

FILE NAME: National Safety Council (NSC)

DATE: 1939

DOC#: NSC400

DOCUMENT DESCRIPTION: Memo from Donald Tulloch, Jr.

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P.C.O.
A CME

General FROST-PROOF
I hope we shall be able to do something along the lines
of your suggestion in the near future. A point has been
raised, however, and on it I should like to have your
opinion. It has been stated that if the price to jobbers
is reduced a larger commensurate amount of Frost Proof can
be sold.

Against this point we have the statement that the demand for
Frost Proof is limited and no material increase in demand
would follow a cut in price.

Will you give us your opinion as to where an increased demand
may be found at a lower price and let us have your comments
on this angle of the question?

1/17/39

OR BOF

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Aene Exhibit 94
Obtained 6-18-40
Letter
Interview