

Cumming Paton - General Offices

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MONTARS

→ J. R. Darby - JFQ Res.  
H. L. Williams - Anniston  
W. A. Kuhn - WKUHN  
W. F. Waychoff - WWAYC  
W. Peterson - WPETE

J. E. Smith  
JSMIT

Recently we have had 2 serious inquiries on Montars which involve substantial volume.

1. PPG. They wanted to evaluate milled or powdered Montar 5 as a cheap black pigment in pipe coatings. Unfortunately the brown color was unsatisfactory so their demands have now switched to milled Montar 9.

2. ARMSTRONG CORK have developed a 2M lb./year application for milled Montar 9.

I believe once new flaking and milling equipment is installed at Anniston, we should be capable of supplying Montar 5 in both a flaked and a milled grade.

With regard to Montar 9, milling is not possible because of the high wax content of present Montar 9. When the OMP process for Aroclor 5460 gets underway I believe Anniston thinks milled Montar 9 is a distinct possibility.

I think these developments would help our efforts to sell Montars immensely. Currently if a customer has to grind himself, the trouble and the cost eliminate Montar 5 from consideration.

Before making any plans in Marketing however, we need to know the 1969-1970 availability of Montar 5 and Montar 9 (in a millable form).

With regard to Montars 1/2/3/4/6/7 I would like to get your views on developing a composite blend and eliminating these individual Montars. I believe this would be preferable to the present system whereby lack of availability of several Montars leads to nothing but marketing problems.

Finally, what would be our costs of flaked and milled Montars packaged in bags as opposed to drums. Montars will sell only if our costs are low and drumming seems somewhat of a luxury.

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