

February 10, 1933

SWANN CHEMICAL COMPANY

AROCLOR WAX FOR RENDERING CERTAIN
PAPERS TRANSPARENT AND MOISTUREPROOF

APPLICATION:

Aroclor waxes are being developed to render certain kinds of paper transparent and moistureproof. It is expected that the paper coating industry will be the principal prospect for these products. However, there may be a market in many special moistureproofing applications of paper. The principal prospects are paper coating manufacturers, boxboard manufacturers, paper carton manufacturers, and manufacturers of moistureproof containers for food products generally.

COMPETITION:

Paraffin is the cheapest and most extensively used coating material, but paper coated with it lacks transparency and unless made with special precautions it also lacks a high degree of moistureproofness. Other waxes have been used but without much success. Lacquer coatings for paper are too expensive and unless combined with a wax are not moistureproof. The use of lacquer-wax combinations is restricted by duPont patents.

ADVANTAGES:

The coating which we propose to offer to the trade will, when applied to glassine paper, have substantially better resistance to the transfer of moisture than the best cellophane now offered.

PROCEDURE:

For the present we have an arrangement with several large manufacturers engaged in paper coating, to test our product and for the present we do not desire to extend our solicitation for the direct sale of the coating material. However, in event you have a contact with firms using or desiring to use a moistureproof coated paper, we would suggest that you secure from them the following information:-

- 1) Volume of the product they would be able to use.
- 2) Characteristics of the product they desire.
- 3) The coated paper now used for the purposes in question.
- 4) Weight and price quoted for such paper now being used.
- 5) Such other information as the prospect may volunteer in respect to the particular application.

RESTRICTIONS OF USE:

It is contemplated that we will license only a limited number of the leading manufacturers of coated paper. It is not in order therefore to solicit the sale of the coating material to others.

REFERENCES:

All matters relating to paper coating material should be referred to Mr. T. S. Foley, Birmingham, Ala., who is following these matters personally, and a copy sent to the New York office for Mr. Cummings.

F. P. Cummings.

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