

FILE NAME: National Safety Council (NSC)

DATE: 1938 Feb 25

DOC#: NSC384

DOCUMENT DESCRIPTION: Memo from Donald Tulloch, Jr. to Licensees RE
Revision of Provisions in Schedule VI

DONALD TULLOCH, JR.
16th Floor, Inquirer Building
Philadelphia, Penna.

G.N. CLARK

FEDERAL TRADE COMMISSION
Docket No. 4613 COMP. 1938 Exhibit No. 190
IN THE MATTER OF *Acme Asbestos*
DATE *6/3/42* WITNESS
REPORTER *Finan*

To Licensees:

Re: Revision of Provisions in Schedule VI

We continue to receive complaints of prices in Schedule VI. It is claimed that increased costs, combined with certain provisions of the schedule provide in many items too small a margin between cost and selling price.

Some recommend a mark-up on all prices listed in the schedule.

The chief complaints, however, seem to be based against the Freight Allowed provision on less than 10 jackets, and the 10% discount on more than 10 jackets.

Other licensees approve the schedule as it now exists and we have for months been trying to find some medium that would reconcile the two viewpoints. It appears to us increased costs which have occurred since this schedule was adopted afford justification for the complaints we have received. It seems wise, therefore, to consider very promptly some revision.

For your comments we suggest:

- (1) Remove the 10% discount on 10 or more jackets.
- (2) Remove freight allowed provision for under 10 jackets.
- (3) Allow freight 10 or more jackets.

M. 2/25/38

G/

EXHIBIT *Q*
356 Interview with *R.L. Wolf*
File *1-12407* Date *3/29/04*
EUGENE C. *861591*
1013 ATTORNEY GENERAL