

## Bio Brick Grease Trap Maintenance Tips

1. Bio Brick does NOT “break up” the grease and send it downstream. It “DIGESTS” the grease and the by-product is Carbon Dioxide and Water. When marketing this product, it is important to make sure that you do not sell it as a “Degreaser”.
2. Waste water treatment plants do NOT want degreasers used in grease traps, since it will only cool and thicken the grease downstream, causing clogs and back ups. Again, our product “digests” the grease. This usually has to be explained to waste water treatment plants because they have had major problems with chemical salesmen selling degreasers to clean grease traps and slow running drains.
3. We DO NOT recommend any d-limonene based products because they are actually “degreasers”. Yes, they will help dissolve and loosen grease in a trap but it will only coagulate down the line. If your sales reps want to add anything it should be one of your liquid enzyme products.
4. Things to consider when testing the product. Be sure the grease trap is emptied and cleaned prior to placing the block into it? How big is the trap? Was the proper amount of Bio-Bricks added? If the block is encapsulated in grease, it will not work effectively. Remember that our product MUST be in the “liquid” layer of a trap. After two (2) weeks you should have noticed a reduction in the grease and odors. In this case, it sounds like the trap needs to be cleaned out and the block cleaned off. Put it back in the “liquid” level of trap. Was the trap near a dishwasher? If so, what was the water temperature in the trap? What type of sanitizers was being used? Do you know the pH of the water?
5. Probably the most important thing to remember when selling a product like this is that it is NOT a drain/grease trap “opener”. It is NOT a “miracle” product. It will NOT solve a poor GMP. It is a good idea to spend some time “educating” end-users on reducing the solids that enter a grease trap by properly cleaning pots, plates, etc. prior to washing them. If you can reduce the amount of solids going down the drain, our product will perform as intended. This will also give you opportunities to sell other products within this account.
6. In order for any test to be successful, the trap MUST be pumped out and cleaned prior to introducing our block into the trap. It is just as important to make sure that you are placing the appropriate number of blocks into the trap. ALWAYS Double-Dose the initial application. This will allow more bacteria to digest the grease that is present and to create a sufficient “bio-film” on the inside walls of the trap and pipes.
7. Not every trial is going to be successful. Some restaurants just have too much grease going into their sinks. Other considerations are what type and how much sanitizers they are using. If they are pouring Bleach down the drains, it will kill the bacteria. Of course, it will regenerate but, how often do they pour it down the drain is always a consideration. Another problem that I’ve seen is with your typical three-compartment sinks. I suggest that they empty these one at a time and slowly. This will prevent all of the bacteria from being “whooshed” downstream.

