

Mr. J. E. Boudreau

Chicago

Mr. W. P. Murdock

New York

Commercial Solvents Corporation

March 16, 1949

Sam Greenup, no doubt, has in his file previous correspondence relative to the inquiry of this company. On the chance that he does not have a copy of my letter of February 21, I have attached an extra copy, and also a copy of the original inquiry.

As you can see my original assumption was that Commercial Solvents would use a relatively small amount of tetraethyl lead for some scientific or laboratory purpose and for this reason I quoted them only prices in laboratory containers. Subsequent investigation to determine their handling facilities reveals that they propose to produce and package "Vitol" fluid for the Thompson Products Company which is an entirely different picture.

It has been our policy and our contract provides that we sell "Ethyl" antiknock compound to refiners and/or manufacturers of gasoline. As you know, we have refused to supply others who do not qualify such as petroleum jobbers, and have even gone so far as to cancel existing contracts with oil companies who failed to meet our requirements due to changed conditions. As you know, Standard of Kentucky falls in the latter category. It appears to me that Commercial Solvents can in no way qualify as a refiner or manufacturer of gasoline. From the information at hand, they would only be manufacturing an additive for gasoline and we will not be able to make a contract with them in light of our present policy.

On the other hand, we have no desire to stand in the way of scientific progress and will be willing to furnish them with a small amount of our product if they wish to use it on an experimental but not regular recurring basis. In other words, let us be sure to offer Commercial Solvents every reasonable cooperation and be sure of the safe handling of our product, but by no means make any commitments toward entering into a contract with them on a commercial basis.

I think you will agree that this will require another personal call by one of your men. I merely called it to your personal attention because of the contractual angle and its importance relative to the rest of our business. We would like to receive a report of your man's call and any other comments which you might wish to add.

W. P. Murdock

COPY

February 21, 1949

Mr. W. E. Owenseel
Commercial Solvents Corporation
Terre Haute, Indiana

Dear Mr. Owenseel:

In answer to your inquiry of February 17th we list below our current price schedule for "Ethyl" antiknock compound for laboratory use.

Commercially pure tetraethyl lead in Laboratory cans (approximately 1 liter)	\$9.60 per can
Commercially pure tetraethyl lead in 10 gallon drums	.95 per lb.
"Ethyl" Antiknock Compound (Motor Mix) in Laboratory cans containing 1011 cc. of compound, 600 cc. of tetraethyl lead	5.00 per can
"Ethyl" Antiknock Compound (Aviation Mix) in Laboratory cans, containing 918 cc. of compound, 600 cc. of tetraethyl lead	5.50 per can
Dilute "Ethyl" Antiknock Compound in Laboratory cans (approximately 1 liter)	4.75 per can

Terms are net thirty days, f.o.b. point of shipment. All shipments in cans and all LCL drum shipments must be via Railway Express. All orders are subject to acceptance at our New York Office.

Before we can make any shipment we must be assured that you have suitable laboratory facilities for handling this toxic product. Therefore, we are asking our representative in your area to call upon you to determine if your facilities will meet our requirements and also to answer any further questions which you may have.

Very truly yours,

s/ M. P. Murdock
Assistant General Sales Mgr.

MPM:K
CC: Mr. E. L. Shea
Mr. E. O. Jones (3)
Mr. B. D. Browne

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