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ETHYL GASOLINE CORPORATION

CHRYSLER BUILDING
405 LEXINGTON AVENUE

NEW YORK November 15, 1935.

GRAHAM EDGAR
DIRECTOR OF RESEARCH

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

My dear Bob:

I have your letter of November 12th and will endeavor to answer some of the questions raised therein.

All of us here have assumed that the Mexican business is being handled under Ethyl Export Corporation. However, on looking up the contract, I find it was signed with the Ethyl Gasoline Corporation. Whether this was a slip or not, I do not know and will have to discuss it with Mr. Webb when he comes back.

With reference to the problem of tank car or drum mixing for Aguila, there seems to have been some misunderstanding in this office as when Ronan raised the question it had apparently been understood that you had approved the drum installation and nothing more was done about it. If it seems really wise to install a tank car installation, I imagine it can be arranged.

There appear to be a few practical problems involved which may be worth consideration. One of these is the possibility that Aguila may in time demand water transportation of Fluid. The second is that their probable consumption is still very indefinite, consequently, there is some question about the size of the installation. A third problem is involved in the tank cars themselves. We own these, as you know, and they are rather expensive. In sending them to Mexico they are gone for a considerable length of time and might conceivably be held up from time to time through customs or other restrictions thus putting them out of service for us. None of these reasons are compelling and it would seem to me if a bit later Aguila wishes to consider tank car installation, we will be glad to go into it with them.

Apparently the Anglo-Mexican situation in Brazil is that the gasoline is for aviation purposes only at present. Anglo-Mex. is a subsidiary of Asiatic and this is one of the installations which Asiatic is putting up all over the world under their broad contract with us. The difficulty is that they are not represented in New York except through a small sales company which knows nothing of the operations in Brazil. I am trying to find out anything that I can about it. Mr. Webb is expected back on Thursday the 21st.

It may interest you to know that we had a meeting a day or so ago with the Standard Oil of New Jersey people who handle the South American business and with representatives of the Ethyl Gasoline Corporation. They were discussing the possibility of a joint venture in the South American market.

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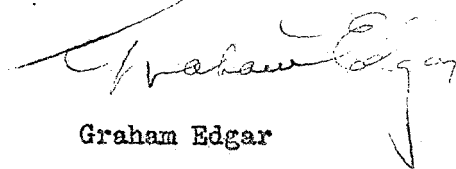
Dr. R. A. Kehoe

-2-

November 15, 1935

to South America on freight boats rather than passenger boats. Unfortunately, there appear to be very few freight boats operating to a number of points. There are three purely freight boats of the Grace Line which carry dynamite, etc. and which make monthly sailings to certain ports. We have arranged that shipments for these ports go on these vessels. On the other hand, at Talara, Peru and Cartagena no freight boats at all touch with the exception that they put into Cartagena once a year on the average. In these cases apparently we will have to ship by passenger boats, but the facilities on the Grace Line passenger boats are excellent. There are, of course, freight boats from the West Coast but this would involve trans-shipment which is perhaps worse than shipment on the passenger boats from the East Coast.

Very truly yours,

A handwritten signature in cursive script, appearing to read "Graham Edgar".

Graham Edgar

GE/LRJ

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