



# SUSTAINABLE CLEANING AT YOUR MARINA

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2021 ECOWORKS MARINE

Ecoworks Marine was founded in 2015, with the aim to provide cleaner products to the marine industry. We wanted to replace harmful chemical products with environmental bio-renewable technology to have a positive impact on human and environmental health.

Traditional cleaning products contain a number of raw materials that are potentially harmful to human health and the environment. They are generally trusted and accepted and will achieve a satisfactory result, however there are significant dangers of misuse. VOC content can cause storage and transport issues, a lack of biodegradability and product classifications that are often far more severe, causing environmental concerns.

Ecoworks Marine products use a careful selection of naturally derived raw materials to achieve the overall goals of creating great product performance and a lower environmental and carbon footprint. Every raw material considered goes through a review process considering the toxicity to humans as well as the short and long term toxicity to the environment; specifically to algae, crustaceans, fish etc. Raw materials are graded and only those in which hold favourable profiles are used, with undesirable profiles being replaced.

Selected raw materials include cleaning surfactants from renewable plant based resources, like sugar and fatty alcohols from coconut. We use Enzymes produced by fermentation extracts and naturally occurring bacterial strains, plant derived eco-solvents and more. Even organic acids from the fermentation of cane sugar.

Through this stringent selection process all Ecoworks Marine products are produced:

- Under ISO 9001:2015 & ISO14001:2015.
- 100% Readily Biodegradable, meaning the products will rapidly and completely biodegrade in aquatic environments and aerobic conditions.
- Manufacturing waste is recycled and reused reducing co2e.
- 100% UK supply chain and manufactured in the UK reducing co2e
- Post consumer recycled bottles are used providing a circular life cycle, reducing CO2e and removing physical plastic pollution

We've worked hard creating a network of resellers around the world, shipping in bulk for our customers to purchase locally and conveniently. Our current projects include rolling out refill stations to both retailers, marinas and yachts, a project which has seen huge enthusiasm.

Angus Johnston  
Head of Brand & Partnerships

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## INGREDIENTS

Typical ingredients in traditional cleaners are potentially harmful to human health and the environment. Our cleaners are **safer for human and aquatic health.**

### HERE'S WHY:

- Undesirable ingredients are replaced with a combination of biology, **plant extracts**, natural thickeners and **naturally derived sustainable surfactants.**

- Much of the range is biological, i.e. containing **bacteria, free enzymes** or fermentation extracts.

- Our ethos is to use simple ingredients that perform exceptionally for the task needed.

- Odours are controlled and organic waste is **broken down at source.**

- Raw materials come from **renewable and sustainable sources.**

- Formulated for the lowest possible toxicity and the **fastest biodegradability.**

- Nothing harmful is left behind.

- Never tested on animals.

## DEVELOPMENT

Ecworks Marine products are created by a diverse and highly skilled product development team specialising in biochemistry and microbiology. As experts in microbiology, they carry out extensive research into microbial strain optimisation and enzyme production capabilities which work in harmony with our eco surfactants and eco solvents.

● Our technologies are chosen for efficacy first, bringing significant advantage over more traditional cleaners while also offering a more environmentally responsible and safety conscious approach.

● Consideration is given to every ingredient in a formulation.

● Created by biotechnology experts.

● Proven science - we are able to prove everything we claim with strong scientific data.

● We are growing to become the marine market leader in biological and biotechnological cleaning solutions.

An underwater photograph showing two sea turtles swimming in clear blue water. One turtle is in the foreground, swimming towards the right, with its head and front flippers visible. Another turtle is in the background, also swimming towards the right. There are several small fish swimming around them. The image is partially obscured by a white triangular shape in the top right corner and a dark blue diagonal shape at the bottom.

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## SUSTAINABILITY

**Sustainability is at the core of our company.**

### **PRODUCTION**

Our UK production facility is focussed on minimising environmental impact and carbon footprint. Recycling is standard. Cold blending processes are used to reduce energy consumption. Supply of materials, packaging and services is prioritised to local companies.

### **PACKAGING**

We used recycled boxes to pack and ship products where needed.

Our bottles are made from post-consumer, HDPE 2 & or PCR plastic both materials have multiple of end of life options, reusable and recyclable. We offer large quantity packaging (i.e. 20 litre containers) with pumps to encourage refilling on site, this not only saves plastic but transportation.

### **CONCENTRATE**

Many of our liquid cleaners are sold in concentrate form, resulting in significant reductions in plastic waste, storage, transport and associated CO<sub>2</sub>e. Many of our products come as concentrate with a minimum dilution of 1-10.

A 5 Litre container will get as much as 50 litres of product saving 49 recyclable plastic bottles!



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## BENEFITS

All Ecoworks Marine products are manufactured to comply with EU (EC) REACH regulation and produced under ISO 9001:2015 & ISO14001:2015 standards offering full traceability.

Compliant and surpass the **MARPOL Annex 5 1.7.5** criteria.

The ecosanitiser and ecofoam hand sanitiser is **Approved to EN14476** for enveloped viruses, including **Coronavirus** (e.g. 2019 n-CoV/ SARS-CoV-2). and EN1276.

We have designed the products using a careful selection of appropriate raw materials based on their individual criteria which allows us to satisfy all our goals in terms of product performance, economics and a lower environmental footprint.

We have a watch list of raw materials which we will not use. This can be viewed online at [www.ecoworksmarine.com](http://www.ecoworksmarine.com)



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## RETAIL

Ecoworks Marine offers a full range in one brand for all the needs of a boat owner, interior, and exterior cleaning solutions as well as degreasers and drain additives. One vendor, one brand, one contact, a plus for the reseller and the end user.

We offer competitive pricing for all our retailers to sell on to the end user as well as extensive marketing support with immediate anytime access to our Ecoworks Marine online Portal offering all marketing materials (imagery, logos etc), sales staff training sheets, and material safety data sheets.

We're transparent, proven and our approach is young, flexible and modern in showcasing the brand to a wider audience as well as being there to support our retail customers

The Ecoworks Marine brand is becoming known as the trusted sustainable option for marine cleaning around the world (see locations on final page). This is with the extensive support of our partners and customers, our marketing and our reliability to deliver.

Pricing is all shown on supporting document showing profit margin.





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## BOAT CARE TEAMS

### YACHT SERVICE TEAMS

The full product range gives service teams every option for every cleaning need.

Our products come highly concentrated meaning a little goes a long way and this includes the price. Included on the pricing sheet is a break down of price per litre at Boatfolk price.

All Ecoworks Marine products have been tested and approved by professional yacht crew over our 6 years existence and have many testimonials from professional crews on our website.

*"Ecoworks Marine Preserve the Living Seas range and S/Y Elfje have been a perfect marriage. Elfje was designed and build as a 'nextGen' sailing yacht, focused strictly on green credentials and minimal environmental impact, so there was only one range of cleaning products we would consider using. The owner loves Ecoworks products because they are eco, the crew love them because they work."*

**Bertie Magnus Till, Chief Engineer SY Elfje**



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# MARINA

## MARINA FACILITIES

The Ecoworks range was derived from and is also used within the facilities market keeping offices, holiday homes and hotels and the like clean in a sustainable way. We have a range of interior cleaners for every need.

Our sanitisers offer piece of mind at competitive prices whilst being tested and approved to EN14476 & EN1276 as well as the affiliated BSEN numbers to reach Food Safe standard. We also have highly concentrated options.

Our Washroom & Toilet Cleaner concentrate is the best way to deal with uric scale, limescale and calcium build up and our All Surface Cleaner concentrate is the go too all rounder for tackling all organic matter across marina facilities.

Our products provide your business with piece of mind in environmentally efficacy and price.

The logo for 'ecoworks marine' is displayed on a wooden shelf. 'ecoworks' is in a bold, lowercase sans-serif font, and 'marine' is in a smaller, lowercase sans-serif font below it.

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## REFILL STATIONS

Whether its the Service Teams, in Retail or the Cleaning Teams of Marina Facilities, they can all take advantage of Refill Stations.

From all perspectives, refilling from larger containers:

- Reduces plastic consumption
- Reduces your carbon footprint
- It's cheaper
- More profitable for the retailer
- A fantastic point of sale within your retail outlets

We can help you achieve these goals.

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## STARTER KITS

### STARTER KITS/ GIFT PACKS

You can tailor make gift packs/ starter kits for your customers or we can supply ready to go starter kits. Below are 3 options we do. We also supply the full kit which has every product in.

|                           |   |   |   |
|---------------------------|---|---|---|
| ecoyacht wash             | ✓ | ✓ | ✓ |
| ecoteak deck cleaner      |   | ✓ | ✓ |
| ecoengine cleaner         | ✓ | ✓ | ✓ |
| ecorib cleaner            | ✓ | ✓ | ✓ |
| ecofog buster             |   |   | ✓ |
| ecoall surface cleaner    | ✓ | ✓ | ✓ |
| ecoheads & washroom       |   |   | ✓ |
| ecowashing-up liquid      |   | ✓ | ✓ |
| 2 x trigger spray bottles | ✓ | ✓ | ✓ |

**Ecoworks Marine has been recognised in the industry for its commitment to sustainability together with our powerful products that consistently receive rave reviews.**

**As a result, we're proud to have partnered with organisations pushing boundaries in sustainability and ocean health. Here are just some of those partners.**



Princess aim to create a unique product while minimising its environmental impact and striving for continual improvement. Our collaboration ensures the very best aftercare for their yacht while helping to minimise the potential pollution impact on our oceans.



SILENT-YACHTS was founded on the dream of eliminating the major downfalls of yachting as well as the disastrous effects on the environment without sacrificing the slightest bit of luxury. On every SILENT-YACHT, solar power is not only used for the propulsion of the vessel, but also for providing energy to all navigation, comfort and household appliances on board.



Recognising the importance of environmentally friendly cleaning and the prevention of harmful toxins entering the water, Oyster are working with Ecoworks to provide green alternatives for their Oyster owners and World Rally participants who explore some of the most remote locations in the world.

# ALLIANCES



The Green Blue is a joint environmental programme created by the British Marine and the Royal Yachting Association, founded in 2005. The initiative sets out to inspire sustainable recreational boating for cleaner healthier waters.



British Canoeing is the umbrella organisation for the home nation associations for paddle sports. We're working with British Canoeing to bring greater awareness to all paddlers, helping ensure the environment is protected and enhanced for all.



11th Hour Racing Team's mission is to win The Ocean Race 2021-22 with sustainability at the core of all team operations, inspiring positive action among sailing and coastal communities, and global sports fans to create long-lasting change for ocean health.



The 52 SUPER SERIES is the world leading monohull grand prix series. The series has now been awarded ISO20121 in sustainable events, implementing a number of sustainable practices to reduce their environmental impact and also to promote and educate sustainable practices within sailing and to the general public.



Merconcept was founded in 2006 by François Gabart, the company was born from the desire to create an ocean and offshore racing team in the vanguard of innovation and performance. Ecoworks joins as an official supplier

# PRESERVE THE LIVING SEAS RANGE



15 cleaners - We're pleased to cover the **complete cleaning needs of yachts, marinas and facilities.**

## **Interior range & Exterior range**

ecoall surface cleaner  
ecolaundry liquid  
ecowashing-up Liquid  
econatural sanitiser  
ecowashroom & toilet cleaner  
ecoglass & chrome cleaner  
ecovarnished wood & leather polish  
ecofabric cleaner  
ecofoam hand sanitiser  
ecoantibacterial hand wash

ecoteak deck cleaner  
ecorib cleaner  
ecoall surface cleaner  
ecoglass & chrome cleaner  
ecofabric cleaner  
ecoyacht wash  
ecodegreaser  
ecobilge cleaner  
ecotoilet cleaner & black tank degrader

# WHERE CAN ECOWORKS MARINE BE FOUND



Ecoworks Marine products are available World Wide, with distribution hubs supplying out to local retailers now in the following countries -

UK - France - Spain - Italy - Holland - Germany - Portugal  
Montenegro  
USA  
Caribbean  
Australia  
New Zealand  
Greater China  
Dubai

For a full list of locations head to our where to buy page  
[ecoworksmarine.com/pages/store-locator](http://ecoworksmarine.com/pages/store-locator)

Regards  
Angus Johnston - Head of Brand and Partnerships

## **Contact Details**

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