

ETHYL GASOLINE CORPORATION

CHRYSLER BUILDING
135 EAST 42ND STREET

NEW YORK July 3, 1930.

INTER-OFFICE
CORRESPONDENCE

Dr. R. A. Kehoe,

Dear Dr. Kehoe:

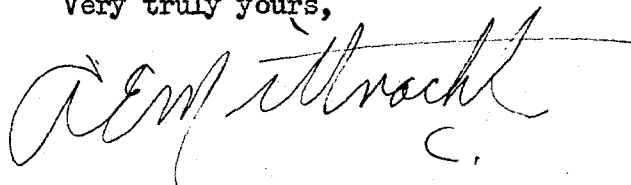
Thanks for your letter of July 1st reporting on the Kendall Oil situation. I think the best thing to do is to have one of our men see them at once with regard to this matter and we will certainly let them know that unless they will absolutely discontinue the practice of making split-drum mixes that we will not give them any more fluid.

Also note what you say regarding Standard Oil of Indiana's practice of not only making split-drum mixes but of dipping fluid out of the drums and carrying it around in cans for tank car blends. I wouldn't put it past them to do just this and it doesn't seem as though they appreciate the hazards involved, regardless of all of the advice we have given them. I think the best way to handle it is by a personal talk with Dr. Humphreys and I am pleased to note you are going to Chicago and will take the matter up with him. I would like to have your further advice on this subject upon your return.

With regard to your doctors obtaining the use of cars from our field staff in order to expedite their work, I am entirely agreeable to this wherever it is feasible. That is, when there is a car available we will certainly be only too glad to let the doctors use it. However, our field staff as a whole have large areas of territory to cover and their programs are usually scheduled a week or so in advance. We do not think it would be practicable therefore for us to advise our division managers that they must make arrangements for cars to be at the disposal of your medical department whenever they are called upon to do so because that might involve a breaking up of some scheduled meetings to which possibly hundreds of oil company employees have been invited and require the field man to drive the car some hundreds of miles to the point where it is required and then wait around until the doctor had finished with it. When salary and expense and service to our distributors is taken into consideration, this would hardly be an economy.

I am addressing the attached copy of letter to our division managers on this subject and my suggestion to you is that when the doctors cannot obtain one of the company cars that they hire a drive-it-yourself when they have many mixing points in one locality to visit. I hope that this arrangement meets with your approval.

Very truly yours,



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