

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

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## Designation Item

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

**Item Investigated:** Wood and Concrete Sealer

**Item Description:** Used to protect wood and/or concrete from damage caused by insects, moisture, and decaying fungi and to make it water resistant.

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## 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 Wood Sealer Biobased Concrete Sealer Wood and Concrete Sealer	<a href="http://www.biobased.net">http://www.biobased.net</a> <a href="http://www.soyclean.biz">http://www.soyclean.biz</a> Natural Soy Products <a href="http://www.behr.com">http://www.behr.com</a> <a href="http://www.superdeck.com/">http://www.superdeck.com/</a> <a href="http://www.menco.com/Concretesealers.htm">http://www.menco.com/Concretesealers.htm</a> <a href="http://www.soysoyv.com/soyseal/">http://www.soysoyv.com/soyseal/</a> <a href="http://www.sherwin-williams.com">http://www.sherwin-williams.com</a> <a href="http://www.saversystems.com/">http://www.saversystems.com/</a> <a href="http://www.concretenetwork.com">http://www.concretenetwork.com</a> <a href="http://www.decosup.com/">http://www.decosup.com/</a> <a href="http://www.moxie-intl.com">http://www.moxie-intl.com</a> <a href="http://www.thompsonsonline.com">http://www.thompsonsonline.com</a>
Vivisimo	See Previous	<a href="http://www.soyclean.biz">http://www.soyclean.biz</a> <a href="http://www.hbfuller.com">http://www.hbfuller.com</a> <a href="http://www.iosso.com">http://www.iosso.com</a> <a href="http://www.stepan.com">http://www.stepan.com</a> Safety Stain Company, Inc. <a href="http://www.cortecvci.com/">http://www.cortecvci.com/</a> <a href="http://www.osisealants.com">http://www.osisealants.com</a> <a href="http://www.mcmaster.com/">http://www.mcmaster.com/</a> <a href="http://www.superdeck.com/">http://www.superdeck.com/</a> <a href="http://www.enviroseal.com/">http://www.enviroseal.com/</a>

		<a href="http://www.behr.com">http://www.behr.com</a> <a href="http://www.saversystems.com/">http://www.saversystems.com/</a> <a href="http://www.menco.com">http://www.menco.com</a> <a href="http://www.radonseal.com/">http://www.radonseal.com/</a>
Alta Vista	See Previous	<a href="http://www.bona.com">http://www.bona.com</a> Safety Stain Company, Inc. <a href="http://www.cortecvci.com/">http://www.cortecvci.com/</a> <a href="http://www.saversystems.com/">http://www.saversystems.com/</a> <a href="http://www.behr.com">http://www.behr.com</a> <a href="http://www.superdeck.com/">http://www.superdeck.com/</a> <a href="http://www.dritac.com">http://www.dritac.com</a> <a href="http://www.menco.com/">http://www.menco.com/</a> <a href="http://www.unitedcoatings.com/">http://www.unitedcoatings.com/</a> <a href="http://www.weatherblok.com/">http://www.weatherblok.com/</a> <a href="http://www.eco-wares.com/">http://www.eco-wares.com/</a>
Yahoo	See Previous	<a href="http://www.soyclean.biz">http://www.soyclean.biz</a> Safety Stain Company, Inc. <a href="http://www.hbfuller.com">http://www.hbfuller.com</a> <a href="http://www.iosso.com">http://www.iosso.com</a> <a href="http://www.stepan.com">http://www.stepan.com</a> <a href="http://www.cortecvci.com">http://www.cortecvci.com</a> Soy Seal- Natural Soy Products <a href="http://www.saversystems.com/">http://www.saversystems.com/</a> <a href="http://www.behr.com/">http://www.behr.com/</a> <a href="http://www.superdeck.com/">http://www.superdeck.com/</a> <a href="http://www.dritac.com">http://www.dritac.com</a> <a href="http://www.menco.com/">http://www.menco.com/</a> <a href="http://www.unitedcoatings.com/">http://www.unitedcoatings.com/</a> <a href="http://www.weatherblok.com/">http://www.weatherblok.com/</a> <a href="http://www.star-distributing.com/">http://www.star-distributing.com/</a>

### 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 Wood Sealer	No results found
Biobased Concrete Sealer	No results found
Wood and Concrete Sealer	<a href="http://www.vseal.com">http://www.vseal.com</a> <a href="http://www.lmcc.com">http://www.lmcc.com</a> <a href="http://www.detroitchemicalsupply.com">http://www.detroitchemicalsupply.com</a> <a href="http://www.crowleychemical.com">http://www.crowleychemical.com</a> <a href="http://www.metalcreteindustries.com">http://www.metalcreteindustries.com</a> <a href="http://www.chemmasters.net">http://www.chemmasters.net</a>

### 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
United Soybean Board	<a href="http://www.newcenturycoatings.com">http://www.newcenturycoatings.com</a>
American Concrete Institute	<a href="http://www.greenproducts.net">http://www.greenproducts.net</a>
American Concrete Paving Association	<a href="http://www.soyclean.biz">http://www.soyclean.biz</a>
Power Washers of North America	<a href="http://www.naturestain.com">http://www.naturestain.com</a>
National Frame Builders Association	Natural Soy Products <a href="http://www.mbitechnologies.com">http://www.mbitechnologies.com</a> <a href="http://www.imet.net">http://www.imet.net</a>

### 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 Wood Sealer	No Results
Biobased Concrete Sealer	No Results
Wood and Concrete Sealer	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 Wood Sealer	No Results
Biobased Concrete Sealer	No Results
Wood and Concrete Sealer	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 Wood Sealer	No Results
Biobased Concrete Sealer	No Results
Wood and Concrete Sealer	No Results

### 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
Agriliance	Mr. Tom Medd	Barrier
Green Products, LLC		ELMS Agriseal 1 (AG1) ELMS Natural Masonry Jacket

		ELMS Natural Metal Jacket
New Century Coatings	Mr. Thomas Rauls	Agristain- Gloss Sealer Clear Stain Sealer Asphalt Rejuvenating Sealer Deck Stain Deck Prep
Soyclean	Kurt Brannian	Natural Soy SoySeal Wood and Concrete Water- proofers
Natural Soy Products		Soy Based Cure and Seal, Soy Seal
True Value Commercial Supply	Mr. Rusty Clayton	SoySeal
BioPreserve	Mr. Brad Davis	SoyGuard Premium Water Repellent and Sealer
Sherwin-Williams	Mr. David Fink	Various products

## Conclusion

The results from the seven information sources indicate that 17 manufacturing companies in the United States are currently producing Wood and Concrete Sealers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.