

FILE NAME: National Safety Council (NSC)

DATE: 1937 Dec 3

DOC#: NSC387

DOCUMENT DESCRIPTION: Memo from Donald Tulloch, Jr. to All Licensees RE
Freight Allowance

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G.N.C.

DONALD TULLOCH, JR.
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Philadelphia, Penna.

FEDERAL TRADE COMMISSION
Docket No. 4613 COMMISSIONER'S Exhibit No. 197
IN THE MATTER OF Anne Ashurst
DATE 6/3/47 WITNESS
REPORTER: Finner

TO LICENSEES:

General - Freight Allowance -
(Range Boiler Jackets)

As you are aware, we have for a considerable time been receiving serious complaints to the effect that the Range Boiler Jacket Schedule does not show an adequate profit in certain particulars.

Probably the most inconsistent item in the entire lot, however, is the allowance for freight on small lots of material.

A Range Boiler Jacket in the smaller sizes, weighs approximately 23 or 24 pounds. On a shipment requiring one Jacket only, you would pay the freight for more than four Jackets.

Obviously, there is something wrong here.

It is my recommendation that we adopt immediately a procedure eliminating freight allowance on less than ten jackets.

It is customary in many schedules to make a differential of this type on small lot business, based on an arbitrary weight, an arbitrary dollar value or some other unit in order that manufacturers may not be exposed to the necessity for allowing freight on such extremely small lots of material.

The suggestion I make, seems to be an entirely consistent one, and I urge that you give me your immediate reaction to this.

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WOK on 10. 11

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Clark Exhibit 7
Obtained 6-21-46 Letter
No. 12407 Atty. Inter
Federal Trade Commission

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