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From: Fry, Rene M CIV COMSC
Sent: Tuesday, November 04, 2008
To: John Paparone
Subject: RE: NavalKleen

John,

It is always good to talk to small business people. You're the back bone of America and we applauded your efforts in keeping America running.

Military Sealift has been using NavalKleen and NavalKleen II for over 8 years. It is by far our single most popular cleaner onboard MSC's 106 ships. We use it for several purposes but all associated with the removal of grease and oil from the surface of equipment, bilges and in our oil water systems including our oily water separators with oil water content monitors. I can tell you that over the years, oily waste has gone from a process from the ship to shore where the contractors would pay the ship \$0.05 to \$0.15 a gallon for the waste to the point where we no pay the same folks up to \$2.40 a gallon to remove the small waste stream.

Our experience with NavalKleen and NavalKleen II is that it breaks up the emulsions in the oily water mixtures so that the oily water separators can process the water out of the waste stream and minimize the amount of oil being processed ashore. We believe that this occurs because the bacteria used by NavalKleen attacks the detergents and surfactants that are in today's lubricant and fuel oil. Releasing the hydrocarbons from the water provide excellent separation and the waste stream can then be processed by the oily waste system. We rarely see our Oil content Monitor read anything above 5 ppm ever since we have used this product.

MSC spends approximately \$625K a year on these two products. Our waste oil bill used to be \$19 million. We are now below \$7 million.

My final comment is that people who did not read the instructions on the use of this product usually created oatmeal. This product should only be used where you have water and oil mixtures.

Regards,

René Fry
Chemical and Fuel Programs Manager