

## **EnSolve Unveils Cost Guarantee Programme**

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9/25/2008 - US bilge water treatment specialist EnSolve Biosystems has strengthened its status as a global leader in the development of biomechanical oily water separators for cleaning bilge water with the introduction of a new operating cost guarantee programme for its PetroLinator product, writes Christopher Mayer.

The programme " will allow ship operators to appropriate funds more effectively with predictable annual fees, and will help avoid any strains on budgets as the result of unexpected costs associated with ships' oily water separator systems," the firm's director of sales and marketing, David Burroughs, told Lloyd's List yesterday.

"There's a new level of excitement among people I've talked to about it," he added.

Customers will be charged an annual "fixed services and consumables fee" covering all items for normal operation of PetroLinator, including nutrients and replacement filter elements plus a field service visit to ensure the system operates at full efficiency.

Carnival Corp's Yachts of Seabourn is due to be the first luxury cruise operator to sign up for the programme.

EnSolve Biosystems president Jason Caplan, said the programme reduces offloading, maintenance and operations costs associated with sludge, spent flocculants, filters and bilgewater from competitive OWS systems.

"Some of our customers have seen a ten-fold reduction in operational costs compared to competing OWS technologies," he said.

"In light of recent high-profile prosecutions for illegal dumping, our customers can also take comfort in the fact that the PetroLinator is green technology that consistently achieves effluent levels of less than five parts per million, well below the International Maritime Organization MEPC 107 (49) clean water standards threshold of 15 ppm for overboard discharge."