

ETHYL GASOLINE CORPORATION

CHRYSLER BUILDING
135 EAST 42ND STREET

NEW YORK

December 31, 1931.

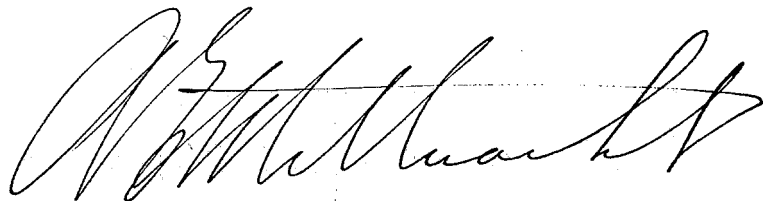
INTER-OFFICE
CORRESPONDENCE

Dr. R. A. Kehoe,

Dear Dr. Kehoe:

Thanks for your letter of December 28th regarding L.C.L. shipments of Ethyl Aviation fluid to Standard Oil of Indiana at Whiting. I am today writing them in accord with attached copy of letter which is self-explanatory.

Very truly yours,

A large, stylized handwritten signature, likely of R. M. Quaker, written in dark ink. The signature is fluid and cursive, with a prominent 'R' and 'M' at the beginning and a long, sweeping tail.

C:C

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December 31, 1931.

Mr. J. F. Hewson, Purchasing Agent,
Standard Oil Company (Indiana),
910 South Michigan Avenue,
Chicago, Illinois.

Dear Mr. Hewson:

I have given careful consideration to your letter of December 18th with regard to the transportation expense involved in shipping Ethyl Aviation fluid to your Whiting refinery. We realize that with the advent of the tank car mixing installation at that point that this involves additional expenditures by your company and, for that reason, referred the matter to our Medical Director, Dr. Kehoe.

As you are aware, we adopted a policy several years ago of insisting that all of our licensees order ETHYL fluid in minimum carload lots. Before that time we made a number of less than carload shipments of the material but these were always looked upon by our Medical Department as an unnecessary hazard and met with their serious objection. In 1929 one of our field representatives who was located in Texas was called on the 'phone by a steamship company to ask what should be done about a shipment of some bottles that had been drenched with ETHYL fluid. Upon investigating the matter, it was found that these bottles had been shipped in a less than carload lot and loaded into a car containing 3 drums of ETHYL fluid. One of the drums of ETHYL fluid had sprung a leak, undoubtedly due to rough handling at a junction point and about half of its content had drenched the cartons in which the bottles were shipped and also the corks of the bottles. Nobody recognized the danger and in due time the bottles reached the Atlantic seaboard and were loaded on to the ship. When the stevedores in Texas started to discharge the hold in which these bottles were contained the air was saturated with lead vapors. After such telephoning and wiring the steamship company found out what it was all about and communicated with us. We had to put the shipment of bottles on a barge and, under the supervision of our field representative, take them out to sea and dump them overboard. It is indeed fortunate that no one was hurt by this exposure to the concentrated ETHYL fluid.

As a result of this instance the Medical Department decided to adopt a rigid ruling that it would not permit any more less than carload shipments.

The Medical Department objects to even express shipments but we have had the matter up with the express companies and in several instances in which leaks have occurred our Plant has been promptly notified and we have been able to have our field staff go to the point of destination and take care of the situation.

Under date of December 28th Dr. Kehoe writes:

"I can see their point and I can appreciate the difficulties from your point of view and yet I do not feel that the mere fact that the railroad will accept less than carload shipments is a justification for taking the risk. If our objection to the practice had been made on purely

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theoretically risks there would be somewhat more point to the objection. However, we have already seen that the risk is more than a hypothetical one and I do not feel that we can afford to shift the responsibility for this condition to the railroad company. Our only safety in these matters lies in anticipating and understanding dangers which we would hardly expect common carriers to appreciate since they do not have all of the information which is available to ourselves. To expose other people to dangers merely because they do not appreciate the dangers would be as unethical as it would be shortsighted."

We regret, under the circumstances, that we cannot see our way clear to agree to less than carload shipments of Ethyl Aviation fluid to Whiting unless you could order this material in sufficient quantities so that the railroad would agree to the sealing of the car at our Plant and routing it through to destination without touching its content. Some of our licensees have been able to get the railroads to agree to such shipments on the basis of 12 50-gallon drums of ETHYL fluid but these instances have been mostly short hauls. Such shipments, however, so far as we are concerned, are practically the same as carload shipments except of course the less than carload freight rate is charged because the minimum weight is less than the required amount for the carload rate to be effective. There is a substantial saving in freight to your company in tank car shipments as compared with drum shipments of commercial ETHYL fluid by reason of the elimination of the weight of the drums. We think that you will find even though express rates on the shipments of a few drums of aviation fluid may be somewhat more expensive, nevertheless there will be a substantial over-all saving to your company by reason of the tank car shipments of large quantities of ETHYL fluid, and if your aviation business increases to the point where you are justified in ordering, say, 12 50-gallon drums of Ethyl Aviation fluid then we do not doubt that you will be able to arrange shipments on a less than carload basis on a through-routed car as indicated above.

We of course wish to cooperate with you to the fullest extent and if you have any other suggestions as to how this matter should be handled to effect a saving and yet comply with our medical regulations, we will be glad to give them every consideration.

Very truly yours,

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