

TELEPHONE
MU 1965

CABLE ADDRESS: "ETHYLPORT"

ALAN C. TULLY

REPRESENTING

ETHYL EXPORT CORPORATION

LONDON AND NEW YORK

BANK OF N.S.W. CHAMBERS.
368 COLLINS STREET.
MELBOURNE, C.I.

February 28th., 1938

Dr. R.A. Kehoe,
College of Medicine,
University of Cincinnati,
CINCINNATI. Ohio.

Dear Dr. Kehoe,

I wish to acknowledge your letter of January 17th.
also the enclosures referring to the subject of tank cleaning.

It is my contention that the information you require
can be best obtained by myself, and, in view of the fact that we
have a comparatively small number of distributors in this area,
it will be quite easy for me to obtain this information. At the
moment, we are involved in arranging for the introduction of the
new 78-80 octane number Ethyl spirit, and this will probably keep
me busy for the next two or three weeks. Immediately, thereafter,
I shall collect the information which you require and pass it on as
soon as it is complete.

Since this hazard has been partially exposed, I
believe it will be worth while to pay more attention to tank cleaning.
I am in favour of more time being spent on the tank cleaning angle
when our representatives make their periodical blending plant
inspections. If a short report were made out each time by our
representative without arousing the suspicion or fear of those
concerned, we would undoubtedly obtain a fairly clear picture of the
tank cleaning operations of all companies. I, personally, have
always been aware of a marked difference between the instructions
which may be issued by Head Office, and the translation of those
instructions in the field. Our customer companies may issue their
explicit instructions in regard to tank cleaning, but the actual
carrying out of these instructions by the worker, or shall we say,
the plant superintendent, is another matter.

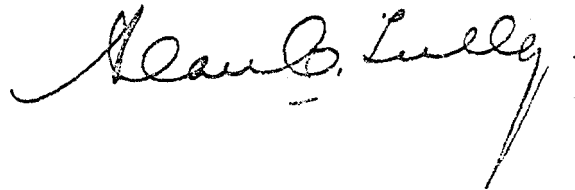
KE 0006082

Dr. R.A. Kehoe

February 28th., 1938

In consideration of the above, I shall obtain my first group of information from the customer company head offices and will then follow this up with an investigation in the field to see how the tank cleaning instructions are being met with and interpreted. I feel that you will approve of this system inasmuch as it is the result rather than the plans which you are mostly interested in.

With kind regards,

A handwritten signature in cursive script, appearing to read "Alan B. Lully". The signature is written in dark ink and is positioned below the typed text "With kind regards,". There is a long, sweeping underline that extends to the right of the signature.

ACT:GB

KE 0006083