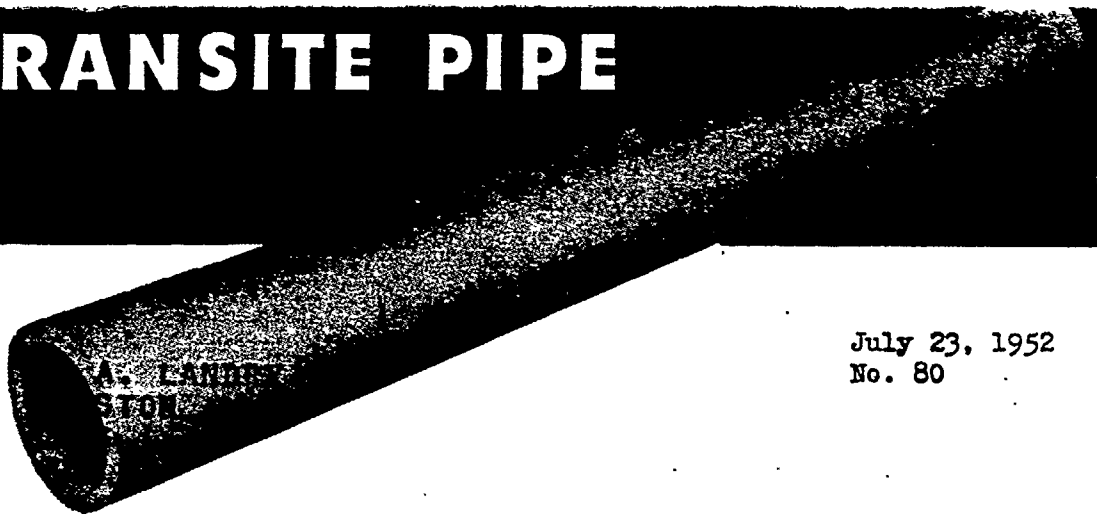
TRANSITE PIPE Lines



PLAINTIFF'S EXHIBIT
tabbies
JMMC-297

July 23, 1952
No. 80

To Mailing List TP 1S

Orchids (and an order)
For A Job Well Done

Price-cutting, the ready tool of mediocre salesmen, has just received another setback at the hands of a J-M man. Read the letter quoted below, which W. H. Keller of St. Louis sent in to D. L. Hinmon. You'll find the excellent use to which Clyde Norman has put one Transite Pipe advantage*

"Am pleased to report a fine performance selling job recently done by C. T. Norman, with the City of Watonga, Oklahoma.

The quantity involved was 4400 ft. of 10" Class 150 pipe, which we quoted at our regular price of $2.68 per ft. Both the Crane Co, and the Viking Supply Co., submitted quotations on K&M pipe, each of them bidding $2.57 per ft., and a 1% cash discount.

Clyde secured the order by a 5 to 1 vote of the Council after emphazing to the Council that "Transite" would give them approximately 9% more delivery capacity, in addition to the fact that Class 150 "Transite" is tested 600 lbs. as compared to 375 lbs. for "Century"

* * * * * * * * *

W. T. Pinkerton

WTP/ya
cc: TP 2,3,4,5,6,7,8,9
C. G. Dandrow
J. H. Peterson - San Francisco
G. D. Poole - Toronto

*Additional copies of reprint comparing 10" and 12" Transite with Century are still available on request.

PRINTED IN U.S.A.

COPY FORM	INITIALS	DATE

BOX NUMBER	SEGMENT NO.	REQUESTING PARTY
04-1950		

NOTES

Australian Blue

1964