

FILE NAME: National Safety Council (NSC)

DATE: 1935 Oct 16

DOC#: NSC334

DOCUMENT DESCRIPTION: Letter to Johns-Manville RE Range Boiler Jackets

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October 16, 1935

Johns-Manville Sales Corp.,
22 East 40th Street,
New York City.

Mr. H. A. Kieselbach

Dear Mr. Kieselbach:

This will acknowledge your letter of the eleventh re range boiler jackets. I presume the reference you make to the John Wood Company about competition on this commodity is in connection with the several complaints you entered some time ago, namely the Standard Oil and one other, the name of which I cannot recall.

I gave Tulloch the answer on the Standard Oil and the other one. Standard Oil was quoted through error and it is not their policy to see that class of trade. It so happened that their factory was selling other commodities and in this manner prices were quoted on jackets and later withdrawn.

I feel confident you will have no trouble from them on the price of this commodity as their margin of profit is very small and I feel sure that they would not sell at a lesser price for that reason.

Very truly yours,

President

AKB:F
Dic. 10/15