K-13004

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Pigments Chestnut Run File

Chestnut Run Laboratory
January 17, 1975

C. F. Rolle
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MONASTRAL® BLUE G, BT-476-D PRICE AND QUALITY

Talked to Ed Spamn of R. R. Donnelley & Sons, Chicago about quality demands for a Cowles dispersible beta blue and the price that would give satisfactory value-in-use versus a flushing. R.R.D. & Sons use approximately 100,000 lbs* of beta blue in flushed form to make lithographic publication process blue inks. They used some of the Ciba-Geigy Cowles dispersible beta CPC blue until the price went up and product was not available in adequate quantities. R.R.D. rated the LGLD Cowles dispersible since 1/2 hr. in Cowles and one loose pass over 3-roll mill gave satisfactory color development and texture (4-3 on NPIRI grindometer). They like to work with dry color as it gives them formulating flexibility versus flushes and will let them reduce inventory. To compete with value-in-use of flushings (they use next to best grade of flushing and get reduction on list price) Ed Spamn feels price should be in $5.00/lb. range. He reported Imperial has submitted an experimental Cowles dispersible beta blue that is stronger than the LGLD and price "talk" is in the $5.00/lb. range. Sample not available but we will try to get one. Spamn will test our product any time we are ready to submit sample. This would be a good opportunity to find out just where we stand with our current BT-476-D development.

Also talked to Scot Clark of Kohl and Madden (Chicago) who use large quantities of flushed products. Their comment was that price of a Cowles dispersible beta blue should not be any more than current price of beta blue dry products. After 1/2 hour in Cowles and one pass over 3-roll mill, texture of Cowles dispersible product should be in 4-3 range on NPIRI grindometer. They too are willing to test BT-476-D any time we are ready to submit samples.

L. A. Schlapfer
PIGMENTS TECHNICAL SERVICE LABORATORY

LAS/ras
*Per year

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