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28th January, 1937.

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

Dear Dr. Kehoe,

Very many thanks for your letter of January 13th.

I am glad that you are in agreement with our suggestion of preparing a folder for forwarding to prospective customers among the oil companies. I understand from Fossett, who is preparing this folder, that he has incorporated your comments and the material is at present being duplicated and set up. Just as soon as we have any of these folders available we will send you one for your files.

Your assumption that we have plenty of blue prints on hand is quite correct, and I am delighted that you gave those we sent you to Oscar Lewis. As a matter of fact I was under the impression that he already had some of our blue prints, and had I been aware that this was not the case I would have sent him some before.

I saw Dr. Coste in Paris last week and understand that he has written to you about certain agreements which the oil companies have recently made with their workmen and which involve Coste to a certain extent. We have made it quite clear to the oil companies that we accept no responsibility for the welfare of their workmen, and have pointed out that Coste is looking after our interests and cannot therefore undertake any direct responsibility for the companies, but he is willing to co-operate fully with their own medical men when necessary.

I am sure that Dodds will be only too glad to act in an advisory capacity for any analytical work we do in France, and in fact I believe he would be very pleased to take on this additional work since he is anxious for us to regard him now as a local adviser for any analytical problems that may come up.

As regards Germany, I am enclosing herewith a copy of a letter which I have received from Dr. Muller-Cunradi with reference to Dr. Spelthahn. I have no doubt that a satisfactory arrangement can be worked out quite easily.

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I am very grateful to you for having straightened out the Texas and Standard-Vacuum people and I am sure that the memorandum you have prepared for circularization amongst their people will be of the greatest assistance to us since it will put their local people straight on a number of points on which they are very confused to-day. Neither of these two companies has taken a great deal of trouble in advising their various export people on the lead question, and of course it is difficult for us to convince them unless they receive some supporting evidence from their own companies. For this reason I am certain that your memorandum will be of great help to us.

I am entirely in agreement with you that it would be advisable for us to take care of any translations and/or printing work that you would like done in French, German, Italian, etc. I am certain that this can only be carried out satisfactorily in the country concerned, and it will not involve any difficulties for us to arrange to undertake all the printing you require. Our friends in the different companies are always quite ready to do any translations, and you need not be at all concerned that we are putting them to any undue inconvenience in the matter. If you will advise me in due course just exactly what you would like done we will see that it is carried out.

I am very sorry that you did not hear before about this Italian drum situation, and I feel that I should have written to you about it. However, I was hopeful that we would be able to straighten it out without having to undertake any transfer of Fluid. I apologise for not having written to you on this matter sooner, but I hope that we shall be able to carry this work through without mishap and that no repetition will be necessary.

We have now opened new negotiations with Montecatini but I am not at all certain exactly where they will lead us and I do not think anything concrete will develop for at least another two months. I do wish, however, that we could straighten out this Italian situation one way or the other since the present position is far from satisfactory and I cannot see what we can do at the moment to improve it.

I think you already know by now that it has been decided to build a manufacturing plant in France. I think, therefore, that regardless of anything else it will be most necessary for you to visit us during the coming summer. Quite apart from this question of the French plant I feel that it would be of great help to us if you could spare the time to take a short trip over here. I certainly do not want to ask you to come over unless it cannot be avoided since I realise it is most inconvenient and unpleasant for you to give up your summer vacation and devote the time to running round Europe.

Our business, however, is developing very considerably, and I have no doubt that there are a number of situations which you would like to check on yourself, and it is also probable by the summer that you may wish to make some alterations in our general medical set up, particularly if the French situation develops as we expect it to. I have written to you already, I think,

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in detail about Germany, and it is highly probable that the French market will develop along similar lines during the coming spring.

Naturally it goes without saying that we should be only too delighted to see you over here, and I hope that you will be able to arrange things so that you do not disturb your own plans to too great an extent.

With all best wishes to Mrs. Kehoe and yourself,

Very sincerely yours,

Ray Bran

P.S. Gotten you must be having a pretty rotten time at present. Sincerely hope that every thing is all right with you and that conditions are improving.

Ray

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COPY.

ETHYL G.m.b.H.

Unter den Linden 24,

BERLIN NW 7.

January 22nd, 1937.

T. R. A. Bevan Esq.,
Ethyl Export Corporation,
Thames House,
Millbank S. W. 1.

Dear Mr. Bevan,

I have written to Dr. Spelthahn regarding the question of medical supervision and have received a reply from him to-day that he is at present away, but that I can speak with him personally in Berlin in about ten days. He informs me already, however, that he believes he can make a satisfactory proposal for the regulation of this supervision.

(Signed) Muller-Cunradi.

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