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Materials™**

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Materials, LLC*

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# Case History No. 25

*A change could do you good.*

***Customer Need: Replacement for Gunning Mix no Longer Available  
from Previous Supplier***

***Solution 1: Rapid Evaluation of Needs & Development of Product  
Solution 2: Manufacture within Two Weeks of Inquiry to Fill Order  
Before Scheduled Outage***

***Result 1: Installation Contractor Reports Excellent Installation  
Characteristics***

***Result 2: Plant Manager Reports Better than Normal Wear***

Here in Western Pennsylvania we like the things that work well for us, and we are sometimes reluctant to change. Around here, we tend to avoid fixing things that are not broken. But sometimes, a change can do you good.

When a local cement company tried to place an order for a gun mix they used for years as a utility lining in the kiln, cooler and other areas of their production facility, they were told that the product was no longer available.

They turned to Westmoreland Advanced Materials™ for help.

After listening to the plant manager tell us what he liked about the gun mix he no longer had access to, we set about doing some product development to come up with a satisfactory replacement.

**WAM® CG 60 G** gunning mix turned out to be just what they were looking for. Good properties and a good price, and as a bonus, the installation contractor thought the gunning mix handled very well, with low rebounds. Not bad for being gunited in the dead of winter against a cold kiln.

Better still, after being in service for over 6 months, the plant manager reported to us that the areas that were repaired last winter look better than he is used to seeing this late into the year.

**WAM® CG 60 G** is formulated from a blend of bauxite and mullite along with other high purity ingredients to provide excellent strength, abrasion resistance and alkali resistance. The right particle size distribution for gunite mixes is used to improve rebound rates, and to minimize laminations, so most nozzle men will have an easy time of it during installation

*Sometimes Change is for the Better, Even if You Weren't Expecting It.*