J. A. LANDRY - HOUSTON

To Be Made Effective:

April 26, 1956

Merchandise Bulletin

2601-14

PLAINTIFF'S EXHIBIT
tabbies
JMMC-292

TO: ALL SALESMEN AND SALES OFFICES
SOUTHWESTERN REGION - PIPE DIVISION

"Century" Fluid-Tite Coupled Pipe

We have received the following report from one of the Southwestern Region Salesmen:

"Two jobs recently went in, in my territory. One job was done by X and the other by a Mr. Y who formerly worked for _____ Construction Company.

"X advised he had consderable trouble with the "Century" Coupling.

"Below are some of the difficulties:

1. Pipe out of round
2. Couplings out of round
3. No yokes for Spacing
4. Lubricating rubber ring alone will not work
5. Some couplings would not go on pipe even without the ring installed
6. Cost to install greater than "Ring-Tite"

"Y's job leaked at every joint. Mr. Z with _____ Consulting Engineers saw both jobs go in and does not want any on any job of theirs."

While we do not believe that this report is a general indication of the characteristics of our competitor's product, we do believe that it indicates the difficulties our competitor is experiencing in eliminating "bugs" from his product line and production.

We also wish to point out that both contractors referred to in the report do, in fact, prefer to deal with Johns-Manville and purchased our competitor's material strictly on the basis of delivery requirements. We believe that they would tend to look for trouble with the competitive material rather than extending the benefit of the doubt.

While we have not included individual names in this Bulletin, if you feel that contact with these individuals would be beneficial in any particular instance, contact this office and the names will be divulged providing in our estimation the situation warrants it.

J. L. Everett

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JLE:mw
cc: W. H. Waring
O. A. Wirsig - DHQ - Box 91
file

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