

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: Metalworking Fluids

Item Description: Concentrates that use either water or other solvents for applications such as cooling and lubricating during the metal removal process, and also for corrosion prevention.

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 | Metalworking fluids Metal fluid Metalworking lubricant Biobased Metalworking Fluids Biobased Metalworking lube | www.tlspecialty.com www.dow.com/homepage/index.html www.acculube.com www.blaser.com www.metal-fluids.com www.metalfluids.com www.boncosky.com/metalfluids.html www.itwfp.com www.elmusa.com www.renewablelube.com/index.htm www.orisonllc.com/index.html |
| Yahoo | See above | www.air-inc.us/index.htm www.qualichem.com/index.html www.wilube.com |
| Alta Vista | See above | www.dowcorning.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 |
|---------|---------|
|---------|---------|

| | |
|------------------------------|---|
| Metalworking fluids | www.mooreballiewoil.com/services.htm www.houghtonintl.com/products/frames.html www.chem-pak.com/products.htm www.jschemical.com/js_products.html |
| Metal fluid | www.speclubes.com www.rocolnorthamerica.com CLC Lubricants |
| Metalworking lubricant | Chem-Tech, Inc. www.productionspecialty.com/accu.htm www.bolkemafuel.com |
| Biobased Metalworking Fluids | United Oil Co. www.oilservice.com |
| Biobased Metalworking lube | |

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 Independent Lubricant Manufacturers Association National Lubricating Grease Institute Strat Soy National Defense Industrial Association ASM International National Fluid Power Association | www.elmusa.com www.orisonmarketing.com www.houghtonintl.com www.lubrizol.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 |
|--|------------------------|--|
| Renewable Lubricants, Inc. | Ms. Jacqueline Garmier | Bio-Metal Cool GP Bio-Metal Cool HD |
| Environmental Lubricants Manufacturing, Inc. | Dr. Kasturi Lal Ph. D. | SoyEasy Cool™ - XXL |
| Gemtek Products | Mr. Kim Kristoff | Safe Lube Grinding Fluid Safe Lube Cutting & Forming Fluid NF |

| | | |
|--------------------------------------|------------------------|--------------------------------|
| Cargill Industrial Oils & Lubricants | Mr. C. Patrick McShane | Agri-Pure 420 |
| Lubrizol Corporation | Dr. Saurabh Lawate | LZ 7652 |
| Houghton International, Inc. | Mr. Richard Adams | HOCUT V-4000 HOCUT TR 2000C |
| Desilube Technology, Inc. | Dr. James King | Desigreen Waterdilutable 100 |

Conclusion

The results from the four information sources indicate that 16 manufacturing companies in the United States are currently producing Metalworking Fluids that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.