

December 19, 1928

Mr. A. E. Mittnacht,
Ethyl Gasoline Corp.,
25 Broadway,
New York City.

Dear Mr. Mittnacht:

On thinking over the matters which were discussed with me at our meeting at Detroit the other day I have one or two things of consequence which we might do I think. The first of these has to do with what I regard as the most important situation with which we have to deal, namely, that of daily or frequent mixings of ETHYL fluid with gasoline. I say this is the most important because it involves two dangers which we have wished to avoid, that of drum splitting with its necessary increase in hazards, and that of regular daily mixing or frequent mixing. From your remarks I judge that the worst offenders are the Beacon Oil and Standard Oil of Ohio. I do not believe it is worth while to take up this matter with managers at refineries. I would suggest, therefore, that you write direct to Mr. Kahle in Boston, President of the Beacon Oil Company, and to the responsible officials of the Standard Oil of Ohio, pointing out to them the manner in which they are working against the spirit of our whole program which, of course, is to reduce dangers to the lowest possible level. Without being unnecessarily critical or peremptory, I believe it would be good policy to suggest the desirability of their making every possible effort to reduce the number of their mixes. Mr. Kahle is an intelligent and cooperative man and I believe that he will see the advisability of doing everything that they can possibly do. It might be worth while to point out to him that the Beacon Oil plant at Everett is one of the few points in the country with good mixing equipment, where we have found regularly some degree of stippling in the employees. The amounts which we have found have not been dangerous but Mr. Hewettson, the plant superintendent, can bear me out in saying that I expressed some interest some time ago in knowing what the peculiar state of affairs might be at Everett which could account for the blood findings of some of his men. Your remark that they were mixing with extreme frequency is the only clue that I have been able to obtain as to what might be back of this. The Beacon Oil Company does not wish to have difficulties, neither do we; if we can get together on some sort of a program which will solve their mixing problem for them, it will be much safer.

As to the difficulties of the Standard Oil of Ohio, I have no doubt they are real. I see no reason, however, why they should not be able to accumulate some supply

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of gasoline stock during the slump in business which is likely to occur during the next few months, and I would strongly urge upon them the necessity of doing what they can to correct this, which I am sure you, as I, feel to be an almost intolerable situation.

If there are other offenders on your list, and I am reasonably sure that there are, I would suggest that you write to them in somewhat the same manner as you write to the Beacon Oil and Standard Oil of Ohio. In view of the miserable situation in the Standard Oil of Indiana territory, I do not believe that we can afford to be too peremptory in our instructions. Furthermore, I believe that our relations and joint purposes will be better served by discussion than by commands. But I think we should state the things which we have in mind in no uncertain terms and should ask for the fullest assistance in carrying out our program.

Please let me know what you are able to accomplish in this direction and use my name and what I have said to you in any way that you see fit in your correspondence.

I should be very much pleased if you would send in to me in the near future the full names and addresses of all our field representatives, that is men who are in charge of the installations in various districts of the country, so that I may be able to contact with and through them in any matters involving mixing equipment.

Kindest regards.

Yours truly,

RAK:EJ

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