

January 13, 1937

Mr. T. R. A. Bevan
Ethyl Export Corporation
Thames House, Millbank
London, S. W. 1
England

Dear Mr. Bevan:

I am replying somewhat belatedly to your letter of December 1st in which you enclosed material for the preparation of a folder to be sent in response to inquiries from prospective customers among the oil companies. I have gone over this material rather carefully, and I think it is very good and also very satisfactory. My reason for delaying my reply was that I wanted to talk over the blue prints with Oscar Lewis, not so much with the idea of making any possible change in your blue prints, but rather with the idea of seeing how your material compared in detail with the blue prints and other material which the New York office sends out on similar requests. Unfortunately I was delayed in getting to New York by a series of circumstances so that I was unable to satisfy myself on these points until last Friday. In order to make certain that the material sent out by the New York is like that which you have prepared, I left with Lewis all your blue prints. He was quite anxious to have them and I assumed that you have an adequate supply and that, therefore, there was no point in returning the blue prints to you. It appeared to me that they would serve a very useful purpose in Oscar's hands, and he agreed that in several respects your blue prints were superior to theirs. I trust that this is satisfactory from your point of view.

I am not returning to you any of the material which you sent except the typewritten material. I have made some notations and queries in the typewritten material, but in the main it is entirely satisfactory and requires neither comment nor criticism. It seems to me this will serve as a very useful addition to the technique of handling these inquiries.

I have gone over your very full letter of December 28th which is also concerned with questions related to the above paragraphs. You have

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certainly appreciated fully my point of view and what you have to say under the various headings seems entirely satisfactory to me. I find myself in full agreement with your comments on Dr. Coste. I have recently written to him and have just had a reply from him which provides a very satisfactory basis for further discussion. I think we shall be able to work out very satisfactory relations with Coste. The suggestions in his letter are quite intelligent, indicating that he has a fairly complete grasp of the situation. As to some collaborative analytical work in France, I am not prepared to come to an immediate decision and I shall discuss this both with Coste and with Dodds since I believe Dodds will be in position to act in an advisory capacity, though probably not a collaborative one with Coste. Incidentally I approve of the salary increase for Coste, and this has gone through as you recommended. He has told me in his letter that for the present he does not want an assistant since he feels that as long as it is at all possible, he would like to maintain medical matters in his own hands. From my point of view this is the desirable arrangement.

As to the situation in Germany and in Italy, I leave this for you to work out as circumstances indicate.

On the Far Eastern matters I am writing Tegner in response to his rather full letter to me on the subject. I have done what I can to straighten out both the Texas Company and the Standard Vacuum in New York and at least have a cooperative understanding with them whereby from now on we shall know what information goes out, and what action they take from their offices. At their request I have prepared a memorandum for circularization among their people as to the status of the lead hazards associated with the handling of aviation gasoline. I hope this will do some good.

I am quite agreeable to your suggestion that I prepare a folder of information and instructions to medical men who are our consultants. Actually what I have done already is to supply these men with the bound volume of our published papers. Since the articles have not been translated, these books will not be as useful to some of the men as they might be. However, and fortunately, most of our consultants read English whether they can speak it or not, so that they are in possession of most of the information which I wish them to have. Just what can be or should be added to the instructions to medical men which I have prepared, I can not say at the moment but I will give the matter my best thought. The one difficulty is that of getting translations properly printed in this country.

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For example, we have just gone over the French translation which you sent us. It is very good but, unless we are mistaken, there are a few typographical errors which would be corrected at once by a French printer, but which would be passed over and left exactly as they are by any printer whom we can make use of here. Therefore if we are to have these printed in the several languages, we shall have to have printed copy available so as to have the type set up in exactly the proper manner. It occurs to me that it might be much simpler for you to have this done than to have it done here. I should appreciate your comments on this phase of the matter.

With regard to the Italian drum situation, I must agree with you that apparently you have done everything you could do. The matter came as something of a shock to me through Mr. Schaefer's having sent me a copy of a letter to you on the subject. Up to that time I was not aware of the existence of this problem. Presumably you and everyone else has done everything that could be done to put the business with the Italians on a sensible basis. Therefore I have no further comment or criticism to make. I merely hope we can either get things straightened out on a sensible basis, or that we shall find it possible to discontinue all dealings with such people.

Only one further thing suggests itself to me. It seems that a number of matters are coming to a head which might perhaps best be handled by my going abroad this coming summer. My attitude on this will be conditioned to some degree by your point of view, and by developments in the next several months. As you know, I have no wish to travel around unnecessarily for I have plenty else to do. On the other hand I do not want to neglect matters where my personal attention could save time and difficulty. If the Italian situation were to straighten out, it might be very wise for me to enter into discussions with Preti in order to get things straightened on a proper basis. Moreover if Coste is to carry on some analytical work in France, it might be wise for me to be in on the ground floor so as to effect suitable arrangements, and thus avoid a situation from which it might be difficult for us to extricate ourselves. In the same way I should like to have an opportunity to discuss with Spelthahn all of the various aspects of his duties, if by that time it seems advisable to place the work in Germany in his hands. These and other matters are all subject to development. Therefore I would be glad if you would keep me fairly well informed, and if at the same time you would tell me frankly whether I can be of assistance to you in certain phases of your work, and whether at the same time I can hope to straighten out some of the matters which are more particularly in my own

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province. I think you understand fully what I should like to do and you will, therefore, be in position to advise me whether anything can be accomplished.

As to records of medical examinations sent by consultants, your present arrangement is entirely satisfactory to me. I think you should continue to have the reports sent to you and I see no necessity for having copies in this office. All I want is detailed information about any difficulties which may arise.

With kindest personal regards
to yourself and your associates,

Sincerely yours,

RAK:is

Robert A. Kehoe, M.D.

KE 0007121

- Note No.1 - Would it not be wise here to make reference to the fact that the height of the platform should be regulated by the circumstances i.e. truck height, box car height, or if the drums are rolled in at ground level.
- Note No.2 - "Wire fence" implies just a barrier. Would it not be better to say woven wire, or some similar expression which indicates complete obstruction to ingress.
- Note No.3 - It is probably advisable even in this preliminary bulletin to point out the necessity for caution against fire in the use of these materials.
- Note No.4 - The parenthetical statement about translations should be slightly expanded, I believe, to indicate the necessity for a very precise but simple translation of the regulations, by some person who is familiar with the operations.
- Note No.5 - I believe here it is important to point out that the Fluid should be introduced at a slow rather than a fast rate, in order to maintain the lowest possible concentration of Fluid in the gasoline entering the tank.
- Note No.6 - (Supplied by Lewis). If two pumps are used the eductor should discharge into the discharge line from the low pressure high capacity centrifugal circulating pump, and mixes should be made with both pumps running. This will reduce the lead concentration in the gasoline line which discharges into the tank insuring a better mixture and cutting down the required recirculating time.

1. Ethyl Mixing House - Drawing No.E 201 A - Nov. 1936.
2. Drawing No. E 111 - Eductor Pipe for Ethyl Fluid Drums
3. Drawing No. E 204 - Sketch P wrench and tongs for handling Bung
4. Drg.#200 Diagrammatic Plan of Blending Plant.
5. Drg.# E 203 - Arrangement of Eductor Unit.
6. Drg.# 109 B - Arrangement of Aviation Ethyl Mixing Plant.
7. Drg.# 108 - Gasoline drum cleaning device.
8. Drg.# E 202 A - Sketch Plan Showing Arrangement of Drainage
from Ethyl Mixing Plant.
9. Drawing #E 119- Sketch of device for thawing out Frozen Fluid.