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MEDICAL SERVICES
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DR. PHILIP BOYD

Chief Medical Officer

OUR REF. MU/K.1.

YOUR REF.

May 28, 1957.

Dr. R.A. Kehoe,
The Kettering Laboratory of Applied Physiology,
University of Cincinnati,
College of Medicine,
Eden Avenue,
CINCINNATI 19,
Ohio,
U.S.A.

Dear Dr. Kehoe,

It is once again with the profoundest gratitude that I write to you to thank you for all the interest and generosity which you have so kindly shown me during my recent visit to the States. I find myself so much at home when I arrive in America these days that it is perhaps more difficult for me to leave each time I make a visit and I find it is almost strange to have to readjust myself to living back in England after only five or six weeks on the other side of the Atlantic. At the same time these visits are always most rewarding, and in this case to have been able to spend some time both in Cincinnati and in Baton Rouge has really helped me considerably to review our own position in the overall tetra-ethyl lead medical picture.

Everyone from Ethyl Corporation has been most thoughtful and helpful to me. Roy Bock particularly took considerable time off to talk and discuss things with me and I managed to see a great deal of the plant under the capable hands of Harry Hopgood, who had been given considerable freedom, by Bill Armstrong, to show me round. It was really most fascinating to discover to what extent during the last five years both our plants and yours have trodden the same path. Our difficulties seem virtually identical and the solutions to these would appear to require a similar approach.

My visit to Cincinnati, however, was the highlight of the whole trip. Here I found a source of energy and interest in the more academic aspects of the story and could well have spent many more days browsing around the library and talking to people in order to find out so many of the thoughts and ideas which they have in the field of industrial medicine in general. I shall be very grateful to your librarian if

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ne could keep me supplied with as much literature and information as possible, as she has promised, because this will be one way of trying to follow what is going on in the States and more particularly in the Kettering itself. The closer our association with the Kettering, the better will be, I am sure, the product of our thinking over here.

I have not yet had much chance of discussing the particular problem of medical consultants overseas with Ray Bevan. He is at present abroad himself, and anyhow I wanted to be able to think a little bit more about this before hearing what he has to suggest in the matter. As far as I can gather at the present time, with particular regard to those areas where you have been asked to appoint medical consultants, the following points apply:-

Austria.

We do apparently share the business with you at O.M.V. but rather hope to retrieve your share in the not-too-distant future. I am not clear about this aspect of the thing particularly, but I would suggest that since the same workers are engaged using both products, there is little point in establishing any further medical arrangements here at the present time. Should Ethyl Corporation take over the whole business, then of course the position would change entirely and probably the best thing then would be for you to take over our medical consultant. It would, however, be pointless for this doctor to report to two authorities, one in the States and one in England, on exactly the same people, and perhaps therefore you might agree that it would be best at this stage to inform your sales representative for the area that you are quite content with the present medical facilities established by us and that it might be worth waiting to see how the market develops before complicating the issue with further medical administrative details.

For your interest, the name of our consultant in Austria is Dr. A. Frisch, of Helferstorferstrasse 4, Wien 1. He was appointed in April 1955 with a salary of £20 per annum basic fee, £1 10s. per capita per examination fee and ordinary expenses. He examines all Hending personnel at the Vacuum Oil Company, Kargan and at the Centraltanklager, Lobau. The average number of medical examinations is about 20 every quarter and Dr. Frisch is a very responsible and intelligent person. I myself could write to him and explain that whereas the product blended may be either from Ethyl Corporation or from Associated Ethyl, for the time being we wish to maintain the simple medical arrangements at present made. Should any serious medical problems arise in Austria, then of course it is a very quick step for me to get there, and should your interest in any way be involved I would not hesitate to contact you and inform you of this.

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Baghdad, Iraq.

The situation at the Government Oil Refinery at Dora, near Baghdad, is as follows:-

One hundred drums of Ethyl Corporation fluid were ordered by a local purchasing authority for the first time this year, whereas up to this time all supplies had been made by Associated Ethyl. Beery Noble tells me that this particular order did not have Mr. J. Mitchell's approval at the time it was made and I got the impression that there is no certainty that Ethyl Corporation will necessarily be supplying any further tetraethyl lead to this Refinery. This is, however, not a statement of fact in any way, but I mention it because it indicates what may probably happen as well as the uncertainty of the present purchasing of this Refinery. I think in this case the chances are that Associated will retain all of the business, and would therefore think it most unwise to start complicating the very satisfactory medical arrangements at present in hand in Baghdad.

We have a consultant there by the name of Dr. S. Darwish, (who strangely enough is Jewish) of Orfaliya 1 H3 - 1, who is a consultant in radiology, but who has shown himself most interested, efficient and useful in his work with the refinery blending personnel. He is paid an annual basic fee of £10 with a £1 10s. per capita per examination fee and ordinary expenses.

I think it might possibly be wisest in this case, if you agreed, to await developments on the market here before approaching anybody at all, and I can meanwhile inform Dr. Darwish that a small quantity of American fluid will be going through but that he should continue the medical examinations and reports to me as before.

Yugoslavia.

In Yugoslavia the whole business is at present in the hands of Ethyl Corporation and is likely to remain so. This is because of a certain cutting in the prices by Ethyl Corporation who have absorbed these in the freight rates, an arrangement which Associated do not apparently intend to follow. In consequence it seems likely that we shall not compete for the business in Yugoslavia at the present time.

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At the time of writing I do not know of any medical consultant who might be available for this work. On the other hand I feel sure that someone like Enrico Vigliani would help find somebody who would be most suitable for your purpose, and would be amenable in the future to an honourable arrangement should several suppliers be competing in this country. In view of the tense political situation in Yugoslavia, in this respect I think one should go very carefully in the selection of a medical consultant, and if you would like me to I could write to Vigliani and ask him for his advice in this matter. I could then send to you the names of one or two people whom you might wish to approach. I do feel that in a country like this one could so easily become caught up with political problems of one kind or another.

Uruguay.

At the present time the business at A.N.C.A.P., Montevideo, which is the only place where blending is performed, is shared equally between the three companies and I am not aware of what arrangements have been made either on the part of yourselves or Dupont. We always had a doctor in Uruguay, who died recently, his name being Dr. R. Schiaffino. This doctor was eminently satisfactory and performed his duties very well. On his death last year we arranged for Dr. Pavlovsky to investigate the situation and nominate a new man. We have now appointed a new doctor, and he also appears to be a very satisfactory man. His name is Dr. Raul Canzani of 18 de Julio 1811, Montevideo, and we pay him £50 per annum basic fee plus £1 10s. per capita per examination, and ordinary expenses. His appointment dates from January 1 of this year and he will be examining about three men every quarter.

New tenders have now been requested by A.N.C.A.P. from each company, and at the time of writing I am not sure who will receive the business, but it is possible that as Ethyl Corporation's tender was the highest of the three, some changes may be made. I cannot help feeling, therefore, that unless a different consultant is employed by Dupont and/or Ethyl Corporation at this time, it will be best to leave the question of the medical examinations in the hands of Dr. Canzani, and maintain his reporting to me. As I am not too certain of what Dupont have done in this case, I am to-day writing to Ian Moffat to ask him about this. As soon as I hear from him I will let you know exactly how things stand, and how this market is going to develop.

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In discussing with Beery Noble the whole question of medical consultants and the obvious tendency, if we work apart in this matter, for the medical issues to be used for sales purposes, it becomes increasingly clear that as a first step we should get together to establish some form of uniformity. It seems to me that a meeting between Beery Noble and myself from England, with for example Bynum Turner, Julian Fry and yourself from the Ethyl Corporation could be held at some future date to discuss this particular subject without such a get-together being frowned upon by the legal people, and if we could then establish some confidence between the two Medical and Sales Departments as to how to approach this invidious situation when it arises, Dupont would then be approachable in the same manner. I hope you might feel in agreement with this conception of handling the problem, and would be grateful to you for any comments you may have on it.

On my way home I enjoyed calling in on Ethyl Corporation, though unfortunately a number of people were away. I did have a very brief talk with Mr. Shea and one or two others. Regrettably I did not meet either John Schaefer or Bynum Turner, although I should very much have liked to have done so.

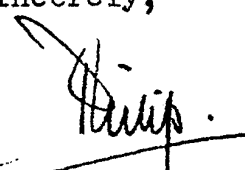
You will remember our discussing the question of some possibility of our assisting in one or other of the various research fields that you are interested in with regard to the metabolism of lead. I have no doubt that we shall be appointing soon the physiologist of whom I spoke to you in Cincinnati to head up our industrial hygiene and we will then be in a position to be able to consider some work either haematological, physiological or in terms of biochemical analysis. I would be more than grateful if you could outline some details of useful research in whichever of the fields you think most profitable.

I have telephoned Katy to-day, and she sounded very fit indeed and very pleased to get your love. I believe she has written to you to-day too, so you will have heard the latest news.

Once again, I would like to thank you very much for all you have done for me, and look forward to seeing you again soon.

With kindest personal regards,

Yours sincerely,



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