

OPEX DEVELOPMENT DEPARTMENT

Bulletin #7

June 25, 1925

Subject: OPEX BROOM HANDLE FINISHES

This bulletin will introduce our new line of Opex Broom Handle Enamels and Lacquers, which were demonstrated at the Cleveland Convention on June 4th, to the district and trade sales managers.

The finishing of broom handles is of such a special nature that it has been found necessary to formulate new products to take care of this line of work. The enamels are prepared for use with the squeegee process, which process is used by practically all broom handle manufacturers. We use a squeegee purchased from the B.F. Goodrich Company and which is the correct squeegee for these enamels. It is of live rubber about 1/8 inch thick with a hole in the center 1/2 inch in diameter. We emphasize the point that it is very important that the correct squeegee be used for best results.

This process is applicable to all the woods used in the broom handle trade. Woods such as fir and gumwood are very porous and for best results with these woods a sealer should be used, such as our 04545. Even with less porous woods such as pine and maple, better results are obtained with a sealer, as it fills the pores and permits the enamel coat to stand out with a full gloss effect.

The following are the various methods to be employed for producing, one, two, and three-coat finishes:-

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| <u>Method No. 1</u> | One or two coats Finishing Lacquer
CPL 134 |
| <u>Method No. 2</u> | One or two coats Enamel. |
| <u>Method No. 3</u> | One coat Sealer 04545 and one coat
Enamel. |
| <u>Method No. 4</u> | One coat Enamel
One coat Gloss Finishing Lacquer
CPL 134. |

Method No. 5 (For Highest Grade Finish)
One coat Sealer 04545
One coat Enamel
One coat Gloss Finishing Lacquer
CPL-134

Method No. 6 This method is especially recommended
for white handles as a clear finishing
lacquer over the white tends to dis-
color the white.
One coat sealer 04545
Two coat White Enamel CPE-277

The following are the Eastern prices and
ranges on all of the Opex Broom Handle Products. Prices
are in 5's. (Eastern Basis)

04545 Sealer - for 1st coat only	\$ 2.25
CPL-134 Gloss Finishing Lacquer	
for finishing handles in the clear	
natural finish and for bringing up	
the gloss over the enamel	\$ 3.60
CPE-322 Red Enamel	\$ 4.25
CPE-274 Black Enamel	\$ 3.85
CPE-335 Blue Enamel	\$ 4.25
CPE-336 Yellow Enamel	\$ 4.25
CPE-337 Orange Enamel	\$ 4.25
CPE-338 Purple Enamel	\$ 4.60
CPE-277 White Enamel	\$ 4.60

SPECIAL NOTICE

Our products are priced considerably higher than those now in use in the trades, but it is our contention that they are twice as good. Please make no comments regarding our prices unless you have definitely tried out our products in competition for covering and quality throughout, and if an equal piece of goods is found at a lower price, be sure and send us complete information and sample of the same with quotation. The first customer viewing our finished products ordered eight barrels, even at an increase in price over previous materials used. Demonstrate our product first, talk price afterwards.

Thinning

For best results do not thin these products except where evaporation has taken place in the tank and the material has bodied up. If any thinning is done, it must be remembered that it is to the detriment of the finish and usually an additional coat will be required to give the same finish.

Price List - List