

# BIOBLEND™

## High Performance BioBased Lubricants

The latest news from BioBlend

April 2014

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Our New Hire

VGP

Indonesia



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Dear Friends,

Welcome to the Spring 2014 edition of the BioBlend newsletter! As the thaw begins in Chicago and the Azaleas bloom in Augusta, we look forward to many warm days ahead. As you will read below, the spring brings many new opportunities for BioBlend!

### Peter Haines joins BioBlend as VP-Business Development



We're thrilled to introduce the newest member of our team...Peter Haines joins BioBlend as VP-Business Development. Peter has had a distinguished career in the lubricants business with industry leading companies: AMSOIL and Lubrication Engineers. Peter will work closely with our distribution partners, our OEM partners, and lead our efforts in a variety of markets, including the marine industry tied to the Vessel General Permit (see article below).

### The advent of the U.S. EPA Vessel General Permit (VGP) raises the profile of biodegradable lubricants



On December 19, 2013, the U.S. Environmental Protection Agency adopted a new Vessel General Permit that mandates the use of Environmentally Acceptable Lubricants (EAL's) in all oil-to-sea interfaces for vessels entering U.S. waters. Interestingly enough the new VGP ruling provides a marketplace statement on the expanding and important role of bio-lubes, carrying it one step further by demonstrating that scientific testing must back environmental claims.

One significant VGP revision tied directly to lubricants:

- The 2008 VGP revision said EAL's "should" be used.
- The 2013 VGP revision says EAL's "must" be used.

Transport Ships / Commercial Fishing Vessels / Tugs / Barges / Large Dredging Vessels Beware! Compliance is directed at all non-recreational vessels 79 ft. or larger in length operating in U.S. waters (i.e. within 3 miles of the U.S. coast, inland lakes - Great Lakes - and rivers). There are penalties associated with non-compliance so talk to BioBlend today about EAL's that will keep you in compliance.

The 3 components of a lubricant to be considered VGP compliant and classifiable as an EAL are: biodegradability, minimal toxicity, and non-bioaccumulative. These are the types of lubricants and greases that we've been making for 13 years. We believe this just might prove to be the tipping point for widespread bio-lube adoption!

Considering the importance of our environment, and considering that the EPA is involved, what industries might be targeted next? The oil & gas sector? Logging? Construction? Agri-business? Refuse Management? Fresh & Waste Water Treatment? While these may reflect business sectors commonly tied to environmental concerns, in reality virtually every industry has a direct impact on our environment. The great news is companies like BioBlend are taking action and providing performance-based lubricant technologies...and they're biodegradable, minimally toxic, and not bioaccumulative!

For more information on our marine offering or the VGP, please contact Peter Haines at [peter.haines@bioblend.com](mailto:peter.haines@bioblend.com) or any other member of our team.

**BioBlend announces distribution partner for Indonesia**



BioBlend is excited to announce the addition of our distribution partner for Indonesia. National Energy Solutions (NES) has been able to grow its businesses quickly over the years utilizing a dedicated team of industry professionals. Throughout SE Asia, NES is known for their Rust Bullet line of coating products for the marine industry.

We are equally as excited about the synergies between our respective organizations. As NES states in their 'Perfect Balance' motto: "A Perfect Balance comes from Balance Development. Humans are continually trying to develop technology to solve global problems caused by human civilization without considering the side effect of their acts. NES take a step from another perspective, that humans, technology, and nature are One Unity, united in one harmonic existence."

We look forward to a long and fruitful partnership serving many industries: marine, construction, mining, and refineries just to name a few. Pictured above: Santo Brahmantoro - GM Commercial, Norman Sebastian - Managing Director, Terry Martin - BioBlend, Chris Sebastian - Marketing Director, and Bill Smith - BioBlend.

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### **Is there a case for bio-lubes in your operation?**

If your company is interested in increasing factory throughput, reducing equipment costs, and improving product quality in a safer environment, consider switching to bio-based lubricants. They have excellent lubricity and superior viscosity vs. temperature characteristics. The use of bio-based oils can contribute to the goals of energy independence and a cleaner environment.

In the past, the problems of oxidative stability and poor cold flow performance limited the use of these products. Targeted research by major universities, research organizations and large companies has successfully addressed these problems. Bio-based lubricants are being used effectively by many companies for many different applications... and they're not limited to environmentally sensitive industries.

Like petroleum based lubes, bio-lubes receive specific additive treatment for maximum performance including: advanced rust protection, enhanced corrosion inhibition (protects metal from oxidation), and superior AW (anti-wear) and EP (extreme-pressure) protection...where applicable based on the products targeted use.

Aside from the environmental advantages of bio-based lubes, BioBlend technologies offer many advantages over petroleum based products:

- Naturally better lubrication thanks to the natural polarity of the base oils...helps the lube adhere to metal surfaces better than petroleum lubes
- Very high Viscosity Index (VI)...means better viscosity retention with temperature change vs. petroleum lubes
- Superior viscosity-pressure performance / Better thin film strength / Lower volatility and higher flash points when compared to most traditional petroleum lubes

BioBlend has over 13 years' experience and our products are 'field proven'. The impact of bio-based products on the environment, society and economy are difficult to dispute. Most bio-based products consume less energy and emit less carbon dioxide than products produced from fossil resources. Vegetable solvents emit few or no volatile organic compounds (VOC's); and bio-products offer potential to reduce the generation of toxic wastes. The social impacts primarily relate to employment creation and the potential for rural development. The economic benefits derive from a growing bio-based products market and the macroeconomic savings of bio-based products when compared to petrochemical based.

The bio-lubricant industry is growing based on environmental concerns. Some countries have already banned the use of non-biodegradable lubricants in sensitive areas, at least in applications where oils are lost into the soil and surface waters. The previous 2013 VGP article is evidence supporting the bio-movement based on the EPA's current U.S. legislation.

Other motivations include concerns about oil prices and high technical substitution potential. Bio-lubes can at times be more expensive than conventional petroleum lubes, which has historically been a barrier to market uptake. However, the higher cost may be partly offset by the reduced need for replacement due to the longer lifespan of bio-lubes. The fact is, many BioBlend lubricants are priced similarly to petroleum lubricants.

Is there a case for bio-lubes in your operation? Continued market growth and expansion suggests serious consideration be given.

Thanks again for being a part of the BioBlend family. As always, please drop us a line and let us know how we can help you!

Sincerely,



Bill Smith  
BioBlend Renewable Resources, LLC