

FILE NAME: National Safety Council (NSC)

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Mr. Donald Tulloch, Jr.

November 25,
1938.

About a month ago you mentioned in a memorandum the possibility of your coming to Chicago and we suggested one of the questions which should be discussed would be that you reduce the price on frostproof.

We are writing to ask whether you have had a chance to consider this further. To do any of the licensees any good action ought to be taken before long. We are getting into cold weather and unless a change is permitted we think there will be mighty little frostproof business. Typical of the protests we receive, here is a comment from Baker Specialty & Supply Co. of Logansport, Indiana:

"Your invoice of November 14th - we notice you charged \$18.70 per 100 feet. This price seems very high as we find we are compelled to sell in this area against the Cloy bulletin price of 20¢ a foot."

Plainly the spread is insufficient for a jobber and because business from jobbers is our chief interest, we would like to see an adjustment at least in their favor, whether the all-others price is reduced or not.

How about it?

PCO:ER

P. C. Collopy

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Adm. Exhibit 88
Obtained 6-18-46
No. 1242
Federal Trade Commission
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