

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: Dust Suppressants

Item Description: Biobased materials that eliminate or reduce the spread of dust associated with gravel roads or other sources of high dust levels.

Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, 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 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 four 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, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Dust suppressants Dust controller Dust control	www.dustkill.com durasoil.com soiltac.com www.dustlock.com www.millergroup.ca www.midwestind.com www.drdust.com
Yahoo	See above	www.herculesenvironmental.com envirotac.com/index.shtml www.liquiddustlayer.com
Alta Vista	See above	www.roadauthority.com www.cargill.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
Dust suppressants	www.picochemical.com www.crosstown-heating.com www.conquestequipment.com www.martin-eng.com www.midwestind.com www.ddemulsionsinc.com www.nodust.com www.kor-chem.com www.air-process.com
Dust Controller	N/A
Dust Control	www.eagleind.com atmostech.homestead.com www.amtechlc.com www.asbengineering.com www.airdynamics.net www.profogusa.com www.macrotek.net www.criticalcleaning.com www.air-quality-eng.com www.stephensmfg.com www.flex-kleen.com www.schustengineering.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 South Coast Air Quality Management Department International Erosion Control Association Stratsoy American Soybean Association	Gemtek Products Environmental Dust Control, Inc.

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	Mr. Kim Kristoff	DustDown
Environmental Dust Control, Inc.	Mr. Howard Hamilton	Dustlock
Terresolve Technologies	Ms. Barbara Richardson	Envirologic 500
Environmental Lubricants Manufacturing, Inc.	Dr. Kasturi Lal Ph. D.	ELM Dust Suppressant

Conclusion

The results from the four information sources indicate that 12 manufacturing companies in the United States are currently producing Dust Suppressants that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.