

TYPICAL CUSTOMER PROBLEMS

1. Johns-Manville

This company has been using a lithopone in a resin-emulsion coating for their wall board. In order to have more than one source of supply, they have been using a blend of Permolith 60-H and Albalith 362 at the Natchez plant and a blend of Albalith 362 and Sunolith 76C at the Jarrett plant. Since Albalith 362 will no longer be available, they are now asking that we supply them with a lithopone that will match the hiding power of the present Permolith 60-H - Albalith 362 combination.

At the present time, Coffeyville is setting up to make a run, duplicating as nearly as possible, the procedure for producing an Albalith 362 type of lithopone. If the run is successful, we will be able to make direct replacement of this grade. Should the hiding power fall somewhat short, it is still possible that it will approximate the present blend of the Albalith 362 and Permolith 60-H.

2. National Gypsum

This company originally requested a countermatch for Penolith HC-W in a casein formula used at the Buffalo plant and the Natchez location. Permolith W-461 was developed and approved to meet the requirements at Buffalo. Natchez, however, has replaced the Penolith HC-W with Sunolith 76B. No attempt is anticipated to match the Sunolith pigment; however, if the Coffeyville run in a simulated Albalith 362 is successful, it is expected that it will meet the requirements of the Natchez plant.

3. U. S. Gypsum

Several years ago, this company requested a water-wetting type of Permolith as an alternate for Albalith 362 in a casein formulation. It was required that this lithopone meet their specification for acetic acid soluble salts:

ZnO	0.50%
CaO	0.20%
MgO	0.07%

A trial shipment of Permolith W-320 was submitted and approved at that time. However, no further shipments were ordered, and U. S. Gypsum continued to use Albalith 362. Recently, a pre-tested sample of Permolith W-320 was again submitted for their examination. No reply has been received as yet. If we are successful in developing a lithopone reasonably comparable to Albalith 362, this would probably provide an even better answer to their requirements.

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