

T. R.A. BEVAN.

5th August, 1960

Dear Bob,

Your letter of the 2nd August and attachments arrived this morning, the day after I had written you in regard to Australia, New Zealand, South Africa and Switzerland.

I appreciate very much the information which you give, particularly in regard to Venezuela and Japan. This keeps us fully up to date.

I am sure you will be pleased to know that Socony Mobil have been most co-operative in keeping us fully informed in all matters relating to their activities in connection with T.M.L. The one exception being Venezuela where, as you know, it is their practice to purchase their supplies direct from Dupont. The decision to market in Venezuela was undoubtedly taken in somewhat of a hurry.

I am most hopeful that in so far as Europe is concerned the introduction of gasoline containing T.M.L. will proceed without difficulty.

Each of the companies in Australia seem to be looking over their shoulder to see what their competitors have in mind and, whereas I am still hopeful that we shall be able to keep the situation under control, I believe this will probably depend on the attitude of Standard Vacuum. While no guarantees can be given I believe it

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reasonably certain that Caltex, Shell and B.P. will not indulge in any advertising campaigns which make direct reference to 'lead', 'T.M.L.' or 'Methyl' unless they have reason to suppose that Standard Vacuum plan to make a sales "gimmick" out of this material.

To date the enquiries for T.M.L. have been limited and shipments small. This is encouraging since it indicates that the major companies are regarding its use in purely technical and economic terms and are accordingly proceeding with some caution.

As regards Austria. I had already heard that this country was high on the list and we will do what we can to contact the Health Authorities just as soon as this can be arranged after Barry's return.

For your very private information, it is our understanding that Esso plan to purchase all of their requirements of T.M.L. direct from American suppliers and not through us. It seems that this is in accordance with their policy to purchase materials originating in the United States direct from U.S.A. suppliers. While we regret this it will not in any way affect our relationships with Esso subsidiaries and we shall continue to do everything in our power to assist them.

I believe that most of the other international companies will route their orders through us.

All best wishes,

Sincerely,



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