala, Chile, Vietnam, and Australia. Although small, the event was a powerful and ideal environment for everyone to share their success stories and energize one another.



Speakers included Cliff Cracauer (Cortec® EVP Sales & Marketing), Diana Di Marco (Technical Sales Director), Mathias Benitez (Lab Manager), and Tonya Decterov (Product Manager). Topics ranged from company and new product updates to in-depth presentations on the cleaning and wastewater treatment markets. Other highlights were a tour of Bionetix® headquarters (with lab testing demos from QC Technician, Hongmei Duan), sales awards, and fun social times overlooking the Old Port of Montreal.



We want to extend a special thank you to all of you who came to see us at the 2023 Bionetix® World Sales Meeting. After a long time apart, we are excited to reboot these gatherings every other year and launch other training opportunities in the near future! Contact us to learn more: <https://www.bionetix-international.com/contact-us/>



## OUT AND ABOUT

### Headed in the Right Direction at ISSA North America

In November, Diana Di Marco (Technical Sales Director) and Tonya Decterov (Product Manager) travelled south of the Canadian border to Las Vegas, NV, for the ISSA North America show. During this prominent cleaning conference, our skilled team sensed an ever growing interest in “green” alternatives to traditional cleaning chemistries. They were able to share samples and speak with a variety of cleaning product distributors, service providers, and formulators about probiotic cleaning concentrates, odor control, and our exciting new “paper-eating” product. There was also time to connect with other vendors and current customers on the expo floor. All in all, the show was a big confirmation that we are headed in the right direction and should continue to expand specific probiotic lines of high interest!



Certificate CA08/4215

The management system of

**Bionetix International Corporation Inc.**

21040, rue Daoust, Ste-Anne-de-Bellevue, Québec, H9X 4C7, Canada  
has been assessed and certified as meeting the requirements of  
**ISO 9001:2015**

For the following activities

Design, development and manufacturing of microbial products, natural hygiene solutions and environmental treatments.

This certificate is valid from 01 March 2023 until 01 March 2026 and remains valid subject to satisfactory surveillance audits.  
Issue 9. Certified since 29 February 2008

*Dan Seal*

Authorized by

Dan Seal

SGS North America Inc.  
201 Route 17 North, Rutherford, NJ 07070  
1+1 (201) 508-3000 - www.sgsgroup.com



This document is an authentic electronic certificate for Client's business purposes use only. Printed version of the electronic certificate are permitted and will be considered as a copy. This document is issued by the Company subject to SGS General Conditions of certification services available at Terms and Conditions | SGS' Attention is drawn to the limitation of liability, indemnification and jurisdictional clauses contained therein. This document is copyright protected and any unauthorized alteration, forgery or falsification of the content or appearance of the document is unlawful.

Page 1 / 1

### ISO 9001 Surveillance Audit

It's audit time again! In early January, we passed our annual ISO 9001 audit with no non-conformities. This is the first surveillance audit since our recertification last year, and our auditor from SGS chose to focus on reviewing our management, support, operation, and improvement processes. With the hiring of a new microbiologist, the purchase of a new lab fermenter (that will be used for special R&D projects), and the renovation of our laboratory, our improvements have indeed been significant this year! At the same time, our customer satisfaction rate has continued to meet corporate goals.





## RESOURCE NEWS

### New Brochure! Probiotics for Portable Sanitation

We were excited to release a brand new brochure last fall about probiotics for the portable sanitation industry. This collection of portable sanitation products stands out from traditional treatments by putting the power of nature to work to clean, deodorize, and biodegrade. It is an excellent resource for any provider of portable sanitation services looking for practical, effective solutions to improve maintenance.

Bionetix® biologicals are a perfect match for portable sanitation because they contain beneficial microorganisms that digest organic wastes such as human waste, greases, oils, undissolved soap residues, paper, and other odor-causing substances. Paired with pleasant fragrances, they not only mask odors but reduce the compounds that cause them. Better yet, Bionetix® biologicals can be adapted for use as portable toilet surface cleaners, odor neutralizers, urinal treatments, and more!

Be sure to check out our new brochure today: <https://www.bionetix-international.com/about-us/brochures/>

### New Product Data Sheets in Spanish

With a strong representation in Latin America, we are pleased to be able to present two product data sheets (PDSs) that have recently been translated into Spanish. HYGIEA2200™ is a probiotic liquid odor control concentrate that can be diluted in water and used to deodorize waste baskets, dumpsters, carpets, bathrooms, and fitness centers. PAPERATOR™ is a toilet-paper-digesting treatment designed to help against toilet clogging (read more about it in "NEW PRODUCTS" on page 4). We plan to continue translating a variety of popular product data sheets into Spanish. Stay tuned to our international page to watch for more Spanish PDS additions! <https://www.bionetix-international.com/international/>

**BIONETIX® INTERNATIONAL**  
**PORTABLE SANITATION**  
**PRODUCTS**

**ISO: 9001 Certified**  
Quality System Registered

*Thirty years of experience  
in biological products!*

A Subsidiary of Cortec® Canada  
**Bionetix**  
INTERNATIONAL

**PAPERATOR™**  
SOLUCIÓN BIENZIMÁTICA PARA LA DIGESTIÓN DE PA...

**DESCRIPCIÓN DEL PRODUCTO**  
PAPERATOR™ es una solución reactiva diseñada para tratar tanto a los restos de la eliminación de residuos, y otros materiales de desecho orgánicos, como a los residuos de papel higiénico y otros materiales de desecho orgánicos. Esta avanzada formulación bacteriana es capaz de eliminar y biodegradar los residuos orgánicos, evitando así malos olores y manteniendo un ambiente saludable.

**Características y Beneficios**

- Mezcla bioenzimática avanzada
- Eficiente digestión de residuos
- Previene obstrucciones
- Controla olores
- Compatible con sistemas de fontanería, fosas sépticas, etc.

**Aplicaciones Típicas**

- Hotels y complejos turísticos
- Restaurantes and cafés
- Edificios comerciales y oficinas
- Baños públicos
- Centros para ancianos
- Propiedades residenciales

**Especificaciones**

|                   |                              |
|-------------------|------------------------------|
| Descripción       | Pulvo fluido de color blanco |
| Fragancia         | Ninguna                      |
| Estabilidad       | Perdida max. de 1 log/año    |
| pH (Solución 1%)  | 5.0-7.0                      |
| Conteo bacteriano | Mil millones UFC             |

**Instrucciones de uso**

- Diluir una bolsa hidrosoluble (28 g) de PAPERATOR en 1 litro de agua limpia.
- Aplicar la solución en fregaderos y desagües. Para fregar en agua directamente en la taza del inodoro.
- Deje que la solución o el polvo actúen durante 15 minutos antes de limpiar el inodoro.

**HYGIEA2200™**  
CONTROL DE OLORES LIQUIDO

**DESCRIPCIÓN DEL PRODUCTO**  
HYGIEA2200™ es una mezcla pre-solubilizada de enzimas múltiples. Es un concentrado líquido específicamente formulado para grandes volúmenes con capacidad de formulación.

**Características y Beneficios**

- Mezcla bioenzimática avanzada
- Eficiente digestión de residuos
- Previene obstrucciones
- Controla olores
- Compatible con sistemas de fontanería, fosas sépticas, etc.

**Aplicaciones Típicas**

- Hotels y complejos turísticos
- Restaurantes and cafés
- Edificios comerciales y oficinas
- Baños públicos
- Centros para ancianos
- Propiedades residenciales

**Especificaciones**

|                   |  |
|-------------------|--|
| Descripción       | Líquido verde viscoso (también se puede hacer con color personalizado o sin color) |
| Fragancia         | Menta fresca, personalizada, o sin fragancia                                       |
| Estabilidad       | Perdida max. de 1 log/año  |
| pH                | 7.0-9.0  |
| Conteo bacteriano | 10X: 500 millones UFC/g<br>20X: Mil millones UFC/g                                 |

**Instrucciones de uso**

HYGIEA2200™ debe mezclarse bien por 20 minutos antes de formular los lotes. El concentrado 10X puede diluirse 1:10 partes en agua desionizada. HYGIEA2200™ 20X puede diluirse 1:2 partes en agua desionizada. Bionetix® recomienda el uso de conservantes para diluciones 20X. Póngase en contacto con su representante técnico de Bionetix® para mayor información.

## NEW PRODUCTS

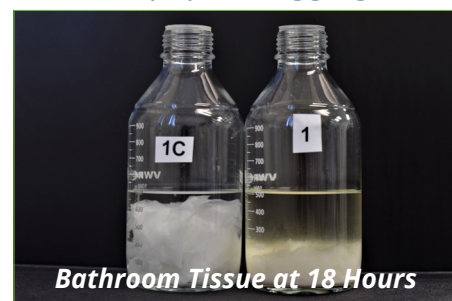
Late last summer and early fall were busy times as we officially released four new biologicals for wastewater treatment, aquaculture, restroom maintenance, and soil cleanup.

**AQUACLAR™ PLUS** is an extra-strength version of AQUACLAR™. With 50 times more colony-forming units per gram (5 billion CFU/g vs. 100 million CFU/g in regular AQUACLAR™) AQUACLAR™ PLUS has better adsorption capacity and a stronger ability to attack waste products and excess nutrients in water problem areas. It can be used to improve water clarity in wastewater treatment lagoons or small lakes, ponds, canals, fish farms, and even aquariums by reducing nitrogen, ammonia, and other toxins and organics. Learn more: <https://www.bionetix-international.com/improve-water-clarity-naturally-with-aquaclar-plus/>

**BCL6000™** is a blend of aerobic and anaerobic (or facultative anaerobic) microorganisms in liquid form. A special feature is that it can be automatically applied to wastewater for better treatment plant performance that keeps odors, BOD, and foam in check. The main mechanisms are multisporous bacteria with free enzymes, nutrients, and a source of oxygen that help bring struggling wastewater systems back into balance. Automatic metering makes it easy to apply for ongoing maintenance, as well. Learn more here: <https://www.bionetix-international.com/press-release-how-to-automatically-improve-wastewater-treatment-efficiency-with-bcl6000/>

**BCP35S™ Premium** is a new version of BCP35S™ that includes fungi and a higher percentage of special bacteria for enhanced performance. It was designed for a company performing ex situ bioremediation on soils that showed higher PAH compared to previous specimens (see Case History #50 on page 5). Learn more about the new potential this brings to in situ or ex situ bioremediation: <https://www.bionetix-international.com/press-release-bionetix-introduces-bcp35s-premium-for-enhanced-soil-bioremediation-2/>

**PAPERATOR™** is a revolutionary bio-enzymatic “paper-eating” solution for better restroom maintenance. It contains specialized probiotics and enzymes that efficiently break down cellulose-based materials frequently found in toilet paper, seat covers, and paper towels. This function significantly reduces the risk of paper clogging pipes and sewer systems and leading to expensive plumbing interventions. It also speeds up the overall organic waste digestion process, cutting down on bad odors in the meantime. Learn more about PAPERATOR™ and see test results here: <https://www.bionetix-international.com/bionetix-introduces-paper-eating-solution-to-toilet-paper-clogging/>

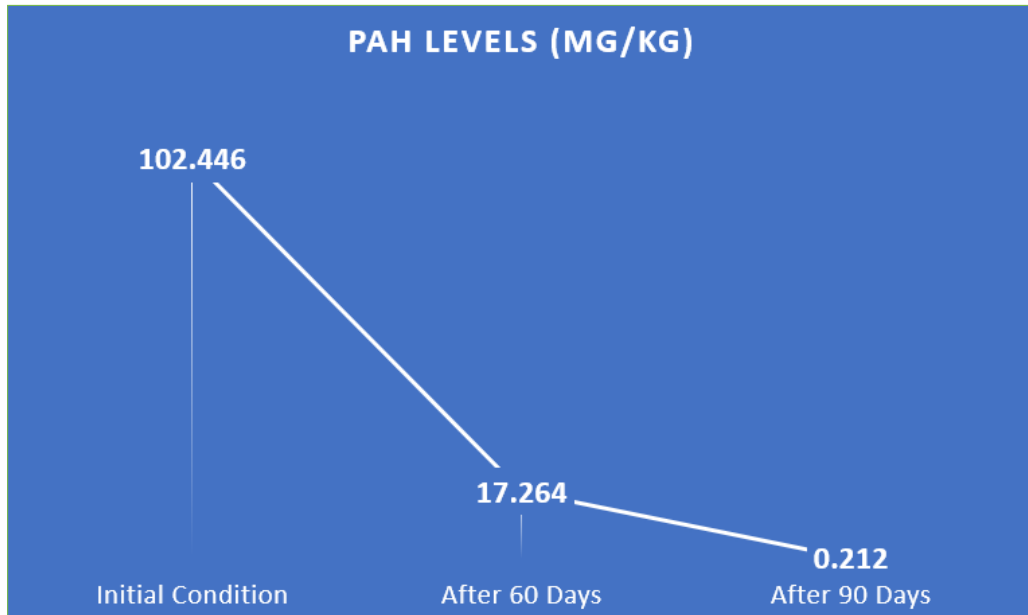




## CASE HISTORIES

### Case History #50: Bioremediation of PAHs in Soil

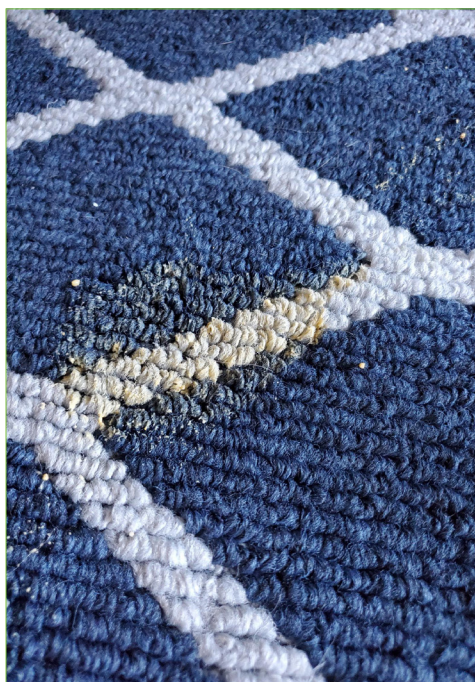
A company performing soil bioremediation noticed that much of the crude-oil-contaminated soil it had been receiving in the last two years had higher levels of PAHs (polycyclic aromatic hydrocarbons) than previous soils. This sent them to CorteCros® for a solution to target PAHs and speed up overall bioremediation. They were advised to upgrade from BCP35S™ to BCP35S™ Premium to get a higher count of specific petroleum-digesting strains and additional microorganisms to target PAHs. Laboratory testing with BCP35S™ Premium (in conjunction with BIOSURF™) caused the PAH levels in the soil to drop significantly from 102.446 mg/kg to 17.264 mg/kg after 60 days. At the end of 90 days, this had dropped even lower to 0.212 mg/kg. The bioremediation company was very satisfied with the results and hoped to continue using Bionetix® products to improve bioremediation capabilities.



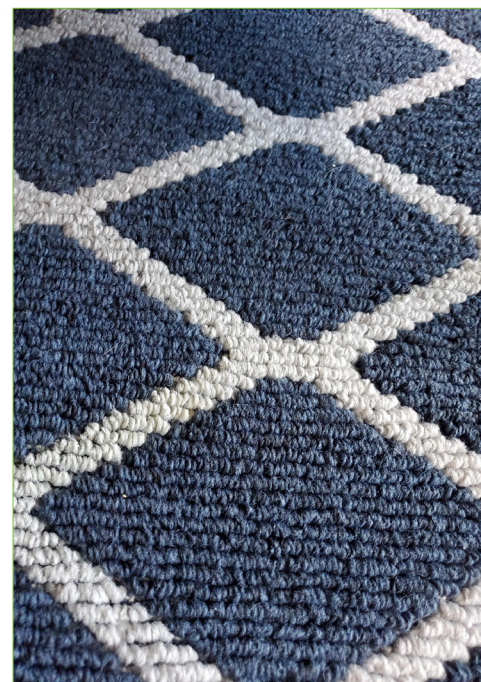
Laboratory testing with BCP35S™ Premium (in conjunction with BIOSURF™) caused the PAH levels in the soil to drop significantly from 102.446 mg/kg to 17.264 mg/kg after 60 days. At the end of 90 days, this had dropped even lower to 0.212 mg/kg. The bioremediation company was very satisfied with the results and hoped to continue using Bionetix® products to improve bioremediation capabilities.

### Case History #51: Carpet Cleaning with ECO-CLEAN-ALL TABS™

Cleaning up after pets is a common task for cat and dog owners. One day late last summer, a cat owner in Quebec decided to see how Bionetix® products could help. After wiping away most of the vomit his cat had left on the carpet, the cat owner saw that some residue and a stain remained. He made a solution with one tablet of ECO-CLEAN-ALL TABS™, sprayed it on the carpet, wiped it with a damp cloth, and sprayed and wiped again. The owner was pleased with the results and reported, "Once the carpet was dried there were no remaining stains. Furthermore, the tabs neutralized the scent of the vomit."



*Before*



*After*

## CASE HISTORIES

### Case History #52: Reducing Ammoniacal Nitrogen in Factory Wastewater

A food and beverage industry factory needed a more economical way to counteract an ammoniacal nitrogen spike in their wastewater. They applied a shock dose of BCP655™ and adjusted later doses according to BOD levels. Just one dose made a major difference, and the customer kept using the bioaugmentation product for the next year or two to promote stability.

Log in to our Case History library for more intriguing examples of how Bionetix® biologicals have been used in real life.



*Adobe Stock image for illustration only*

## UPCOMING EVENTS

Do you live near Florida or the Netherlands? Plan to come see us at the following conventions!

### PSAI Convention & Trade Show

February 12<sup>th</sup>-14<sup>th</sup>, 2024

Ocean Center Convention Center

Daytona Beach, Florida

Booth #230

Show link: <https://www.psal.org/convention-and-trade-show>



### Interclean Amsterdam

May 14<sup>th</sup>-17<sup>th</sup>, 2024

RAI Amsterdam

Europaplein

1078 GZ Amsterdam

The Netherlands

Booth #12.118

Show link: <https://company.intercleanshow.com/Bionetix-International?Language=EN&eventid=30179&account=00453283-0>



Keywords: Bionetix, wastewater, chemical wastewater, BOD overload, ISSA, green cleaners, bioremediation, soil cleanup, carpet cleaner, portable toilet treatment

21040 Rue Daoust  
Sainte-Anne-de-Bellevue, Quebec, Canada, H9X 4C7  
Phone (514) 457-2914, Fax (514) 457-3589  
[www.bionetix-international.com](http://www.bionetix-international.com), E-mail: [info@bionetix.ca](mailto:info@bionetix.ca)  
Created: 02/2024

Follow Bionetix® International on Social Media!

