

ETHYL GASOLINE CORPORATION**25 BROADWAY****INTER-OFFICE
CORRESPONDENCE****NEW YORK** October 7, 1926.

Dr. R. A. Kehoe.

Dear Dr. Kehoe:

I have been trying to visualize our operations for next year and although it seems quite a while before we will enjoy Spring weather, yet the time passes so rapidly, particularly when real work is to be done, that I feel now is the time to mention something that I have been giving considerable thought to in connection with our business for next year.

Roughly speaking, we have about fifty mixing points and barring unforeseen conditions developing, it is a safe prediction that by January 1st we will have received requests for installations at refinery points of at least as many as we now have, by Spring; the number will probably be doubled. Although we will probably not grant every request, still, it is going to be very difficult to choose and pick among reputable refineries, especially in those sections where one refinery will be quite alive to whatever we do with another. Take for instance the State of Pennsylvania. We have had to refuse to make installations at eight or nine refineries; yesterday we turned down one in New Jersey, and only a few minutes ago, one in New England. It is not at all unlikely that at the last we will have, provided they shall meet with your approval, not less than one hundred mixing points by next Summer. They will probably be as scattered as those we now have, excepting in the case of Canada, where we have made an exclusive contract with the Imperial Oil Co. for two and a half years.

I wondered if the increase in mixing points and the large area to be covered by your Medical force, particularly the time spent in traveling from one point to another, should not prompt us to consider the handling of our medical inspections in a way somewhat different from that now in effect. I say this, having in mind the firm conviction that the way it has been handled up to now has been the only satisfactory way to do it, because I feel sure that it is only by the direct contact you and your assistants have had with the installations at various points, that it has been made possible to develop a mixing system which has all the evidences of being standardized, subject of course, to modifications here and there from time to time, as our work progresses, and which apparently meets with your satisfaction. Then too, you had no other possible way of working it out effectively than that which you followed.

However, is it not possible that we can capitalize this very excellent pioneering work which has progressed so exceedingly well, to the extent of undertaking a program somewhat along the following lines:

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Dr. R. A. Kehoe,

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Firstly: that you select some local doctor in each town where mixing is being done and have such appointee thoroughly drilled in this tetraethyl work so that he will be qualified to make the periodical examinations which are necessary at the particular mixing points where his office is located or thereabouts. It strikes me that you might be able to get at most places a satisfactory representative who would be willing to perform whatever services you require for so much per examination, or so much per month, to examine not exceeding a certain number of men at stated intervals. It seems to me this would have some decided advantages over the present system:

1. Considerable saving in transportation, as well as time consumed in going from one point to another
2. Whatever advantage might be gained in an emergency situation by having a man in whom we would have confidence and to whom would be entrusted the emergency work
3. Somewhat connected with the latter, but more specifically a man who would be called to treat any employee at the mixing point who might become ill.

Secondly: that your present force and such additional men as you found necessary as time went on, to devote most of their time to making visits to the doctors mentioned above and visitation of such mixing points as there might be necessary, with the thought in mind that it would not be necessary for such medical inspection force to visit the mixing points except at fairly infrequent intervals.

Lastly: that your immediate assistants might have greater opportunity to be at a central point, to wit, Cincinnati, more than at present, and to do such work of such nature as you feel the situation required and in particular to check up on the health hazards involved in the use of Ethyl Gasoline. I have in mind, in reference to this statement, that our check up should be a yearly proposition for a number of years to come.

I am presenting the above to you for the purpose of frankly disclosing what I have been thinking about in reference to our medical work. I realize that there is no definite yard-stick by which we can measure future results by any program we may set going to cover the future, but with the increase from month to month of mixing points, which unquestionably will go on just as long as we remain in business, I am impressed with the idea that something along the lines indicated will eventually have to be put into effect. If I am right in this, then I believe we have reached that point where it seems best to inaugurate it now rather than later on.

If you should look with favor upon this suggestion, then I would like to offer for your further consideration that your assistants as they are now going about visiting the mixing points should look the medical profession over at those points and determine who might be a good man for us to have as our local representative, report to you thereon, or make such arrangements as you might previously recommend. This, I think, would save a lot of time in getting

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Dr. R. A. Kehoe

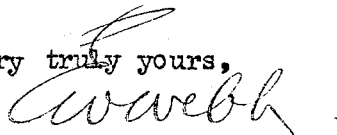
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together your representatives at mixing points and would enable you to lay out an educational program for the benefit of those selected. It also would give your assistants an opportunity to go into the subject in a personal way with those selected as your assistants visit these points from time to time for the next few months.

I would not think of making this suggestion if, in order to inaugurate it (if you look upon it favorably) it would handicap you in any way in the check up on health conditions with Ethyl Gasoline which you are going to make this Winter for the Surgeon General's office. As a matter of fact, I assure you I had in mind it might possibly, among other things, relieve that tension somewhat. Be that as it may, I am simply offering this whole matter for your consideration.

With kindest regards,

Very truly yours,



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