

ETHYL CORPORATION

100 PARK AVENUE BUILDING AT 41st STREET
NEW YORK 17, N. Y.

March 14, 1957

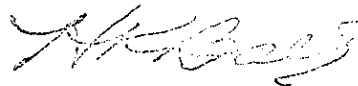
Dr. Robert A. Kehoe
The Kettering Laboratory
College of Medicine
University of Cincinnati
Cincinnati 19, Ohio

Dear Bob:

We have received the attached information, which is in the nature of a Competitive Activity Report on the Midwestern Contractors, Inc. of Wheaton, Illinois, tank cleaners. It is interesting to note that Ethyl Corporation fulfilled their moral obligations in this instance, even though a customer was not involved.

Further, you will be interested in knowing that competition has about the same amount of manpower that we have in the field.

Yours very truly,



H. K. Ball

HKB:ems
Attach.

cc: Mr. S. T. Pruitt
Mr. M. A. Taylor

N13341.01

KE 0012309

COMPETITIVE ACTIVITY REPORT

1-11-57

Source: Mr. G. A. Wilson, Engr. Customer: Midwestern Contractors,
Inc.
Address: Wheaton, Illinois

The following competitive activity is herewith reported: This report is just a little side-light on competition's tank cleaning philosophy:

Midwestern Contractors specialize in pipe designing and fabrication around gasoline terminals, bulk plants, etc. They are not acquainted with cleaning or entering leaded tanks.

When they found they would have to enter a tank in Aurora, Indiana for repair purposes, they contacted R. W. Roecher, Du Pont's Coordinator of Safety, in Chicago for advise and assistance. Roecher made arrangements to lend them the proper fresh air equipment, but stated that they (Du Pont) were short on available manpower, and suggested a call the next day. Midwestern called again, and Roecher said Du Pont could not spare a man, and suggested they contact Ethyl Corporation. Roecher further explained that his local Cincinnati representative (D. E. Stone) was very busy at the KPMA convention in Louisville, and could not be spared. He also added, that if Ethyl refused to send a man in, Du Pont would make arrangements to fly a man in for the job.

Midwestern then called our Chicago office, who in turn contacted Dayton, and I was assigned to the job.

The tank involved is at a small terminal in Aurora, Ind. The property was originally owned by Indiana Farm Bureau, but has been sold to ~~the Rockwood Oil Co., a jobber~~ a Mr. D. W. Goodspeed. Goodspeed plans to act as a supplier to the Rockwood Oil Co., a jobber in Cincinnati. Goodspeed, in turn, is supplied by barge, down the river from Ashland Oil's Cattlesburg refinery.

Customers Reaction To This Activity: Since a customer is not immediately involved here, and there would not be any apparent gain for recognition for such an action, it's easy to understand du Pont's philosophy on this job. Needless to say, the contractor was a little miffed by it all.

C. E. GORDON

Dayton

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