

April 18, 1962

Gilbeart H. Collings Jr., M.D.
Medical Director
American Oil Company
910 S. Michigan Avenue
Chicago 80, Ill.

Dear Gil:

I had a most pleasant interview with Mr. Sam K. Botsford at his office in Chicago on April 11th, at which time I reviewed with him the role of the Kettering Laboratory in relation to American industry in general and Standard Oil of Indiana in particular (the latter to only a minor extent.) I found that Mr. Botsford knew much about the Laboratory and that he was not entirely disinterested in what I had to say (this may have been a mere matter of courtesy, but I think not.) In any case he made the issue quite clear by saying that any favorable action on his part would depend upon a recommendation from within the organization that would state the case clearly with respect to what the Kettering Laboratory could do for Standard Oil (or American Oil) in the broad sense of its interest and concern for the health and welfare of its employees, and the competence and stature of its medical and hygienic personnel.

I have no wish to urge upon you, as friend and colleague, any course of action in this matter, or to suggest to you what you might do or say on behalf of the Kettering Laboratory. You have a fairly good idea, I believe, of what we think and do and what we are capable of. You must have a much better idea than I of the immediate and more remote needs of your people. All I can suggest, therefore, is that you alone, or, if you chose, you and Paul Holley, might make some representation to Mr. Botsford as to what he and his associates should do in this matter. This will have to come out of your own view of what is good for your Company, and whether they should invest in the Kettering Laboratory in their own interest.

We need money for three purposes, namely, (1) capital funds for the completion of the addition of our facilities; (2) modest sums, preferably from year to year, in support of our efforts to supply industry with well trained doctors and industrial hygiene technologists; and (3) modest sums, annually, or a larger sum in a lump, the income of which can be used to develop methods and ideas in the field of industrial health (aside from work on specific projects).

As to the capital sums, I have obtained half-a-million dollars from industry, and approximately half-a-million from the Research Facilities Branch of the USPHS. We need approximately \$400,000 from industry to

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complete and equip the new addition. I hope that your Company might find it possible to contribute as much as \$25,000. to this fund (of course I made no subh suggestion to Mr. Botsford.) With this type of help from a few additional oil companies, only two of which have responded in this manner up to the present, we shall be able to reach our goal shortly.

- Sincerely yours,

Robert A. Kehoe, M. D.

RAK:ss