

*Supplied to Ethyl
Reference fuel of High Octane*

cc: Dr. R. A. Kahoe
Dr. George Callingsert
Mr. R. V. Kerley

Mr. J. B. Macauley

Detroit

E. O. Jones

New York

Isocetane containing 6 cc TEL per
gallon.

May 25, 1948

Reference is made to Bob Kerley's memorandum to me dated May 20th, a copy of which is in your file.

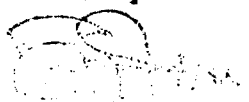
I am very glad indeed that Bob wrote this memorandum, since the entire question is no doubt one which needed clarification. It seems likely that previous orders for small quantities of this material were forwarded directly to the Detroit laboratories and not too many of us in the Sales Department knew that Ethyl had this reference fuel available for distribution. I have talked to Bob about this via telephone and have discussed the situation at some length with Bill Gunn. Bill would prefer not to be bothered by having requests of this sort referred to him, and it is our belief that the Research Laboratories would not want to become involved in the distribution of drum sized quantities.

As we understand the situation, the actual ASTM specification reference fuel is known as "Certified Isocetane." This reference fuel is then treated with lead, usually locally, in order to make certain tests on aviation fuels. It is our suggestion that future inquiries of the type received from Coastal Aviation Corporation and Webb Aircraft Sales Company be answered with the statement that Ethyl Corporation does not distribute leaded isocetane. Inquiries from refining companies having contracts with us would be considered as special cases and most likely would be referred to Detroit for further handling.

In this connection, it has occurred to us that it might be mutually advantageous if we in the Sales Department were supplied with a list of the various chemicals, reference fuels, and other items which the Research Laboratories are in a position to furnish to outside parties. If we had such a list, and if you would be good enough to keep it up to date for us, we would be considerably more intelligent about handling inquiries for unusual materials.

We will be glad to receive any comments you care to make on these suggested procedures.

Best personal regards,


E. O. Jones

EOJ/AL