

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: Grease and Graffiti Removers

Item Description: Grease and graffiti removers represent that group of industrial solvent products formulated to remove automotive, industrial, and kitchen soils and oils including grease, paint, and other coatings from hard surfaces. Products in this item often have little to no harsh fumes or unpleasant odors normally associated with petroleum-based solvents. Biobased grease and graffiti removers are typically formulated from natural soy, corn, or citrus-based feed stocks and contain little to no hazardous ingredients.

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	Grease Removers Grease Cleaners Graffiti Cleaners Graffiti Removers	www.citrusdepot.biz www.envirosafemfg.com www.aramsco.com
Yahoo	See Previous	www.graylingindustries.com www.questsfafety.com www.sspenviro.com www.rapidtac.com
Vivisimo	See Previous	www.ndclean.com www.bkwenvironmental.com www.gent-l-kleen.com www.concretesealants.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
Grease Remover	www.citrusdepot.biz www.fox-ind.com www.kor-chem.com www.i-chem.com
Graffiti Remover	www.jayneproducts.com www.prochemproducts.com Ellsworth Adhesives

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 Solvents Industry Association American Solvents Council Association of the Wall and Ceiling Industry Masonry Magazine The Restaurant Association of Maryland	www.bioforceinc.com www.soyclean.biz www.franmar.com www.vertecbiosolvents.com www.soytec.com

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
Archer Petroleum	Doug Salmon	Archer Graffiti Remover Archer Kleenease
Franmar Chemicals	Dan Brown	D-Grease
Vin-Dotco, Inc.	Jack Vlasbom	Really Works Heat Activated Spray Degreaser
SoyClean	Rusty Clayton	Soyclean Graffiti Remover
Whyte Gate, Inc.	John Manolas	Soybased Graffiti Remover

Conclusion

The results from the four information sources indicate that over 27 manufacturing companies in the United States are currently producing Grease and Graffiti Removers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.