

FILE NAME: National Safety Council (NSC)

DATE: 1935 Jan 8

DOC#: NSC331

DOCUMENT DESCRIPTION: Letter from Johns-Manville to Norristown Magnesia & Asbestos Co. RE New Type of Lacquer Finish

Johns-Manville

TWENTY-TWO EAST FORTIETH STREET
NEW YORK, N.Y.



January 8, 1935

Mr. A. K. Burgstresser
Norristown Magnesia & Asbestos Co.
Norristown, Pennsylvania

Dear Mr. Burgstresser:

In further connection with our letter of December 26, I wish to advise that we are still experimenting with a new type of lacquer finish for range boiler jackets somewhat similar to that you are using as represented by the sample of range boiler jacket you sent us recently. We also acknowledge receipt of the small can of lacquer which you included with the sample of jacket for our perusal. Until we definitely adopt a new type of finish we are holding up any aggressive campaign with the utilities.

It is also our hope to change the finish on our standard range boiler jackets sold through merchandising channels to conform to those sold to utilities, thus simplifying our manufacturing and stocking problem at the factory. We mentioned this possibility in our letter of December 26 and I am wondering if you consider that an improvement of this type can well be made on our regular merchandise items.

We assume you will keep us advised periodically regarding your negotiations with Keasby & Mattison and other range boiler cover manufacturers in regard to their accepting a license under your patent, as it would seem that this will have to be accomplished if we are ever to realize stabilization of prices in this field.

With best personal regards, we are

Very truly yours,
JOHNS-MANVILLE SALES CORPORATION

C. H. Hall
J. H. HALL, Asst. Manager
Insulation Department

18

AKB. Exhibit 15
Obtained 6-27-40
Letter Interview
1-12-40 Atty. J. C. P.
Federal Trade Commission



CODE