Specific information contained in Report of visit dated June 18, 1930 on following subjects:

(a) Types of Varnishes for various purposes such as furniture or rubbing, outside uses, auto, electrical such as for varnished cloth and enamelled wire and fire proof varnishes.

(b) Tests for Varnishes. Accelerated Weathering Test. Outside tests and how made influence of various factors such as order of sun and rain. Tests for water proofness, flexibility, gas test, alkali resistance.

(c) Standard Varnishes, for outside use are Valspar or S-W Rex Spar. They also will furnish standard furniture or rubbing varnishes. Electrical varnishes from G.E. Co. No standard fire proofing varnish.

(d) Equipment for laboratory varnish making.

(e) Service of other Rosin Manufacturers. This service consists chiefly in supplying the trade with information as to exactly how to make up varnishes or lacquers from the resin being introduced. Precautions are especially important. An example of how the Bakalite Corp. is attempting to introduce a new resin is given.

The following laboratory reports supplement our knowledge on Aroclors in varnish:

Solubility of Aroclor 4465 in various solvents

June 12-18, 1930.

Refractive Indices of the Aroclors DSW 379759

March 29, 1930.

Report of Call on W.B.Burnett of the Pine Institute of America — Mellon Institute, June 17, 1930.

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Fire-proof Varnishes — have little information on this type.

Testing of Varnishes — See Gardner's methods and also the A.S.T.M. tests. Methods of conducting the outside weathering test, water-proofness, flexibility, gas test, and alkali resistance.

Standard Varnishes for Comparison. — Use Valspar or S-W Rex Spar.

(b) Competitive Materials. Natural varnish gum at 6-10¢ per lb. ester gum, 10-12¢. Amberole type 18-20¢.

Our Prices — 30-40 cents (3 — 3 — 30)

Also note that density of the Aroclors is high, natural resins low.

2. Concerns that have shown active interest.

A. Sherwin Williams Co., Varnish Research

a. That we learned from contacts with them.

Is interested in Gardner's later formula using the viscous Aroclor. They now have both accelerated and long time tests under way. Was interested in our ability to produce large quantities of 1254. They have doubts as to our ability to produce.

b. Samples and Sales.

May 29-29	4 oz. 47 PC (c), 1002 PCR, 1001 — 2PCR.
Nov. 12-29	8 oz. 4465
Mar. 17-30	10 lbs. 4465 — 1254
Apr. 17-30	100 lbs. 1254
May 14	2000 lbs. 1254
May 16	1 gal. 1242, 10 lbs. 1263, 2565, 4465.

DSW 379760

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June 11 100 lbs. 4465

July 14, 5 lbs. 1262 new and 4465 new.

Oct. 21 10 lbs. 1262 and 4465

c. Contacts by person and dates.

CHP Feb. 3 – 1930.

R.L.J. Atlanta, April 10, 1930.

C.H.P. April 30, 1930.

d. Conclusion as to future business, size, etc.

They say business amounting to 1 car per month awaiting our ability to produce without delays although no definite assurance of future business has been given. Sept. 10, in answer to Swann's letter, Hare wrote they had made some good varnishes and enamels but certain use problems remain to be worked out. Research hindered by depression.

B. Nubain Paint and Varnish Co., Chicago, Ill.

Subsidiary of the Glidden Co., who do the research.

Want varnish formulae.

Samples: 1001 – 2PC

Contacts: C.H.P. Sept. 16-29 G.B.C. Aug. 29, 1929.

C. Murphy Varnish Co., Newark, N.J. and Chicago, Ill.

Want a retarder for a new combination filler, stain and varnish at Chicago.

Samples: 1219 to Chicago; Mar. 1, 1 lb. 1254; Mar. 21, 1 gal 1262; Sept. 20, 10 lbs. 4465 to Newark.

DSW 379761

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