

Chicago

Auxiliaries Res. Lab.

Coffeyville

June 18, 1951 (Dictated June 15, 1951)

J. B. Boehmer

Wesco Water Paints, Inc. - Lithopone

The writer and Mr. Ray Bowen visited the Wesco plant of the above company at Trenton on Friday, June 8, and discussed Lithopone with Mr. Dick Marshall and Mr. John Penniman.

As you know, Wesco is using three types of our Lithopones, W-320, Bird 20 L, and Bird W-421. The Trenton plant preferred the Bird 20 L over the Bird W-421 because of its greater washability, while most of the other plants preferred the Bird W-421 because of the better dispersion in view of the fact that they had no milling equipment. However, they are rather anxious to get all the plants on the same grade of Lithopone and I wouldn't be surprised but what future orders for Trenton may be for the Bird W-421 type. They will still, of course, use the W-320 for different purposes. Mr. Marshall is going to try out a truckload of the Bird W-421 to compare its performance with the Bird 20 L.

I tried to encourage the use of the Bird 20 L because it is a regular Lithopone without the treatment required for W-421.

Wesco were somewhat confused by the labeling of the bags of Lithopone. They indicated that some bags had several numbers on them and other bags had a big "20" on them, but nowhere did the word "Bird" appear on the bag. They were not sure, therefore, whether they were getting Bird Lithopone.

They were somewhat critical of us because we were not furnishing them the characteristics of each shipment as we had originally promised and were somewhat skeptical as to whether or not they were really getting Bird Lithopone—particularly in the W-421.

As you will recall, we agreed to give them the following characteristics of each shipment: Specific Resistance, Water Absorption, Apparent Bulk, and 10-minute Settling. All the above based on the procedure previously given you. They confirmed our decision that these characteristics on all shipments, regardless of where shipped, should be sent to Trenton. They would, of course, be interested in getting some other characteristics also and you will have to use your judgment as to what you should give them. I do feel, however, that we should at least come through on the basis of the above four characteristics on all shipments. This does not amount to sending a quality card to them, as we previously discussed, but is more like the arrangements we have made with Goodrich on Oale 24R where we pre-

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test each shipment and send them the characteristics on the rubber test.

In view of the fact that there is considerable confusion as to markings, we agreed to make definite markings on the bags and eliminate all irrelevant markings, particularly when the bag has been previously used for some other purpose. Mesco uses No. 6301 to designate Lithopone regardless of type. However, since they are using so many types, they want us to designate the type on the bag and also indicate by letter that the material is Bird process. So in the future, will you please mark the bags with the following respective designation, using 1-inch letters instead of the 2-inch letters that were used on the bags shown us at Trenton:

6301
20LB

6301
W421B

6301
W320

The "B" following the above designated grade refers to the Bird. They prefer the above lettering, with their No. 6301 just above our designation of the grade.



C. H. Adams
Auxiliaries Research Laboratory

CHA:s

cc: SBC, Jr. CED JM FPS CKB RB

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