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US/AUS Environmental Companies Join Forces

Tersus Environmental (Wake Forest, North Carolina, USA) and Enretech Australasia Pty Limited (Moss Vale, New South Wales, Australia) announced late last year the signing of a formal memorandum to collaborate around their shared environmental remediation technologies. The newly minted agreement will see the two companies join forces to focus on mutual marketing integration, and cross selling of their shared environmental remediation technologies in their own markets and networks.

For Enretech, the agreement will mean the support and collaboration of Tersus on the sale and use of Tersus remediation technologies in Australia, New Zealand, Papua New Guinea, New Caledonia, and Japan – a significant bolstering of the Australian business's offering as well as an extended reach for Enretech's services and solutions in the US market and beyond.

Enretech is already an established, Australian-owned environmental solutions company that has pioneered the design, manufacture and implementation of natural, organic environmental remediation and protection solutions for over 25 years. Enretech's broad range of eco-friendly solutions spans the clean up of various common hard surface spills, to the more complex decontamination of soil and groundwater. Utilising recycled cotton-waste materials, super-charged with bespoke bacterial cultures and surfactants, Enretech's soil remediation protocol has been used extensively across the globe to successfully reduce TPH contaminants in soil and is the subject of an Australian patent application.

The Tersus agreement is another step in the bolstering of the Australian company's remediation capabilities. Already, Enretech's subsidiary company, Novorem, provides a fast-growing range of bioremediation services, including various microbiological services, to support Enretech's local and international customers looking to successfully deliver soil and groundwater bioremediation projects.

Primarily, Novorem supports Enretech customers with microbiome analysis services including qPCR, microbiological community profiling, benchtop testing, and compound specific isotope analysis (CSIA) and, for clients addressing chlorinated ethene contaminants in groundwater, Novorem also offers a bioaugmentation culture, AusPCE.

"We are very keen to work with Tersus," says Simon Grimes, General Manager Environmental Solutions at Enretech. "Our joint resources give Enretech customers the best biotechnology-based solutions to manage complex, challenging environmental liabilities and reduce costs for site remediation or closure." He adds "Tersus products in combination with our Novorem AusPCE culture mix have successfully been deployed in Australia to address chlorinated ethene impacted groundwater."

Enretech's new ally, Tersus, is a technology company that has researched, developed, and commercialised proprietary innovative solutions for soil and groundwater remediation through university and professional relationships to meet the increasing technological demands at contaminated sites. The company has a strong foundation of intellectual property including eight patents. As a leading provider of amendments, technologies, and services specific to soil and groundwater remediation, Tersus supports the environmental consulting community with experience and resources to implement projects utilising innovative and emerging technologies.

Of the new relationship with Enretech, Gary Birk, Managing Partner, Tersus says *"We have always been impressed with Enretech's leadership as an environmental remediation solutions provider in Australasia and their extensive network of distributors across Australia, Asia Pacific and Japan."* He adds, *"As an industry leader, Enretech distinguishes itself from other environmental solutions providers with a unique range of sustainable products and testing services combined with unparalleled technical support."*

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