

ETHYL GASOLINE CORPORATION

25 BROADWAY

INTER-OFFICE
CORRESPONDENCE

NEW YORK January 30, 1929.

Dr. R. A. Kehoe,
College of Medicine,
Eden & Bethesda Avenues,
Cincinnati, Ohio.

Dear Dr. Kehoe:

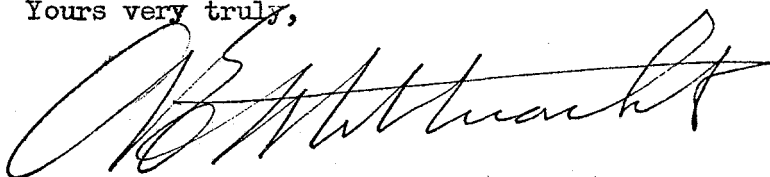
Thanks for your letter of January 24th giving your opinion that we should confine shipments of ETHYL fluid to carload lots. I have been going over our list of present customers and there are probably some three or four of them that only use a few drums a year. I think we can swing most of the rest of them over to carload lot shipments without much trouble.

We are not making any new contracts at the moment, with the exception of the ones that I have already discussed with you; namely, the White Star Refining Company of Detroit, the White Eagle Oil & Refining Company of Kansas City, and possibly the Standard Oil of California. All three of these are large enough to be handled on a carload basis.

As soon as Mr. Webb gets back from the Pacific Coast, I will go into this matter very thoroughly with him and, in the meantime, am writing to a number of our customers who we feel can afford to handle carload lots, in accordance with attached copy of letter which I hope will have the desired effect without delay.

We fully realize the seriousness of this situation and it will have our careful attention.

Yours very truly,



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Enc.

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