

FILE NAME: National Safety Council (NSC)

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January 16, 1936

Mr. Donald Tulloch, Jr.,
16th Floor, Inquirer Bldg.,
Philadelphia, Pa.

Dear Mr. Tulloch:

Replying to your note of the fifteenth re Devitt, Philadelphia, no doubt the prices which you refer to are those which appear in the Sunday papers and sales which he is making on the basis of these. These will probably be continued by him until he reduces his present stock. Fortunately, the protection given him by our distributor, the Philadelphia Asbestos Company, was very slight and this condition will not last long unless he is supplied with covering at reduced prices.

I believe Tenbner can do a lot to keep this man in line on prices so long as someone else does not interfere.

We formerly supplied Devitt with boiler jackets until someone else gave him a better price. For a time he displayed a Carey jacket but I am inclined to believe that he is purchasing from the New York area. As you probably know, Empire and National are both selling boiler jackets today at ten per cent less than we are quoting. This is the reason I have thought it important that you proceed without further delay on the jacket proposition because it is coming serious in that area.

I repeat, I think Tenbner can handle Devitt on the pipe covering line.

Very truly yours,

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President

Obtainers

Exhibit 143

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