

Dr. R. P. Miller and Co.,
Old Hickory Plant, Davidson County,
Tenn., Dr. R. P. Miller

N14886

KE 0013077

FOLLOWING IS THE FINAL OUTLINE OF THE 4 ML. PRESENTATION
TO CUSTOMER COMPANY EXECUTIVES. WE ARE COMMITTED TO GIVE
THE PRESENTATION STARTING NEXT WEDNESDAY, AUGUST 1, ON
THE WEST COAST. WOULD YOU PLEASE CHECK THE OUTLINE FOR
ACCURACY OF STATEMENTS OF DIRECT INTEREST TO YOU AND

THE COMPANY WILL APPRECIATE SUGGESTIONS FROM ITS PATRONS CONCERNING ITS SERVICE

CLASS OF SERVICE

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WESTERN UNION TELEGRAM

W. P. MARSHALL, PRESIDENT

SYMBOLS

DL=Day Letter

NL=Night Letter

LT=International
Letter Telegram

1201

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ADVISE THOM YATES BY TELEPHONE WEDNESDAY MORNING?

9 INTRODUCTION

9 ETHYL CORPORATION IS RECEIVING A GROWING NUMBER
OF INQUIRIES FROM OIL COMPANIES REGARDING THE
POSSIBILITY OF RAISING THE PRESENT MAXIMUM LIMIT OF
3 ML. TEL PER U. S. GALLON FOR AUTOMOTIVE GASOLINES.
THESE REQUESTS COME AT A MOST OPPORTUNE TIME SINCE

KE 0013073

WE NOW HAVE MANY OF THE ANSWERS.

9 REASONS FOR SUCH INQUIRIES ARE OBVIOUS:

9 1. TODAY AUTOMOTIVE GASOLINES--ON A NATIONAL WEIGHTED AVERAGE--ARE AT 97 RON FOR PREMIUM GRADE AND 90 RON FOR REGULAR. AND A FEW COMPANIES HAVE STARTED TO

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MARKET A NEW SUPER PREMIUM GRADE OF BETTER THAN 100 OCTANE.

9 2. TEL CONCENTRATIONS TODAY--AGAIN ON A NATIONAL AVERAGE BASIS--ARE RUNNING 2.60 ML. FOR PREMIUM AND 2.37 ML. FOR REGULAR.

9 3. COST OF KEEPING GASOLINE QUALITY COMPETITIVE IS HIGH AND REFINERS ARE LOOKING AT HIGHER TEL

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¶ 4. IT HAS BEEN POINTED OUT THAT WE USE MUCH HIGHER CONCENTRATIONS IN AVIATION GASOLINES. WHY CAN'T WE ADD MORE TEL TO AUTOMOTIVE GASOLINES?

¶ A PARTIAL ANSWER TO THAT QUESTION IS THAT AIRCRAFT ENGINES OPERATING AT HIGH ALTITUDES DO NOT

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1940 JUL 25 PM 12
AFFECT PUBLIC HEALTH BY POSSIBLE CONTAMINATION OF THE ATMOSPHERE WE BREATHE. THE EXHAUST FROM AUTOMOTIVE ENGINES DOES PRESENT A PUBLIC HEALTH PROBLEM THAT MUST BE EXAMINED CRITICALLY BEFORE ANSWERING THAT QUESTION.

¶ ALTHOUGH THE PUBLIC HEALTH ASPECT OF THIS PROBLEM IS CERTAINLY ONE OF PRIMARY IMPORTANCE, THERE ARE OTHER IMPORTANT CONSIDERATIONS. SO LET'S LOOK AT ALL ASPECTS

KE 0013080

TRYING TO GO INTO TOO MUCH TECHNICAL DETAIL. IF YOU ARE INTERESTED IN MORE DETAIL OR WANT TECHNICAL INFORMATION REGARDING ANY ASPECT OF THE WHOLE PROBLEM WE WILL BE VERY GLAD TO GIVE YOU ADDITIONAL INFORMATION--PERHAPS BY A MORE DETAILED DISCUSSION BETWEEN OUR APPROPRIATE TECHNICAL OR MEDICAL PEOPLE.

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1923 JUL 25 PM 7
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¶ SO YOU WILL HAVE A COMPLETE UNDERSTANDING OF THE WHOLE PROBLEM, LET US REVIEW THE BACKGROUND OR HISTORY OF TEL LIMITATIONS IN AUTOMOTIVE GASOLINES.

¶ 1. BACKGROUND

¶ A. ETHYL CORPORATION RECOGNIZED THAT THERE WERE CERTAIN HAZARDS CONNECTED WITH TEL EVEN BEFORE "ETHYL" GASOLINE WAS FIRST MARKETED IN 1923. THESE HAZARDS ARE

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¶ 1. MANUFACTURE OF TEL

¶ WE PIONEERED SAFEGUARDS WHICH HAVE FOR MANY YEARS GIVEN US SATISFACTORY CONTROL OF THE INDUSTRIAL HEALTH OF OUR MANUFACTURING EMPLOYEES.

¶ 2. HANDLING AND DISTRIBUTION OF TEL AND LEADED GASOLINES

¶ WITH YOUR COOPERATION, A SET OF PROCEDURES HAS

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JUL 25 PM 7 24

EVOLVED WHICH ENABLES THE PRODUCT TO BE HANDLED SAFELY.

¶ 3. THE USE OF LEADED FUELS AND ITS EFFECT ON CONTAMINATION OF THE ATMOSPHERE

¶ HERE IS A FIELD WHERE MORE WORK REMAINS TO BE DONE BEFORE WE HAVE THE FINAL ANSWER.

¶ II. HISTORY

¶ A CONTINUING STUDY OF THE PUBLIC HEALTH ASPECTS STARTED WITH WORK BY U. S. BUREAU OF MINES AT PITTSBURGH

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WERE MADE BY KETTERING LABORATORY AT UNIVERSITY OF
CINCINNATI IN 1925, 1927, 1928 AND 1931, AND A
CONTINUING STUDY OF THE HUMAN REACTIONS TO LEAD
ABSORPTION HAS BEEN CARRIED ON STEADILY SINCE 1931.

¶ FOR OVER 30 YEARS ETHYL HAS SPENT ABOUT

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25 PM 7 21
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\$2,000,000 IN STUDYING THE PUBLIC HEALTH ASPECTS OF TEL.

¶ STUDY BY SURGEON GENERAL

¶ IN 1925 WE VOLUNTARILY REMOVED TEL FROM THE
MARKET WHILE A COMMITTEE APPOINTED BY THE SURGEON
GENERAL OF THE U. S. PUBLIC HEALTH SERVICE INVESTIGATED
THE PUBLIC HEALTH HAZARDS ASSOCIATED WITH THE
DISTRIBUTION AND USE OF LEADED GASOLINE.

¶ RESULTS WERE:

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FUELS CONTAINING UP TO 5 ML. TEL PER GALLON.

¶ 2. A STRONG RECOM ENDATION THAT THE WHOLE MATTER BE CONTINUOUSLY STUDIED AND OBSERVED. AS SOLE MARKETER OF TEL, ETHYL AGREED TO TAKE OVER THIS TASK. THUS WE INSTITUTED THE NECESSARY REGULATIONS FOR HANDLING AND USE OF TEL AND LEADED GASOLINE, HAVE CONDUCTED CONTINUOUS INVESTIGATIONS, AND HAVE KEPT THE

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SURGEON GENERAL INFORMED.

1956 JUL 25 PM 7
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¶ ONE RESULT OF OUR STEWARDSHIP OF THIS RESPONSIBILITY HAS BEEN A BASIC SAFETY PROGRAM FOR TEL WHICH IS PRACTICED THROUGHOUT THE OIL INDUSTRY TODAY. ANOTHER AND VERY IMPORTANT RESULT HAS BEEN ABSENCE OF ANY INDIVIDUAL RESTRICTIONS OR REGULATIONS BY ANY OF THE INDIVIDUAL STATES. YOU CAN WELL IMAGINE THE CONFUSION THERE COULD BE IF EACH OF THE 48 STATES CHOSE

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