

'Our products are a blessing for establishments with kitchens and toilets'

EcoWorks Biotech is an environmental Biotech company which promotes eco-friendly solutions for treating waste water at source, avoid blockages due to grease in drainage pipes, as well as odour control solutions at toilets and urinals. Developed by US-based Environmental Biotech International (EBI), EcoWorks has been able to establish large client base in food service sector in the country in a short time. **Maninee Leila Karnik**, Founder & Director at EcoWorks Biotech speaks to **Hospitality Biz** about products and solutions.



Q What is EcoWorks Biotech's specialisation in and how long have you been present in India market?

EcoWorks specialises in non-chemical solutions for wastewater. Our expertise is in tackling kitchen drains and washroom odours. We have been present in the Indian market for the last three years. We started operations in Delhi NCR & Dehradun, and have expanded to Mumbai and Goa last year. Through online market places, like Amazon and Flipkart, our products are also available across India in major metros and tier-II and tier-III cities.

Our products can be used by any large or small scale establishments with kitchens and toilets. It is very effective pre-treatment of wastewater at the source to improve the BOD, COD levels of wastewater and reduce operational hassles of blockages and odours.

Q What is your understanding of the prevailing condition of sewage disposal/wastewater treatment, etc. in the Indian hospitality space? What opportunities that you see for your solutions in the India market?

Hotels and restaurants face a daily problem of drain blockages due to grease, foul odours in grease traps and high levels of BOD & COD in effluent treatment plants. They also face huge problems with regard to urine odours in washrooms, staff lockers, etc. EcoWorks' products can tackle all these problems effectively and permanently, without the use of harsh chemicals.

India is a unique and large market with tremendous opportunity. A shift in both attitude towards liquid waste disposal and legislation towards protecting the environment has offered an ideal time for us to move in. However, tons of chemicals, acids and caustics are being poured down the drain across all systems which are adding to the problem. To add to that, there are no stringent implementation of laws that enforce proper disposal of waste oil, grease trap maintenance, etc.

We have the right mix of environment friendly products to support new laws, as well as help solve the age-old problems of blockages

and odours. Our products are a blessing for those who are looking for permanent ways to reduce grease blockages in drains, remove foul odours from grease traps, and eliminate urine odours in toilets.

While large-scale waste water treatment remains an overall challenge for the industry, our products can effectively tackle the starting point of the liquid waste problem- the kitchen sinks, the toilet and the urinal.

Q How environment friendly are your products and solutions?

Over 25 years of R&D has gone into the development of our bioremediation products. Our partner, Environmental Biotech Int'l, has received the highest green certification, Design for Environment, from the US-based Environment Protection Agency (EPA).

Our products contain non-toxic vegetative micro-organisms that 'consumes' the waste particle and the by product is water and CO₂, equivalent to one human breath! We have different products for the various waste streams.

Our flagship product for fats, oils and grease, Grease Blast, permanently removes grease blockages. Urine Free, uses bio-enzymatic technology to attack the uric acid component, and hence permanently removes urine odours and stains. The Flow Fresh

solution softens and removes uric crystals & scaling from urinals lines, therefore preventing blockages, backups and smells. All these products are 100% chemical - free and improve the quality of wastewater.

Q How these services are imparted? What is the business model with which you work with the industry players?

For clients in Delhi NCR, Mumbai and Goa, we work on an annual maintenance contract mode, depending on the requirement of the hotel or restaurant. For the Grease Blast and Flow Fresh products, our trained technicians conduct a detailed site survey of the facility and recommend an optimum dosing plan depending on the kinds of odour and blockage issues. The technicians install the dispensers and refill them on a monthly schedule. We lease the units to the client and take complete responsibility for the maintenance of the same. ■



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Spotlight

Sonal Holland
Living the dream!

Special Focus

Hospitality Leadership Forum
in Goa

Feature

Women Bartenders



Food Wastage

Inevitable but not uncontrollable

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