

Plaza Hotel,
Houston, Texas.
July 3, 1936

Mr. T. E. Ronan

Attention: Mr. Harry Kuhe

Dear Harry:

In response to your letter of June 26th, regarding inspection of boat shipments of fluid to gulf ports, it is my reaction that Mr. Schaefer has made an accurate estimate of the time necessary to supervise the shipments at these ports. In the past I have spent about four days per month on this work and have supervised about twenty percent of the shipments. If it is imperative that all shipments, or even more than twenty percent, be supervised, we certainly will need another man to take care of this work. I do not think that one man should be assigned to take care of both Gulf Ports and West Coast, as I feel a great deal of time and money would be wasted in traveling back and forth between the two points. The man located at Houston could take care of all Gulf Port shipments and an arrangement should be made whereby he would be available to the sales department if he has any spare time from this work. It would work in very nicely to have him take care of routine mixing plant inspections, if he has any spare time, leaving more time for us to concentrate on sales promotion work.

Judging from past experience, it would appear that twenty percent supervision of these shipments is probably sufficient to insure safe handling. Since I was assigned to Houston in 1931, we have not had a single dangerous accident due to the improper handling of the drums. There have been several cases of slight leaks, but only the one recent case which occurred while unloading a Sinclair ship can be properly blamed on carelessness in handling the drums. About a year ago, a shipment arrived at Galveston on the Morgan Lines with all of the drums badly battered and several leaking badly, a condition which could have resulted in serious consequences. This was caused by the drums breaking loose at sea during a storm and the hazard was greatly increased because the drums were loaded below deck. During the past year, all shipments arrive loaded on the top deck and this reduced the hazard of cleaning up any possible spills to a very great extent.

I feel the steamship and refinery personnel responsible for transferring drums have been properly instructed and, considering the time available for supervision, are doing a good job. There is no question in my mind that one hundred percent supervision is desirable and would result in still better conditions, eliminating completely the chances we are now taking when it is impossible to be present and supervise the work. When a person considers that one serious accident could have an extremely adverse effect on the future of our corporation, it appears the additional expense is entirely justified,

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especially since these shipments are steadily increasing.

Very truly yours,

Signed - RUSSELL SCHELL

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