ETHYL GASOLINE CORPORATION

25 BROADWAY

NEW YORK February 21, 1930.

INTER-OFFICE CORRESPONDENCE

Dr. R. A. Kehoe,

Dear Dr. Kehoe:

Thanks very much for your good long letter of January 28th dealing with the subject of handling shipments of ETHYL fluid to certain mixing points throughout the country.

Jack Durham fortunately was in New York and I discussed the situation in his territory with him personally. I have written him today, also Sam Wagner and Jack Martin, as per attached copies of letters. These I believe will cover the specific cases on which you made recommendations at this time.

We have fully recognized the importance of not encouraging small mixing plants and the necessity of putting in good installations. I feel that the situation that exists today is very much improved over what it previously has been and that all of the new mixing equipments that are being installed fully meet all of your requirements. Certainly we never contact with a prospective new customer without advising him that we will not under any circumstances make less then carload shipments and it is up to him to convince himself that his business will be sufficiently large to justify ordering in carload quantities with the attendant expense of proper storage platforms, wash house, etc.

In Sieb's rounds of the mixing points throughout the country, undoubtedly small infractions of your regulations will be brought to his attention and if you will write us on each and ever, one of them we will certainly have the field staff cooperate in correcting them. It might be a good idea to have a general review every six months of the way the work is being carried out at all points and if anything does not appear to be in good shape we can then combine our efforts to go after it and clean it up.

With best regards, I am

Very truly yours,

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