



CITY Cleveland DATE June 29, 1951 FOR Mr. H. W. Dell
SUBJECT MAY PRODUCT DEVELOPMENT REPORT
ANSWERING LETTER OF

In a general way there is a definite easing of raw materials according to the purchasing department. This is to be expected with the decrease in business. Titanium continues to be short in supply but not as bad as formerly. Alkyd resins are easier; but phthalic anhydride shows no sign of weakening, at least for July. Solvents are no problem and the position of all the oils - wood oil, linseed, and soya - is weakening and they have dropped in price. A notice has been sent out to expect low priced soya and when the market and inventory position warrants, to return to the soya formulations particularly in house paints.

Sebacic acid, which was used as a replacement for phthalic in the development of a low cost vehicle for freight car paints, is now high priced and due to the castor oil order is now on allocation. Therefore, the work which is being done at the various laboratories on replacement of sebacic should be followed closely. Nubian has a series of experiments in this report.

With vacation season due, every effort should be made to clean up old factory letters and bring our problems up-to-date. We can expect more customer criticism with the tightening of demand.

Reading continues to have success with the production of zinc chromate primer and it looks as though this problem is solved.

In regard to specification MIL-10687, work is under way to submit paints made with our own styrenated alkyd in order to meet a very competitive market. Keep in mind a prior approved formula must not be changed without receiving approval from the government. Also, formula numbers should not be changed on prior approved formulations.

It is expected business obtained on specification formulations will help to maintain volume.

The new Satin products, Ceiling White and Decorators White, seem to meet with approval in the field. The main purpose of the Decorator White is for shading purposes. Where maximum color retention is desired in a white, regular Spread Satin White should be used.