

Money down those drains

Owners of commercial kitchens can be fined for blocking the main sewer – and are also liable for the clean-up. But **Environmental Biotech** says it has the solution. What's more, it is seeking distributors and washroom maintenance franchisees to service customers such as McDonalds, Asda and Whitbread's

Under part 111 of the Water Act 1991, owners of commercial premises can be fined for blocking the main sewer. If the utility company prove that the FOG, the fats, oils and grease from a busy kitchen has clogged together to block the free flow of the sewer system then the occupiers are liable to a fine, the cost of clearance and, perish the thought, the clean up consequences of any pollution should the sewer overflow into the premises or worse, the neighbourhood. And it's starting to happen – both the FOG damage and the fines. But this represents a great business opportunity for service providers in the cleaning industry especially those entrepreneurs who can market a total service system as part of a national network.

In a recent detailed trial carried out by Anglian Water in the restaurant zone in Chelmsford, Essex and supervised by water industry watchdog the Water Research Centre, the only system that prevented the regular FOG problems was the live bacteria dosing supplied and managed by **Environmental Biotech**, the UK/USA specialist that looks after the drains for McDonald's, Asda, Whitbread's and Dallas International Airport. Anglian Water spends £10 million a year on drain and pump clearance.

Environmental Biotech live bacteria eat the fat in drains, die and decompose and flow away taking the fat molecules with them. If you run a commercial kitchen forget fat traps, all they do is harbour the problem and how are you going to shift kilo upon kilo of coagulated fat? Far better to install an **Environmental Biotech** dosing system for a regular monthly service fee (which brings a drain expert who also looks at your waste management process) than suffer potential closure as the Environmental Health Officer condemns your fooded premises. Think about the clean up costs – and how much it will take to restart the business.

Environmental Biotech is an

interesting company. Established first in Florida where the bacterial remediation of drainage problems was proven in the 1980's. Aziz Teggi sold his Budget Rent-A-Car franchise in the UK to take on the FOG crusade. Four years later he did the Remington twist and bought out the founder company in Florida to take world-wide control of the **Environmental Biotech** system. Now operating in the Americas, Australia, Europe and now South Africa. **Environmental**

Biotech has a great portfolio of products and is looking for professional distributors with established markets to handle Vapourise, Urine Out! Drain Blast, Septic Aid and Flow Fresh.

Vapourise is a fogger that actually removes odours such as stale smoke and smells from hotel bedrooms and public places with ingredients of essential oils such as eucalyptus which encapsulate noxious particulates rendering them odourless. Used by Whitbread in all its Premier Travel Inn bedrooms.

Urine Out! is a high performance, bio-enzymatic foaming solution that uses microbes to break down the uric acid crystals formed in drying urine removing the source of the smell and stain in washrooms and public places leaving the surface clean, disinfected and safe.

Flow Fresh is a urinal dosing system that delivers bacteria and enzymes into the pipe work to digest uric acid crystals to maintain maximum flow and remove the source of stale urine odours.

Septic Aid is a vital bacterial dose that digests fat, protein and starch to support the efficient operation of septic tank drainage systems. Drop a single effervescent Septic Aid tablet into the tank each month and the system smells sweet and works perfectly.

Drain Blast is the strongest biological floor and surface cleaner on the market. It's an easy-to-use biological mop water treatment that degrades organic material such as food wastes trapped in cracks, grouting or drain lines to makes surfaces green free and hygienic.

There is money to be made with **Environmental Biotech** – both from distributing these products, a soon to be announced washroom maintenance franchise and the core bacteria remedial service and its related drain management package. With customers like Whitbread's and Asda already on the books needing local service providers this is a viable business from day one.

As the other nine water utilities follow the Anglian water model, **Environmental Biotech** services will be required throughout the regions and with the imminent launch of a domestic campaign to educate and then eradicate FOG drain problems in the home sewers, business will boom.

Speaking exclusively to *Cleaning Matters*, Aziz Teggi says, "**Environmental Biotech** is campaigning for a better environment by making our national sewer network work properly by eradicating FOG blockages.

Our bacteria system is proven the best – it's the right answer at the right price. Our **Environmental** products are green, safe and totally effective at maintaining clean, fresh premises and our business model

