

AMEP Client Profile

Surface Cleaning Technologies, LLC

Company Profile

Surface Cleaning Technologies, LLC (SCT) is a spin-off company created by Hans Vogel, the founder of Triverus, LLC and inventor of an aircraft carrier runway cleaning vehicle. This invention, developed through the Department of Defense's Small Business Innovation Research (SBIR) program, cleans and removes grime, oil and even heavy metals from hard surfaces. The vehicle-mounted machine also recycles the cleaning water, which prevents runoff pollution and reduces water consumption. The inventor was well aware of the benefits this new green technology could bring to industrial and commercial customers.

Situation

Vogel was confident that his green technology could be adapted to clean parking garages, commercial runways, maintenance shops and other concrete surfaces that collect grime. Vogel re-scaled his military technology for the industrial market. The primary benefits offered to industrial buyers would be significantly improved "restorative" cleaning, reduced storm drain runoff, and reduced water use due to recycling. The service may even contribute points toward LEED Certification by the U.S. Green Building Council. The military spin-off technology offered a new level of Best Management Practices in the cleaning industry. The problem facing Vogel was that he needed a partner to champion the industrial side of the business while he maintained his focus on delivering to the military customers.

Solution

AMEP worked with SCT to conduct a partner search to find a company that would operate the cleaning service in commercial and industrial markets in Alaska and the "Lower 48" states. AMEP and Vogel developed partner criteria and interviewed individuals and companies.

Results

AMEP and Vogel identified a group of individual investors, led by a committed entrepreneur with a perfect skill set for the task at hand. The selection led to securing \$226,000 in investment capital. The partner company moved to the Pacific Northwest, where polluted salmon streams and a high market acceptance for green technologies combined to create favorable market conditions for an innovation that recycled water, reduced storm drain runoff pollution of waterways, and provided a superior cleaning service. Initial sales have covered operating costs and the technology is attracting the attention of key decision makers at some of the largest companies in the Pacific Northwest.

Testimonial

“I’ve waited literally years to find the right partner to launch this venture. I knew that we had a better cleaning technology, plus we offer our customers specific green economy benefits at no additional charge. Together, these benefits set a new level of Best Management Practice in the industry. The key to a successful launch was finding the right people, and AMEP was critical to our success. Most economic development organizations just talk and make introductions. AMEP took time to understand our specific needs, then they stepped into the deal flow and helped us solve our specific problem. This client-centered focus made all the difference.”

-Hans Vogel, President, Surface Cleaning Technologies, LLC