

January 24, 1929

Mr. E. W. Webb,
Ethyl Gasoline Corp.,
25 Broadway,
New York City.

Dear Mr. Webb:

Some days ago I received a letter from Jordan saying that a new type of equipment had been installed by the Standard Oil of Indiana at Green Bay and that it was in operation. In order to make certain of the nature of this equipment and of its manner of operation I asked Mr. Siebenthaler to visit the plant, inspect the equipment and have a talk with Mr. Jordan about the entire situation. Upon his return yesterday Siebenthaler informed me that the equipment at Green Bay is working fairly satisfactorily. This equipment is a tank car filling apparatus making use of an eductor instead of a pump. It is a great improvement over the old equipment at this point. Meanwhile, however, nothing has been done at Bay City and at certain other points, and it is my fear that the same type of equipment which is working at Green Bay will be installed at these other points. This would be objectionable for the following reasons. This system requires daily mixing during peak months since it does not contemplate the use of storage at all. We are not permitting other customers of the Ethyl Gasoline Corporation to consider the use of this type of equipment. In fact, we are objecting seriously in many instances to frequent mixes which are made necessary by inadequate storage. Thus it is utterly inconsistent to allow the largest handler of Ethyl Gasoline to proceed in this fashion. We do not have a leg to stand on in asking for the co-operative action of other companies when we permit this type of behavior on the part of the Standard Oil of Indiana.

Not only are the above things true but the situation is even worse. The equipment at Green Bay was installed without Jordan's knowledge or approval and without asking him for suggestions. Furthermore Jordan is quite unable at this time to find out anything at all as to the plans of the Standard Oil Company at other points which we have brought to their attention. He is not sure that they will not begin tomorrow to install an equipment which is adequate according to their notion, but which is completely inadequate according to ours. That this is a serious situation is indicated by the fact that even Jordan with his distinct leaning toward the convenience of the Standard Oil Company should now have expressed the feeling that he sees no way out of the difficulty except as the Corporation finally sets its foot down. I am sorry that this statement follows on my letter of some weeks ago in which I expressed my feeling that we would be able to get what we wanted. I think my former letter shows the extent to which I am co-operative and conciliatory, but

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I must confess my impatience at the entire lack of consideration of a group who at one time say one thing and at another time say another, meantime doing exactly what they choose.

I bring this matter to your attention somewhat forcibly for the reason that contract matters are at present under consideration and it seems to me that this is the proper time to have some sort of understanding as to what we may expect for the future. It is beyond doubt that the Standard Oil of Indiana is continually violating its contractual responsibilities to the Ethyl Gasoline Corporation in the matter of carrying out our safety measures. It is even more beyond doubt that they are violating intentionally the spirit implied in that contract which assumes that there should be co-operative and mutually instructive relationships between the responsible groups in the two companies. There is no co-operation on their part and there is no sincere effort to be guided, and so far as I personally am concerned I feel that it is utterly hopeless to continue our relationships on the present basis.

I am more than sorry to bring matters of this type to your attention immediately following a holiday, and particularly so when I know that you have many other matters about which to be troubled. I do not believe, however, that there is anyone who is in a position to straighten out this situation except you. Nor do I believe that it can be done without the exertion of a very definite pressure. I am compelled, therefore, to appeal to you.

With kindest regards.

Very truly yours,

RAK:EJ
