FILE NAME: National Safety Council (NSC)

DATE: 1936 Jan 18

DOC#: NSC410

DOCUMENT DESCRIPTION: Memo RE State, Municipal, County & U.S. Government - Permanent & Temporary Bids

ASB INS

Re: STATE, MUNICIPAL, COUNTY & U. S. GOVERNMENT-
Permanent & Temporary Bids

At the present time Jobbers, by virtue of price, are cut out of bids to U. S. Governments.

On bids to temporary De artments and to State, County, & Municipal the differential permits them to bid but since I cannot control the resale price it is likely to become very disturbing, particularly when I instist your branch offices, distributors and approved contractors use your schedules.

One manufacturer has requested permission to allow a supply house to bid for him on allGovernment bids and pay him 7½% commission.

If one supply house in a Metropolitan center is permitted this privilege, it will create a furor. It may be, however, that this method could be generally adopted, for those who wish to use it and make a virtue/of it.
out

If done on the basis that manufacturers assume the same degree of responsibility as they do on their own distributors, and that commissions are paid only if their resale is right, it might not be too objectionable.

So far as this one jobber is concerned, I have turned it down but would appreciate your advice on the broader policy.

T. 1/18/36

FEDERAL TRADE COMMISSION
Docket No. 4613 Exhibit No. 307
IN THE MATTER OF Acme Art
DATE 6-9-42 WITNESS Bergman
REPORTER Irwin

C-307

Bergman Exhibit 41
Examined 6-19-40
1-12407

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