

cc: Mr. B. B. Turner
Dr. G. F. Kirby

ETHYL CORPORATION

100 PARK AVENUE BUILDING AT 41st STREET
NEW YORK 17, N. Y.

May 27, 1960

Dr. Robert A. Kehoe
College of Medicine
Kettering Laboratory of Applied Physiology
Eden Avenue
Cincinnati 19
Ohio

Dear Dr. Kehoe:

Following a discussion with Mr. Turner and Dr. Kirby today, Mr. Turner asked me to outline for your guidance information regarding European companies known to be interested in the possibility of producing TEL. We assume that you are already familiar with present producers, so they will be omitted in this letter.

Several chemical companies have from time to time suggested that they would welcome an opportunity to consider a joint venture with Ethyl in this area. It is not likely that your contacts will lead to them, so I will merely list them by countries:

France	-	Pechiney, Ugine
Italy	-	Edison
Germany	-	Degussa, Badische Aniline, Hoechst, Metallgesellschaft, Bergkamen (Schering)
Holland	-	Staatsmeijnen (chemical subsidiary)
England	-	Imperial Chemical.

If you need further information regarding these, please let me know.

It is however quite likely that your inquiries will touch upon certain petroleum companies which have petrochemical subsidiaries and have recently expressed a lively interest in TEL. These are:

In Germany, the Aral Group, generally known as B. V. Aral, which is short-hand for Benzol Verband Aral. This comprises a group of 5 German petroleum companies:

KE 0002632

Deutsch Erdol

Gelsenberg Benzin

Mobil Oil

Wintershall

Scholven Chemie (subsidiary of Hibernia
(owned by government)

These companies control about 30% of gasoline marketed in Germany, and through Gelsenberg Benzin they have approached us about TEL. We are about to tell them that if we do anything in Germany it will probably take direction of independent production of TML, not TEL.

In Italy a company known as ANIC has inquired about availability of know-how or a joint venture, and we have told them we are not in a position to make a deal. ANIC is the petrochemical subsidiary of ENI, the government owned petroleum company of Italy.

You are of course familiar with the ownership of Associated, but to complete the picture, this appears in Germany under a somewhat different guise:

B. P. Benzin

Deutsche Shell

Socony-Mobil (Mobil is member of Aral group)

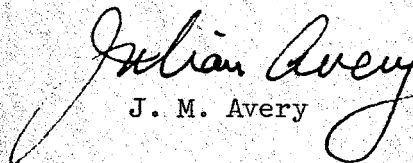
Union Kraftstaff (Shell and Caltex)

This group has also about 30% of the German gasoline market.

Also of possible interest to you is the estimate of about 20% as Esso's share of the German market.

I hope this information will be helpful and if you need anything more I am at your service.

Sincerely yours,


J. M. Avery

AJ

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