

ETHYL GASOLINE CORPORATION

MANUFACTURING DEPARTMENT

INTER-OFFICE
CORRESPONDENCE

MAIL ADDRESS: BOX 688, WILMINGTON, DEL.
FREIGHT ADDRESS: CARNEY'S POINT, N.J.
TELEPHONE: PENNS GROVE, N.J. 280, EXTENSION 213.

June 20, 1933

Dr. Robert A. Kehoe
College of Medicine
University of Cincinnati
Cincinnati, Ohio

Dear Dr. Kehoe:

I am at the plant today with Eddie Walter and John Schaefer.

There are about ten or twelve bulk installations at refineries within a radius of four hundred miles of this point, which have the small size bulk storage tanks to accommodate about one thousand gallons of Fluid. As you know, it was our intention to ship to these small bulk installations about eighteen drums of Fluid in a freight car and have the drums immediately discharged into the storage tanks from which point the operation would be the same as the tank car bulk mixing installations.

However, for the last few weeks we have been negotiating with a trucking company under the name of Mr. P. E. Kramme of Monroeville, New Jersey, who owns upward of one hundred tank trucks for the carriage of milk for the Abbotts Company, with whom he has a contract. He has made a proposal to us for ETHYL and "Q" Fluid to be hauled in tank trucks, the essential details of which are as follows.

He will buy the truck; that is, the chassis and engine.

We will buy the tank to be placed on the truck, which tank would be of 1/2-inch welded steel construction with the loading and discharge arrangements exactly duplicating those on our tank cars; in fact, the entire tank would be of the same specifications as our tank cars except that it, of course, would be smaller and of 1/2-inch steel instead of 3/4-inch steel. There would be no bottom outlets.

This truckman would relieve us of financial liability. Of course, I realize that the moral responsibility would always be on our shoulders.

Mr. Kramme would enter into an agreement whereby the inspection of the tank and also the truck itself, would be in our hands, in addition, of course, to the supervision of his maintenance staff. We would load the truck at Carney's Point and it would be discharged into a bulk storage tank at the refineries by the Fluid mixing men, the same as a tank car would be handled.

We do not have to obligate ourselves to ship any specific amount and in the event the plan should not work out for some reason or other, our only financial responsibility would be for the unamortized portion of the tank itself, because he could use the truck and chassis for the carriage of milk.

KE 0000539

ETHYL GASOLINE CORPORATION
MANUFACTURING DEPARTMENT

-2-

Dr. Robert A. Kehoe
June 20, 1933

As you know, we ship thousands of drums of ETHYL and "Q" Fluid by truck today to many points in the East. It is the opinion of all of us that a tank truck of the rigid constructions mentioned above is certainly a very much safer proposition than to ship ETHYL Fluid in drums either by truck or by rail.

It will probably take a week or so to work up these specifications and the exact terms of the contract with Mr. Kramme but we are going ahead with same and before the agreement is consummated it will be subjected to careful review by all parties.

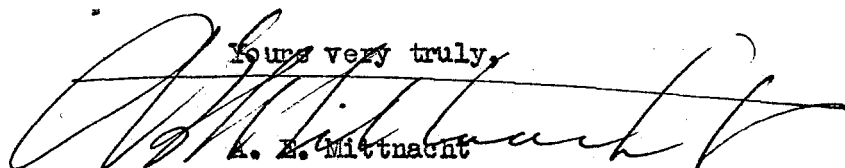
If you feel that you can give your approval with the information that has been placed before you, we would be glad to receive same promptly; but if you desire us to submit the completed negotiations to you before acceptance, we shall be glad to do so.

You have not mentioned to me just how long you will be away but I take it from your advice that it will probably be a period of four weeks or longer. If this is so, I would appreciate it if you would please discuss this matter with Dr. Machle and authorize him to give approval in the event you feel you should withhold same until such time as the final negotiations are submitted to you.

My opinion is that we are lessening the hazard by this means of transportation and handling, and Eddie Walter and John Schaefer agree with me on this point. You may rest assured that whatever arrangements are consummated, they will give us full protection at all times on the care and maintenance of the Fluid container, and in the event we do not continue the agreement, the tank would be returned to us for final disposition.

I would thank you to please let me have some kind of advice from you before you go away.

Yours very truly,



A. E. Mittnacht

AEM:J

KE 0000540