J. E. Kramer/P. J. Grunwald, Pigm., Wilm.
S. J. Gorman, Pigm., Princeton
J. M. Lipton, Pigm., Wilm.
C. F. Rolle, Pigm., Wilm.
J. Mc Quilken, Pigm., Wilm.
R. T. Harding, Pigm., Wilm.
F. E. Burgess, Pigm., Atlanta
D. B. Miley, Pigm., Atlanta
J. Jackson, Pigm., Newark
E. W. Stewart, Pigm., C.R.
H. W. Ling, Pigm., C.R.
J. R. Webster, Pigm., C.R.
E. R. Everingham, Pigm., C.R.
Pigments C. R. File
R. E. Funer, F&F Marketing, Wilm.

PIGMENTS TECHNICAL SERVICE REPORT

LAS

Wikoff Chemical
Charlotte, N.C.

Talked To: Saul Edlein

Called With: D. B. Miley

Reported By: L. A. Schlapfer

Report No.: 6

Date of Call: 1/22/75

Purpose: To discuss economics of Cowles dispersible beta blue versus flushing.

Summary

Saul is really sold on use of flushings and his main reason seems to be lack of dusting that is a problem with dry pigments. They are able to keep a real clean shop when using flushings plus they give superior gloss, color development and texture versus dry color dispersions. Their largest flushed item is a beta CPC blue (Cyan blue) that they buy for $2.28-$2.30/lb. with 38% pigment and 62% vehicle. They feel the vehicle is worth $0.60/lb. This means they are paying approximately $5.00/lb. for the pigment. This suggest any Cowles dispersible product would need to be priced in this range to be competitive. Saul promised to send a sample of the flushed beta blue.

The flushing is added to a Cowles, reduction vehicle and compounds added and then mixed for 15-20 minutes. This mix is then given one very loose pass over on a three-roll mill mainly to eliminate air and can out. Saul feels the flushings they use are good enough in texture (3 - 3 1/2 on NPIRI) so that they do not need to get texture improvement during the three-roll mill operation. He does not see how a dry product could be developed to give that performance.

N35379

DUP050109382

They have experimented with UV cured systems and Saul reported the one they developed performs satisfactorily without press modification whereas the Inmont and Sun inks require special press adjustments from conventional inks. He is referring to ink distribution and print fidelity on offset sheet fed presses.

Saul reports they use Harshaw chrome yellows because they are easy dispersing. I said I thought ours were equally as good and Miley will follow this to see if we can pick up some chrome yellow business.

They have looked at the F&F black ink, and Saul said it gave poor scuff resistance which looked like poor adhesion on gloss stock.

LAS/ras
2/5/75