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COPY

FEDERAL TRADE COMMISSION
Docket No. 4613 *COMMISSIONER'S Exhibit No. 137*
IN THE MATTER OF *Acme Asbestos*
No. *11742* *W. H. PURGETT*
REPORTER *E. J. HULAN*
ETHEL E. FISHER & ASSOCIATES

December 21, 1935

Mr. Don. Tulloch -

Dear Sir:

If you expect the Ehret Company to live up to the letter of your Merchandising Plan it is going to be necessary for you to send direct to us any memos or rulings, particularly regarding change in price or price clarification.

For example when you send such memos to Norristown it takes them a couple of days in the office to get their notices out. Three or four days after the notices has left your office we get it; it takes us a couple of days to get notices out to our distributors and a week or ten days is lost before we can get proper information to our agents.

As you know we, like everybody else in the Low Pressure Industry, have supply house and industrial contracts with provisions that price can be changed at any time but are protected for a period of 30 days in which to place their orders after said notification reaches them with 60 days shipping date. If the information gets into our distributors hands 10 days after it leaves your office it takes at least another four or five days for the distributors to notify their contract customers. It is impossible for us to abide by your dates for prices or price changes unless we can get the information first hand.

We realize we are not a Licensees under your patent but we are desirous of living up to all the rules and regulations just as if we were, but we can not do it unless we get the information just as soon as all Licensees get it.

Very truly yours,
EHRET MAGNESIA MFG. COMPANY

(Signed) Alvin M. Ehret Jr.
PRESIDENT & TREASURER

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Federal Trade Commission