

FILE NAME: National Safety Council (NSC)

DATE: 1935 Nov 1

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DOCUMENT DESCRIPTION: Manager's Notice - Low Pressure Insulation - Patent
& License Agreement

Manager's Notice

Chicago Office
November 1, 1935

TO ALL POWER PRODUCTS AND
INDUSTRIAL DEPT. SALESMEN:

LOW PRESSURE INSULATION - PATENT AND LICENSE AGREEMENT

We have been advised that effective November 1, 1935, the Low Pressure Insulation Manufacturing Industry begins operations under a patent and license agreement. The patent covers the manufacture of "Pre-shrunk" insulation materials.

Under the terms of the license, we and other manufacturers must manufacture and sell our products involving the patent in strict accordance with rules and price schedules established by the Licensor.

We have just been advised by the Licensor of the establishment of a schedule of selling prices, effective November 1, as per attached copy.

Note particularly that this schedule provides for an increase in the price of Low Pressure Pipe Coverings sold through the plumbing and heating supply houses and that provision has been made for these buyers to protect themselves to the extent of one carload on orders placed with us during the month of November.

Approved Insulation Contractors will be protected on the same basis for their stock requirements but in addition will have the usual protection on applied work in accordance with their Approved Insulation Contractor agreements with us.

All other classes of buyers will be protected in accordance with our established practice.

We believe you should immediately contact all supply houses and branches in your territory for the securing of protection orders. It is expected that you will find competitors actively soliciting this business. If you find, however, that they are offering supply houses better prices or conditions of sale than hereby authorized, please be sure to contact this office at once.

The Licensor's complete merchandising plan is not ready for distribution but you will be advised promptly of the establishment of any plan or ruling that will necessitate a change in our present established sales policies, rules for pricing of special sizes, etc.

All Low Pressure Distributors are being advised of new prices directly from New York in the usual manner.

FEDERAL TRADE COMMISSION

Doc No. 4613 COMMISSION'S Exhibit No. 302

IN THE MATTER OF *Acme Insulation*
Bergman

W. H. FOGARTY

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