

March 15, 1927.

E. W. Webb

Re: Instructions and Precautions for
the Handling of Ethyl Gasoline

Dr. Elizabeth B. Bricker,
Chief, Hygiene and Sanitation Section,
Department of Labor and Industry,
Harrisburg, Pa.

Dear Mr. Bricker,

Speers & Riddle Company of Wheeling, W. Va., have just brought to our attention the correspondence relative to the above subject, as applicable to the distributors of Fleetwing Ethyl Gasoline in your state.

They were the second concern to sell Ethyl Gasoline in this country, and I feel that we know them sufficiently well to state that they are as anxious as any concern could be to handle our product in a way which will meet with the approval of your department, as well as ourselves. We have always found them wholly responsive to any merited suggestions and particularly those that might have reference to health matters.

They have brought this matter to my attention with the idea of seeing if some satisfactory arrangement could not be made with your office which would be of the nature of standardization; by that I mean, that it might be well for all distributors to be advised as nearly alike as possible.

With each jobber's contract, we attach what we term "Rules and Regulations for Sale and Distribution of Ethyl Gasoline", copy of which is enclosed, and we also explicitly instruct such jobbers to advise their re-sellers in accordance with these rules. Furthermore, it is necessary for anybody who sells Ethyl Gasoline to the public, to have "Caution" folders available for issue in the event they should be asked for by the public. It is understood with our direct customers that the contents of these folders will be brought to the attention of each dealer, so that all who handle it will be aware of the precautions which we recommend for use, as well as those of the Surgeon General.

I think that you and other health authorities will subscribe to the point that for a product that has been on the market for four years, during which time there has never been an authentic case of anyone being injured in its use, we have set out some very strict rules in connection with its distribution.

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Dr. Elizabeth B. Bricker

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I think we can devise a plan to have copies of the enclosed rules placed in the hands of each dealer who handles or sells Ethyl Gasoline to the public.

I hope you will bear with us so that we might be privileged to work out a satisfactory arrangement for you in the event, after you hear more about our plans, you should feel that further action is absolutely necessary.

We are sending the enclosed booklet out to each automobile dealer in the United States; to the owners of fleets of trucks having in operation more than five automobiles, these two classes constituting about 75,000; to the editors of oil and automobile trade journals; to all automobile manufacturers and engineers. We are having this booklet reprinted in smaller type on a four-page insert which will appear in the oil and automobile trade journals, commencing the latter part of this month and running through next month.

In addition to this, our customers will probably send out thousands of these booklets, all in an educational campaign, setting forth what we consider of importance in connection with its use in automobiles, the precautions to be used in its handling, etc.

Naturally, in writing a booklet of this kind with the hope of having it read by different types and classes of people, it will probably not be found entirely satisfactory to anybody; however, it is our best effort.

I believe the public will soon appreciate the fact that Ethyl Gasoline is sold solely as a motor fuel and is not to be used for any other purpose and that it will be treated accordingly.

However, I will go into the subject with Dr. Kehoe within the next ten days and pending the consideration of the above matter on your part, may I ask you not to expect any particular action relative to same to be taken by the Fleetwing people.

Kindly let me know if this is satisfactory to you.

Yours very truly,

EWB/B

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