

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: Cutting, Drilling, and Tapping Oils

Item Description: These products provide lubrication in the processing of various materials. They reduce the wear on the contact parts for cutting, drilling and tapping machinery helping these contact parts last longer.

Industry Investigation

There are seven main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, GSA and DLA federal specifications search engines, Javits-Wagner-O'Day Act, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations, GSA and DLA specifications searches, Javits-Wagner-O'Day Act, and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all seven information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Vivisimo, Alta Vista, and Yahoo.

Search Engine	Keywords	Results
Google	Biobased Cutting Oils Biobased Drilling Oils Biobased Tapping Oils	www.renewablelube.com www.elmusa.com www.noco.com www.soypower.net www.orisonllc.com www.mobil.com www.herchem.com www.sunnysidecorp.com www.exxon.com www.e-icc.com www.natool.com www.nanoclay.net www.boltsplus.com www.swepcousa.com www.ballistol.com
Vivisimo	See Previous	www.hatcocorporation.com www.techoils.cargill.com www.76lubricants.com www.itwfp.com www.royalpurple.com www.concordchemical.com

		www.pantheonchemical.com www.whitmores.com www.leanderlube.com lubes.conoco.com www.castrol.com www.wolfechemicals.com
Alta Vista	See Previous	www.circlecut.com www.mpc-home.com www.habcool.com www.shell-lubricants.com www.metalfluids.com www.biochemcorp.com www.chevron.com
Yahoo	See Previous	www.farwestoil.com www.masterchemical.com www.jamesmorton.com www.huskey.com www.slideproducts.com

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Biobased Cutting Oils	Twin Specialties Corp. www.houghtonintl.com www.tapmagic.com www.oakite.com www.ppclubricants.com www.maugerco.com www.accumube.com www.lfpowers.com www.clclubricants.com
Biobased Drilling Oils	www1.mscdirect.com www.howeslube.com www.crcindustries.com www.use-enco.com www.citgo.com www.clclubricants.com www.troycorp.com
Biobased Tapping Oils	www.relton.com reidecom.reidtool.com www.cimcool.com www.mooreballiewoil.com www.productionspecialty.com

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association United Soybean Board National Lubricating Grease Institute National Defense Industrial Association	Desilube Technology, Inc. www.cortecvci.com www.dastuart.com www.lpslabs.com www.lubegard.com www.panterrainc.com www.gemtek.com www.imet.net www.lpslabs.com www.mbitechnologies.com www.naturalsoyprod.com

General Services Administration – Federal Specifications Search (<http://apps.fss.gsa.gov/pub/fedspecs/search.cfm>)

This search lists commercial item and federal specifications for different products.

Keyword	Results
Biobased Cutting Oils	No Results
Biobased Drilling Oils	No Results
Biobased Tapping Oils	No Results

Defense Logistics Agency – ASSIST-Quick Search (<http://assist.daps.dla.mil/quicksearch>)

This search lists military, federal, and commercial item specifications.

Keyword	Results
Biobased Cutting Oils	No Results
Biobased Drilling Oils	No Results
Biobased Tapping Oils	No Results

JWOD.com – Javits-Wagner-O’Day Act (<http://www.jwod.com>)

Products available for sale through JWOD.com are primarily items provided to the Federal Government under the Javits-Wagner-O’Day Act, JWOD, a mandatory source of supply for all Federal government employees. These products are manufactured by nonprofit agencies throughout the United States that employ people who are blind or have other severe disabilities.

Keyword	Results
Biobased Cutting Oils	No Results
Biobased Drilling Oils	No Results

Biobased Tapping Oils	No Results
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Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Gemtek Products	Kim Kristoff	Safe Lube Cutting Fluids FE, NF, TDE, MO, HD Safe Lube Bio Bar, Chain & GP Oil
Great Lakes Oil	Walt Routt	GLOC 14002 EP VEG
Panterra, Inc.	David Holst-Grubbe	SwissAll
Desilube Technology, Inc.	Dr. James King	Desigreen 215B
Orison Marketing, L.L.C.	Shawn McGlothlin	Safe Lube Cutting Fluid TD Safe Lube Tapping Fluid
Renewable Lubricants, Inc.	Jacqueline Garmier	Bio-Aluminum Cutting Oil Bio-General Purpose Cutting Oil Bio-Heavy Duty Cutting Oil Bio-Rock Drill Oil
LPS Labs	Fred Fugitt	Tapmatic Edge Lube Tapmatic Edge Liquid Tapmatic Natural Tapmatic Aqua Cut Tapmatic Edge Crème
Environmental Lubricants Manufacturing, Inc.	Dr. Kasturi Lal	SoyEasy UNI-Cut SoyEasy Tap SoyEasy Cut
Cortec Corporation	Bob Boyle	EcoLine Cutting Fluid

Conclusion

The results from the seven information sources indicate that 13 manufacturing companies in the United States are currently producing Cutting, Drilling, and Tapping Oils that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.