FILE NAME: National Safety Council (NSC)

DATE: 1934 Nov 9

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DOCUMENT DESCRIPTION: Letter from Norristown Magnesia & Asbestos Co. to the Philip Carey Comp.

November 9, 1934

Mr. George D. Crabbs,
Philip Carey Company,
Cincinnati, Ohio.

My dear Mr. Crabbs:

Several days ago I was talking to Roy Hoff of the J-M Company and he told me that while in your company some time ago he mentioned the flexible jacket and the arrangement they have with us and the fact that he believed that a lack of cooperation on the part of some of the manufacturers was penalizing the profits that might be derived from the sale of these jackets. I have had this matter up with both Mr. Steffens and Mr. Moore from time to time and I want to give you an exact picture of our working arrangements at the present time.

You were the first manufacturer to cooperate with us and sign a License Agreement for the making of the flexible jacket. At that time we did not incorporated a price control, believing that we could work the matter out without such provision. Later the J-M Company signed an Agreement and in this we incorporated the price control and have found that it works very satisfactorily. They naturally want the same cooperation from other manufacturers who are under a License Agreement.

I realize that you are making several types of jackets and that for this reason you are not as much interested in the handling of this matter on a price basis as others might be but the fact that we have not been able to reach a satisfactory working arrangement with you on this part of the Agreement is the cause for our not being able to have several other manufacturers consent to handle the License Agreement for the present at least. This morning Keasbey & Mattison expressed their willingness to work with us on such an Agreement, again with the proviso that everybody of importance would do the same thing. I am, therefore, writing you and asking whether it would be possible to have you agree to such an arrangement.

Mr. Tulloch has kindly consented to handle this matter for the benefit of the Licensees and ourselves and I believe it would be

FEDERAL TRADE COMMISSION
Docket No. 461 Commission's Exhibit No. 19
IN THE MATTER OF Asbestos
DATE 5/15/42 WITNESS Augustine
REPORTER E. Johnson
MICHAEL FISHER & ASSOCIATES, INC.

ACB. Exhibit 9a
Identified 6-27-40
11 1-12407 Atty.
Federal Trade Commission

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NORRISTOWN MAGNESIA & ASBESTOS COMPANY

of great interest to all of us to lend this cooperation on the promotion of the sales of this item.

I shall appreciate an expression from you and should you desire to get further information on this matter, Mr. Tulloch will be glad to give it to you.

With the kindest regards, I am

Very truly yours,

President

AKB:F

AKB Exhibit 96

Obtain 6-27-40 ~~Letter~~ Interview

No. 1-2407 Atty. J.C.D.

Federal Trade Commission