Northern Pacific Railway Company. Engineering Department Records.

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Version 3
August 20, 2018

N. P. 1757
6-24

OFFICE OF Chief Engineer

FILE NO. 3659-D

SUBJECT:

Tie Treating Preservative

Portland Gas & Coke Company

Gasco Oil

[1952-1955]

St.Paul, Minn.
April 11, 1955.

Mr. H. R. Peterson:

Attached herewith you will find two print copies of Mr. Bleese's letter of April 8 in which he discusses the Gasco herbicidal oil put out by Portland Gas & Coal Co.

You will note that he agrees with the W.T. Cox Co. opinions.

H. M. Schadeck
Engineer of Water Service.

HMS/gs
Encl.

St.Paul, Minn.
April 11, 1955.

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You will note that he agrees with the W.T. Cox Co. opinions.

H. M. SCHUDLICH

Engineer of Water Service.

HMS/gs
Encl.

Seattle, April 8, 1955.

Mr. H. M. Schudlich,

Relative to Gasco Weed Killer oil, manufactured by the Portland Gas & Coal Company, of Portland, Oregon;

In the light from reading the various material relative to herbicidal oils, etc., the Gasco Weed Killer oil would seem to be inferior to the oil manufactured by the General Petroleum Company. The Gasco oil is a product resulting from the thermal cracking of heavy crude oil for the manufacture of heating gas, where as the General Petroleum oils are the by-producte from catalitic recycling, produced under close control. I am somewhat familar with the type of oven used by the Portland Gas & Coal. They use Curran Knowles ovens, the same as might be used for the production of coke from coal. They endeavor to produce as much gas as possible, also recycling the oils, and in thermal cracking, leaving only the heavier fractions with higher boiling points. There is no way, by which a uniform ly consistant oil can be produced by this method and equipment. Thermal cracking usual results in a predominence of olefins and monocyclic aromatics.

In my opinon, I would agree with the W. T. Cox Co. in evaluating the Gasco oil as they did.

cc: Mr. J. L. Goss

Water Inspector

5

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In my opinon, I would agree with the W. T. Cox Co. in evaluating the Gasco oil as they did.

cc: Mr. J. L. Goss

K. W. Beard
Water Inspector

St. Paul, Minnesota
March 8, 1955

File: 3659-D

Mr. W. K. Smallridge:

Referring to our recent correspondence, your file 410-1, about Gasco weed killer submitted by the Portland Gas & Coal Co. of Portland, Oregon.

Mr. Barlow wrote to the Cox Co. calling their attention to the Gasco weed killer and requested their consideration of this product, particularly for use, if satisfactory, on our lines in the event we again arrange for their services for the 1955 weed control on the west end.

For your information, attached is copy of Cox Co. reply dated March 2 advising as to their previous investigation of the Gasco product and comments about the Portland Gas & Coal Co.'s recent submission of information to the Cox Co. in regard to their product.

HRP/jwm
attachment

H. R. PETERSON

C O P Y

W. T. COX COMPANY

Suite 300, Crawford Bldg.
Kansas City, Missouri

March 2, 1955

Mr. H. R. Peterson
Chief Engineer
N. P. Ry. Co.
St. Paul 1, Minnesota

Attention: Mr. S. H. Barlow,
System Engr. of Track
File: 238-3

Gentlemen:

In reply to your inquiry of Feb. 18 in which you request evaluation of Gasco weed killer submitted by the Portland Gas & Coal Co. of Portland, Oregon.

We have, in the past, tested this product and have found it sub-standard to our own requirements. The specifications furnished us by the supplier at that time were somewhat improved over those submitted or found by your own laboratory. For this reason, we wouldpresume that our results, though obtained in 1953, would be substantially correct or even more correct.

Our reasons for disqualifying the product can be summed up as follows:

1. The distillation range is much too high. Our maximum is 95% recovered at 700° F. The Gasco material shows only 67% recovered at 706° (355° centigrade) and would therefore be objectionable. Reason for this objection is that the dermatologists tell us that oils with a boiling range of much over 700° F. become persistent in their effect on skin tissues when exposed. In other words, dermatitis incepted by exposure to oils with too high a boiling range is much harder to control and is much more persistent. For this reason alone we have adopted a steadfast rule as outlined above.

2. We also feel that the percentage of aromatics as determined by the Gasco Lab is not correct as compared with the percentage of aromatics determined by petroleum firms. Their method of subtracting the paraffinic percentage obtained from 100 does not necessarily mean the balance is usable aromatics. In fact, the reciprocal would include considerable olefins and monocyclic aromatics, both of which have a very low herbicidal toxicity. We prefer to use an aromatic percentage derivation of the Cattwinkle test which gives not only percentage of aromatics but classifies them as to their monocyclic or polycyclic molecular characteristics. The present thinking in both agricultural and industrial evaluation of this type material is that the polycyclic fraction does the bulk of the weed killing.

3. We would also hesitate to approve the product on the basis of a 58.3 SUS viscosity at 100° F. Our efforts indicate that it would be a little "thick" to permeate and penetrate vegetation properly and would probably leave a partial residue on vegetation and particularly on rails. This residue, due

to the high distilation of the material, might prove to be hazardous from slippage and from foot traffic for a good while after spraying.

Field test plot experiments with this product in early 1953 were not successful as well. The product was judged purely on its killing strength on a gallon for gallon basis and on a dollar for dollar cost basis with our existing weed killers. In neither case did it indicate equivalent results.

Trust that you will find this information of value. The representative of the Portland Gas & Coal Co. has already contacted us at Santa Ana, Calif. and substantially the same information was given him as a reason why we ourselves would not further consider their product based upon its present specifications.

Expect to be in St. Paul again in about three weeks and will be looking forward to seeing you at that time.

Very truly yours,

/s/ EDWIN W. COX

EWC/r

Manager Railway Sales

C O P Y

W. T. COX COMPANY

Suite 300, Crawford Bldg.
Kansas City, Missouri

March 2, 1955

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Chief Engineer
N. P. Ry. Co.
St. Paul 1, Minnesota

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Expect to be in St. Paul again in about three weeks and will be looking forward to seeing you at that time.

Very truly yours,

/s/ EDWIN W. COX

EWC/r

Manager Railway Sales

Cy WIC D 3/8

February 18, 1955b

File: 238-3

Mr. E. W. Cox
Suite 300 Crawford Bldg.
Kansas City, Mo.

Dear Mr. Cox:

We have received, from the Portland Gas and Coal Company of Portland, Oregon, a sample of their Gasco weed killer which has a high percentage of aromatic oil.

The properties of this oil, as shown below, seem to indicate that it has some merit as a weed killer and we would like to know if you have investigated this Company as a possible source of supply and if the oil is suitable for application as a weed killer.

You will probably be contacted by the Portland Gas and Coal Company as they were advised that you made the oil application on our line.

The properties as listed by Gasco and checked in our laboratory are as follows:

	Gasco Lab.	NP Lab.
Specific Gravity at 100°F	1.0300	-
" " " 60°F API	-	5.4
Flash point °F COC	250	270
Distillation % to 210°C	0.0	-
% to 235°C	0.0	-
% to 355°C	67.0	-
% Residue	33.0	-
% Aromatics (100 - Paraffins)	89.0	-
Viscosity SUS at 100°F	55	58.3
" " " 210°F	-	32.5
Pour point °F		-10

The odor is characteristic of coal tar or creosote oils.

We would appreciate any information you could give us regarding this oil.

cc: Mr. H. R. Peterson

St. Paul, Minnesota
February 10, 1955

File: 3659-D

Mr. W. K. Smallridge:

Referring to your letter February 8, file 410-1, about Portland Gas & Coke Company's Gasco weed killer.

Mr. Barlow has reviewed this matter. Attached, for your information, is copy of his letter February 9 in which he has tabulated various characteristics of the Cox Hykill, Gasco, and Socony Vacuum weed oils.

You will note Mr. Barlow calls attention to the increased viscosity of the Gasco product as compared to the Cox product which was used with fair success on the Coast last year. On the other hand, the aromatics of the Gasco oil appears to be very satisfactory.

As you undoubtedly know, you contracted with the Cox Company of Portland, Oregon, last year for purchase of their weed killer together with spray service.

Mr. Barlow is now developing his requirements for the 1955 program of weed control products. It is anticipated that use of Cox Company service will be arranged to include the oil product and the use of their spray equipment, which is quite elaborate and designed to handle aromatic oils which they can purchase in the Coast territory.

It is my suggestion that you advise the Portland Gas & Coke Company to contact Mr. Cox in connection with their product.

Mr. Barlow is receiving a copy of this letter and will advise Mr. Cox that the Portland Gas & Coke Company may contact him in regard to their product.

H. R. PETERSON

HRP/jwm
attachment

cc: Mr. S. H. Barlow

3659-D

St. Paul, February 9, 1955b

File: 238-3

Mr. H. R. Peterson:

The Portland Gas and Coke Company sent in a sample of their Gasco weed killing aromatic oil and also an analysis of their product. The sample has been sent to the Engineer of Tests for analysis.

Two samples of Socony-Vacuum's aromatic oil were tested last year by Mr. Hanson and the figures shown for Cox Hykill aromatic oil, which we used successfully on the Tacoma Division last year, were extracted from one of Mr. Cox's letters.

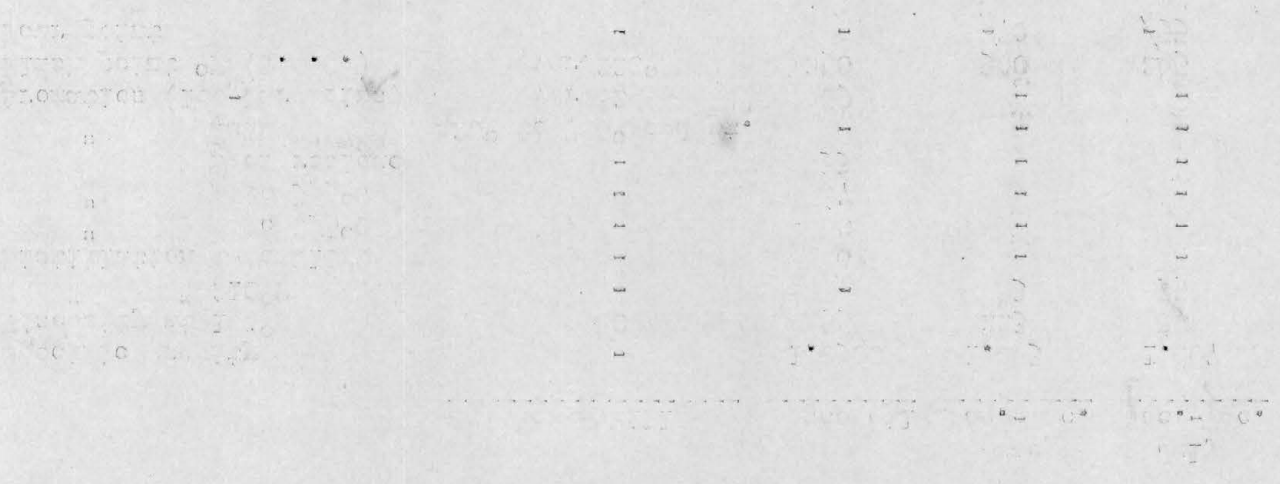
	Cox Hykill	Gasco oil	June Soc.-Vac.	July Soc.-Vac.
Specific gravity	-	1.0300	1.043	1.007
Viscosity at 100°F	40	55	223	68
" " 210°F	-	-	43	35
Distillation % to 210°C	-	0	-	-
" % to 235°C	-	0	-	-
" % to 355°C	-	67	-	-
% of residue	-	33	-	-
" ASTM	420° to 700° end pt.	-	-	-
Aromatics (100-Paraffins)	Over 62%	89	-	-
Flash point °F (C.O.C.)	Over 220°	250	300	245
Pour point	-	-	+70	+55

The Gasco aromatic oil properties are considerably better than Socony-Vacuum but with a viscosity of 55 we would have trouble similar to those we had with Socony-Vacuum as it is thought that while 40 is alright on the coast, it would have to be in the 20 to 30 range to be successful east of the coast.

It was well established last year that our equipment was not suitable for oil application and therefore the only oil used would be from those that had application service along with suitable oil properties.

S. H. Barlow

Cy WKA 2/10



3659D

St. Paul, February 8, 1955

File 410-1

Mr. H. R. Peterson
Chief Engineer

Attached, as information, is copy of letter dated January 31 from Portland Gas & Coke Company regarding their Gasco weed killer. Sample #2844 is being sent you under separate cover for such action as you may wish to take.

May I have your comments as to whether or not this product offers sufficient interest to warrant asking the supplier for a quotation.

WKS:VN
Att.

W K Smallridge

D. H. SHOEMAKER
P. R. GIBSON
J. D. WORTHING
W. R. BJORKLUND
C. E. EKBERG
A. J. HENDRY
4 S. H. BARLOW
H. M. SCHUDLICH
S. H. KNIGHT
M. C. WOLF
A. A. MELIUS
R. A. SKOOGLUND

SHB 2/8

HRP 2/8

C O P Y

PORTLAND GAS & COKE COMPANY

Portland 4, Oregon

January 31, 1955

Mr. W. K. Smallridge
Purchasing Agent
Northern Pacific Railway
Northern Pacific Building
5th and Jackson Streets
St. Paul 1, Minnesota

Dear Mr. Smallridge:

Here in Portland an excellent weed-killing oil is produced as a by-product of our gas manufacturing operations. It occurred to me that you could use it to advantage on your right-of-ways this spring and summer because Gasco Weed Killer is both efficient and economical in its action.

Gasco Oil's outstanding ability to efficiently and economically kill-out weeds and other objectionable growth is due to the highly aromatic content of the oil. As you know, the percentage of polycyclic aromatic constituents in a weed-killing oil determines its effectiveness. Since Gasco Weed Oil is approximately 90% aromatic -- more aromatic than any competitive product on the market today -- it will do a better and more economical job for you.

Recently, in addition to its primary use as weed and brush killer on railroad right-of-ways, Gasco Oil has been incorporated into a formulation which is being used successfully for weed control in the sugar fields in Hawaii.

Following is a typical analysis of this oil, which is available to you in quantities up to 200,000 gallons per month:

Specific Gravity @ 100° F	1.0300
Flash Point °F (C.O.C.)	250
Distillation:	
% to 210°C	0.0
% to 235°C	0.0
% to 355°C	67.0
Residue, %	33.0
% Aromatics (100-Paraffins)	89
Viscosity SUS, @ 100°F	55

You will soon receive a one-gallon sample of this fine oil for examination in your laboratory. As soon as possible after

this examination is completed we would like very much to negotiate with you a price for this oil which would result in savings for your railroad at the application point.

Thanks very much for your consideration and we will be looking forward to hearing from you in the near future.

Very truly yours,

PORTLAND GAS & COKE COMPANY

(Sgd) Edward A. Vistica
Products Sales

EAV:jv

cc: Mr. L. S. Myers
Assistant Purchasing Agent
Northern Pacific Railway
Smith Tower
Seattle 4, Washington

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

March 22, 1954

Mr. H. R. Peterson
Chief Engineer
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Peterson:

I'm planning a trip to the East and will be in St. Paul on Monday, April 5th. I would like very much to meet with you and am wondering if you could be my guest for lunch that day. I am writing to Mr. Smallridge, Mr. Schudlich and Mr. Loom and hope that they will also be able to join us.

I will be staying at the Lowry Hotel and will call you on arrival.

Yours sincerely,

PORTLAND GAS & COKE COMPANY

Edward A. Vistica

Edward A. Vistica
Products Sales

EAV:jv

Air Mail

St. Paul, August 14, 1953

Mr. H. R. Peterson:

Referring to your letter of July 22, concerning the Portland Gas and Coke Company material as found in A.R.E.A. Bulletin No. 505.

The tar acids nominally found in coal tar creosote are phenol, ortho, meta and para cresols, as well as the alpha and beta naphthols. These are present and the composition specifications put out by the A.W.P.A. call for certain fractions in the boiling point range to fall within certain limits. I deduce that this is to assure that a sufficient quantity of all these tar acids be present. They are not the only compounds which destroy fungi and other wood destroying organisms. There are also tar bases, sulfur compounds; nitrogen, oxygen and other hydrocarbons. It is interesting to note though that these acids are very effective in lower concentrations than are the other compounds, the host of other chemicals present each have a synergistic effect, which accounts for the greater effectiveness of coal tar creosote.

Were we to have an accurate organic analysis of the Portland Gas and Coke Company petroleum creosote, we probably would be able to roughly approximate this material's effectiveness.

Rather than start a further controversy with Mr. Vistica, I believe we had better allow the matter to remain until we are approached by him and we could, therefore, make a suggestion as to their furnishing an analysis of the material.

H. M. Schmeckebier
Engineer of Water Service

HMS/jg
cc - Mr. A. J. Loom

Saint Paul, July 22, 1953

MR. H. M. SCHUDLICH:

The other evening I happened to come across the paragraph entitled "Wood Preserving Oil" at top of page 747, A.R.E.A. Bulletin 505 dated December 1952.

Apparently the product referred to is from the Portland Gas and Coke Co. The third sentence states that the wood preserving referred to is devoid of tar acids. I assume the tar acids are the compounds in coal tar-creosote which provide the toxic effect considered to be of vital importance for the durability of treated timber.

cc-Mr. A. J. Loom

p/s

H. R. PETERSON

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

July 1, 1953

Mr. A. J. Loom
Superintendent of Timber Preservation
Northern Pacific Railway Company
Brainerd, Minnesota

Dear Mr. Loom:

Thank you for your recent letter about the use of Gasco Creosote. Naturally, I was disappointed to learn that you had not yet decided to buy half your creosote requirements from Gasco for your treating plant at Paradise. After discussing Gasco oil with you in Seattle it was my impression that you would recommend the purchase of 250,000 gallons annually.

By such a recommendation your Company could benefit two-fold: (1) you would get as good a preserving job as you get today; (2) you would realize an initial saving of $25,000 per year.

Today, and for several years past, the S.P. Railroad is successfully using Gasco Creosote at its treating plant in Eugene, Oregon. They are using almost 400,000 gallons annually in a blend of 25% Gasco creosote, 25% coal tar creosote and 50% fuel oil. We understand you are using 50% creosote and 50% fuel oil. Your company could use the S.P. formula and then benefit by the trial purchase of 250,000 gallons annually.

Why not look at this again, to save the N.P. money and then tell us that you have selected Paradise as your proving ground for Gasco Creosote Oil? The Paradise referred to is located in Montana and not in the hereafter.

I appreciate your contacting the Chairman of the REA Committee Number 17 in my behalf.

Sincerely,

PORTLAND GAS & COKE COMPANY

E. A. Vistica

E. A. Vistica
Products Sales

EAV:jv

cc: Mr. H. R. Peterson
Mr. W. K. Smallridge
Mr. H. M. Schudlich

Brainerd, Minnesota, June 5th, 1953

Mr. H. R. Peterson:

Referring to the Portland Gas & Coke Company letter of June 1st from Mr. Vistica of which I assume you received a copy.

I am attaching my proposed reply for your criticism. If it meets with your approval, you may wish to mail the original to Mr. Vistica and retain the copies for yourself, Mr. Smallridge and Mr. Schudlich.

Kindly advise.

AJL/dm

cc: Mr. H. R. Peterson
Mr. W. K. Smallridge
Mr. H. M. Schudlich

Letter forwarded 6/9/53

June 5th, 1953

Mr. E. A. Vistica
Products Sales
Portland Gas & Coke Company
Portland 4, Oregon

Dear Mr. Vistica:

In reply to your letter of June 1st summarizing our recent discussion in Seattle about the relative merits of Portland Gas and Coke Company "Gasco" wood preserving oil and coal Tar Creosote for preservative treatment of forest products.

As I informed you, this subject has been previously very thoroughly discussed with Mr. Seykota of your company and although no doubt you have access to his correspondence with this office as well as with our General Office in St. Paul, I agreed to give careful attention to your personal reasons for believing that Gasco would prove most economical.

My comments on each of the reasons you have submitted are as follows:

(1)&(2) After his investigation of "Gasco" and Mr. Seykota's proposition, our Operating Vice President wrote our Chief Engineer recently as follows:

> "It is my understanding that so far nothing has ever been discovered that is as satisfactory for wood preservation as the products of coal-tar. The products of oil-tar when subjected to the test of time have not been satisfactory."

In the book entitled "Wood Preservation" by Hunt and Garratt, the following statements are made -

> Page 100 - "During most of the hundred years since John Bethell patented the use of "dead oil of tar" for wood treatment, coal-tar creosote has been regarded as the standard preservative. It is the most effective chemical known for the protection of wood against decay, insects and marine borers and is now in general use throughout the world."
> Page 96. "With reference to laboratory tests -
> There is no general confidence in the results of any accelerated permanence test yet devised."

(3) The Forest Products Laboratory curve you refer to is in use by all railroads for estimating average life of ties and the rate of renewals. When the number of renewals is very small, the average life estimated from the curve will not be as reliable as that indicated when larger proportions of renewals have been made. The curve is of no use until there have been some renewals. As you state, reference to this curve is made on page 61 of the 1946 A.W.P.A. Proceedings in a paper entitled "Accelerated Service Tests of Wood Preservatives". On page 57, the first paragraph of this paper is as follows:

> "Acceptance of new preservatives for wood has been slow. One of the important reasons for this is the lack of an accepted method for evaluating wood preservatives. Many of the physical requirements of a wood preservative can be evaluated in the laboratory, such as toxicity, effect on strength of wood, chemical stability, leachability, volatility, viscosity, flammability, etc. The permanence of a wood preservative under actual service conditions cannot be determined in the laboratory. Tests on the foregoing qualities of a material may be useful in studying both accepted preservatives and new materials suggested for preserving, but they cannot be evaluated into the quantity of a preservative needed to protect wood, or into the expected life of a piece of wood so treated. The foregoing tests are useful only as a screening operation."

(4) Materials treated with "Gasco" have not yet been in service long enough to warrant any definite conclusions in my estimation.

(5) I am informed that the Southern Pacific Company used "Gasco" only when coal-tar creosote was difficult to obtain. Their Chief Engineer comments as follows: "The physical and chemical similarity of Gasco creosote to Coal-Tar Creosote indicates that the Gasco oil should have some value as a preservative. It is only a similarity and by no means an identity, and we do not believe that the similarity is close enough to justify accepting Gasco creosote as equal to coal-tar creosote."

Evidently the Souther Pacific Company as well as others of the 12 consumers you refer to have discontinued buying Gasco and possibly for the same reason.

(6) Cost of treatment and average tie renewals on the Northern Pacific are much lower than the average for all other railroads who report to the I.C.C. A saving of 10¢ per gallon on 50% of our creosote requirement would be quickly dissipated by a shorter service life of our ties if the efficiency of our preservative should be lowered by adding Gasco to our treating solution.

(7) As I stated in our discussion, I do not think that there is anything to be gained by reference to volume of freight revenue but I am glad to have the record you submitted.

I can assure you that I enjoyed our discussion at Seattle and our visit at the plant.

I shall be glad to extend your greetings to our officers and will contact the Chairman of A.R.E.A. Committee 17 in regard to your membership and appointment on that committee.

I hope the information I have quoted will make it clear to you why I am not in position to offer you encouragement in your proposition.

Yours truly,

A. J. LOOM
Gen'l. Supt. Timber Preservation

AJL/dm

cc: Mr. H. R. Peterson
Mr. W. K. Smallridge
Mr. H. M. Schudlich

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

June 1, 1953

Mr. A. J. Loom
Superintendent of Timber Preservation
Northern Pacific Railway Company
Brainerd, Minnesota

Dear Mr. Loom:

You were kind enough to ask me to write and summarize our pleasant visit in Seattle last week during which we talked about using Gasco Creosote to preserve your railroad ties. My proposal was that you save your company 10¢ for each gallon of creosote used by recommending the purchase, initially, of only one-half your requirements at the Paradise, Montana Treating Plant (approximately 250,000 gallons annually). You would then be using 25% Gasco Creosote, 25% Coal Tar Creosote, and 50% Fuel Oil. After reviewing with you last week the evidence we have accumulated over a period of years on toxicity, permanence, and service life of timbers treated with Gasco Creosote, you agreed that there was no reason why your Paradise, Montana Plant should not be taking one-half of their creosote requirements from Gasco.

Our discussion brought out the points summarized in the following paragraphs. To facilitate the concurrence of Messrs. H. R. Peterson, W. K. Smallridge and H. M. Schudlich I have taken the liberty of sending a carbon copy of this letter to each of them.

(1) Straight Gasco Creosote has adequate toxicity to preserve your railroad ties. That the toxicity of straight Gasco Creosote is comparable to coal tar creosote is demonstrated by the Petri Dish, Agar Flask, and the Madison Soil Block tests. In only one case, the Madison soil block test on the fungus Lentinus lepideus, was the straight Gasco Creosote not as effective as coal tar creosote. You were of the opinion that, in view of our 13 years service record without any reported failures, this single laboratory test was not an important factor.

(2) The permanence of straight Gasco Creosote is adequate to preserve your railroad ties. As a matter of fact the permanence of our oil is superior to coal tar creosote on the basis of the Forest Products Laboratory soil tests. Leaching and weathering losses are less with our oil.

(3) The Northern Pacific Railway can expect a minimum service life of 43 years on ties treated with straight Gasco Creosote oil. The basis for this statement is 13 years service record without failure at the J. T. Starker Post Farm at Corvallis, Oregon and the Forest Products Laboratory graph for the estimation of service life for treated ties. This graph was published on page 61 of the A.W.P.A. Proceedings for 1946, and was based on 128,000 railway ties. It shows that a minimum of 43 years will pass before 60% of your ties fail when you use straight Gasco Creosote.

(4) Test ties treated with (a) 50% Gasco Creosote and 50% fuel oil, and (b) 25% Gasco Creosote, 25% Diesel oil and 50% fuel oil by the Southern Pacific Railroad are 100% sound after 5 years. Poles in Yaquina Bay, Newport, Oregon treated with Gasco Creosote revealed no signs of decay after 4 years service in salt water known to be infested with marine borers. After 3-1/2 years in the Mississippi Post Farm posts treated with straight Gasco Oil are 100 % without decay.

(5) Since 1939 we have sold 9,000,000 gallons of Gasco Creosote to twelve different consumers. We have yet to receive a single report of failure for any type timber treated with our oil. The Southern Pacific Railroad is pleased with the blend of 25% Gasco Oil, 25% Coal Tar Creosote and 50% Fuel Oil currently used at Eugene, Oregon.

(6) When your Railroad buys Gasco Creosote it not only obtains an excellent wood preservative with toxicity and permanence on a par with any oil on the market today, but it also saves 10¢ per gallon for each gallon of oil it buys. The price of our oil is only 14¢ per gallon f.o.b. our plant.

(7) Our company, during the years 1951 and 1952, was responsible for rail freight revenue totaling about 3/4 million dollars per year to the Northern Pacific, Spokane, Portland & Seattle, and Great Northern. Freight revenue was higher in 1952 than in 1951, and we know that it will be still higher in 1953. We are enclosing our record of rail freight for 1951 and 1952 for your examination.

Mr. Loom, I believe this sums up our conversation but please let me know if there are any points we discussed that have been omitted. I'll be glad to meet you in Portland, Seattle, Paradise, Brainerd, or St. Paul if it would be more convenient for you to finalize purchase there.

I enjoyed meeting Mr. Homer Benjamin and also the tour of Ralph Dreitzler's plant in West Seattle last week. Incidentally, he could very conveniently work in 25% of Gasco Creosote in his present 50-50 coal tar creosote-fuel oil tanks in both his West Seattle and EAgle Harbor Plants. It is my opinion that there would be no tankage problem. Use of 25% Gasco Creosote, 25% Coal Tar Creosote and 50% Fuel Oil at Seattle would result in an excellent preservative job for timber treated there and additional dollar savings for your railroad.

Please convey my thanks to Messrs. Smallridge, Peterson and Schudlich for the nice reception they gave me in St. Paul. I am looking forward to your reply and the information you promised me on Committee 17 of the A.R.E.A.

Sincerely yours,

PORTLAND GAS & COKE COMPANY

E. A. Vistica

E. A. Vistica
Products Sales

EAV:jv
Enc.
cc: Mr. H. R. Peterson
Mr. W. K. Smallridge
Mr. H. M. Schudlich

PORTLAND GAS & COKE COMPANY

RECORD OF RAIL FREIGHT

1951 and 1952

DESTINATION	NO. OF CARS 1951	NO. OF CARS 1952	TOTAL	ROUTING	QUANTITY TONS 1951	QUANTITY TONS 1952	TOTAL	FREIGHT RATE PER TON	TOTAL
Portland, Oregon	15	7	22	SPS-UP	785.20	365.37	1150.57	@ 34.84 per car	766.48
Portland, Oregon	5	4	9	SPS-UP	261.68	211.90	473.58	@ 34.84 per car	313.56
Medford, Oregon	1	0	1	SPS-SP	33.00	-----	33.00	@ 4.99	164.67
Lynchburg, Virginia	1	0	1	SPS-NP-CB-2-Southern	38.53	-----	38.53	@ 18.57	715.5021
Portland, Oregon	121	83	204	SPS	6215.91	4304.49	10520.40	@ 23.56 per car	4,806.24
Portland, Oregon	-	112	112	SPS-UP	-----	5874.82	5874.82	@ 23.56 per car	2,638.72
Tacoma, Washington	1	-	1	SPS-GN	34.79	---	34.79	@ 2.93	101.9347
Eugene, Oregon	6	6	12	OE	244.70	226.63	471.33	@ 4.05	1,908.8865
Portland, Oregon	6	11	17	SPS-SP	316.41	572.25	888.66	@ 30.21 per car	853.57
Tacoma, Washington	3	1	4	SPS-NP	159.43	55.25	214.68	@ 2.93	629.0124
Roseburg, Oregon	2	1	3	SPS-SP	72.72	39.89	112.61	@ 4.29	483.0969
Richmond, California	1	-	1	SPS-GN-WP-ATSF	51.93	---	51.93	@ 12.42	644.9706
Portland, Oregon	4	4	8	SPS-SP	201.29	507.79	709.08	@ 34.84 per car	278.72
Portland, Oregon	336	650	986	SPS	17815.56	38450.48	96266.04	@ 23.56 per car	23,230.16
Portland, Oregon	-	105	105	SPS	-----	6156.92	6156.92	@ 23.56 per car	2,473.80
Cleveland, Ohio	2	-	2	SPS-GN-M&SIL-PRR	99.63	---	99.63	@ 19.71	1,963.7073
Hood River, Oregon	3	2	5	SPS-UP	99.00	66.00	165.00	@ 3.92	646.80
White Salmon, Washington	1	-	1	SPS	33.00	---	33.00	@ 2.61	86.13
Modesto, California	27	-	27	SPS-GN-WP-TSO	1313.41	---	1313.41	@ 9.42	12,372.3222
Bend, Oregon	1	1	2	SPS-OT	47.96	40.90	88.86	@ 6.09	541.1574
Spokane, Washington	2	-	2	SPS-NP	77.09	---	77.09	@ 5.97	460.2273
Auburn, Washington	1	-	1	SPS-NP	41.96	---	41.96	@ 3.29	138.0484
Bellingham, Washington	1	-	1	SPS-GN-CMSTP	44.39	---	44.39	@ 4.98	203.3062
Spokane, Washington	1	-	1	SPS-GN	38.58	---	38.58	@ 5.97	230.3226
Spokane, Washington	1	2	3	SPS-GN	39.30	76.45	115.75	@ 5.97	691.0275
Umatilla, Oregon	2	1	3	SPS-SP	106.35	50.08	156.43	@ 4.65	727.3995
Astoria, Oregon	-	2	2	SPS	---	69.51	69.51	@ 3.31	230.0781
Longview, Washington	2	1	3	SPS-NP	66.00	33.00	99.00	@ 2.17	214.83
Portland, Oregon	7	9	16	SPS-UP	367.92	458.81	826.73	@ 34.84 per car	557.44
Tacoma, Washington	2	2	4	SPS-NP	95.83	104.99	200.82	@ 2.93	588.4026
Portland, Oregon	120	100	220	SPS-UP	6285.97	5222.03	11508.00	@ 23.56 per car	5,183.20
Seattle, Washington	38	31	69	SPS-GN	1971.86	1626.21	3598.07	@ 3.30	11,873.6310
Portland, Oregon	5	6	11	SPS-UP	267.50	344.58	612.08	@ 23.56 per car	259.16
Roseburg, Oregon	3	3	6	SPS-SP	109.81	106.44	216.25	@ 4.29	927.7125
Portland, Oregon	5	3	8	SPS-UP	261.68	162.08	423.76	@ 35.84 per car	286.72
Astoria, Oregon	3	1	4	SPS	102.59	34.97	137.56	@ 3.31	455.3236
Wishram, Washington	1	1	2	SPS	33.00	33.00	66.00	@ 3.60	237.60
	738	1150	1888		37981.26	65247.13	103228.39		78,883.8694

4

DESTINATION	NO. OF CARS 1951	NO. OF CARS 1952	TOTAL	ROUTING	QUANTITY TONS 1951	QUANTITY TONS 1952	TOTAL	FREIGHT RATE PER TON	TOTAL
	738	1150	1888		37981.26	65247.13	103228.39		78,883.8694
Aberdeen, Washington	1	1	2	SPS-NP	33.00	33.00	66.00	@ 3.60	129.60
Grants Pass, Oregon	1	2	3	SPS-SP	33.00	66.00	99.00	@ 5.24	518.76
Tacoma, Washington	1	-	1	SPS-NP	38.35	----	38.35	@ 2.93	112.3655
Pasco, Washington	1	2	3	SPS	49.80	105.49	155.29	@ 4.65	722.0985
Tacoma, Washington	1	-	1	SPS-NP	51.79	----	51.79	@ 2.93	151.7447
Tacoma, Washington	1	-	1	SPS-NP	51.98	----	51.98	@ 2.93	152.3014
Wapato, Washington	1	-	1	SPS-NP	36.66	----	36.66	@ 5.24	192.0984
Spokane, Washington	1	2	3	SPS-GN	39.30	76.26	115.56	@ 5.97	689.8932
Yakima, Washington	1	-	1	SPS-NP	45.19	----	45.19	@ 5.19	234.5361
Yakima, Washington	-	1	1	SPS-NP	----	52.13	52.13	@ 5.19	270.5546
Spokane, Washington	1	1	2	SPS-UP	48.29	51.41	99.70	@ 5.97	595.2090
Spokane, Washington	1	-	1	SPS-GN	39.65	----	39.65	@ 5.97	236.7105
Spokane, Washington	1	-	1	SPS-NP	39.24	----	39.24	@ 5.97	234.2628
Spokane, Washington	1	1	2	SPS-GN-CBQ-ATSF	52.33	----	52.33	@ 5.97	312.4101
Oklahoma City, Oklahoma	1	-	1	SPS-GN	40.22	53.56	93.78	@ 5.97	559.8666
Hoquiam, Washington	1	-	1	SPS-NP	33.00	----	33.00	@ 3.60	118.80
Northbend, Oregon	1	1	2	SPS-SP	33.00	33.00	66.00	@ 7.47	493.02
Medford, Oregon	-	1	1	SPS-SP	----	33.00	33.00	@ 4.99	164.67
Sumner, Washington	-	1	1	SPS-SP	----	53.084	53.084	@ 3.29	174.64636
Permanente, California	-	1	1	SPS-SP	----	35.80	35.80	@ 14.02	501.9160
White Salmon, Washington	-	1	1	SPS-SP	----	33.00	33.00	@ 2.61	86.13
Coeur D'Alene, Idaho	-	1	1	SPS-SP	----	32.43	32.43	@ 6.00	194.58
	754	1166	1920		38646.06	65905.294	104551.354		85,730.04316

4

DESTINATION	NO. OF CARS 1951	NO. OF CARS 1952	TOTAL	ROUTING	QUANTITY TONS 1951	QUANTITY TONS 1952	TOTAL	FREIGHT RATE PER TON	TOTAL
Vancouver, Washington	127	124	251	SPS	5168.852	5207.902	10376.754	@ 1.12	11,621.96448
Mead, Washington	64	50	114	SPS-GN	2664.74	2134.70	4799.44	@ 6.30	30,236.4720
Troutdale, Oregon	121	116	237	SPS-UP	4683.556	4701.68	9385.236	@ 1.42	13,327.03512
Portland, Oregon	7	3	10	SPS-UP	282.00	119.23	401.23	@ 23.56 per car	203.56
Longview, Washington	1	-	1	SPS-NP	44.99	----	44.99	@ 3.30	148.4670
Umatilla, Oregon	2	6	8	SPS-UP	93.10	309.56	402.66	@ 5.50	234.63
Bradley, Idaho	-	1	1	SPS-NP-UP	----	55.50	55.50	@ 8.58	476.19
Rock Island, Wash.	-	2	2	SPS-GN	----	109.72	109.72	@ 5.44	596.8768
	322	302	624		12937.238	12638.292	25575.53		56,845.1954
Troutdale, Oregon	185	195	380	SPS-UP	10161.51	10941.47	21102.98	@ 1.86	39,251.6228
Mead, Washington	135	76	211	SPS-GN	7896.64	4732.57	12629.21	@ 9.24	116,693.9004
Vancouver, Washington	76	87	163	SPS	4624.88	5177.315	9802.195	@ 1.07	10,488.34865
Malaga, Washington	-	7	7	SPS-GN	----	410.96	410.96	@ 8.28	3,402.7488
	396	368	764		22683.03	21391.525	44074.555		169,836,62065

4

DESTINATION	NO. OF CARS 1951	NO. OF CARS 1952	TOTAL	ROUTING	QUANTITY TONS 1951	QUANTITY TONS 1952	TOTAL	FREIGHT RATE PER TON	TOTAL
Tacoma, Washington	18	30	48	SPS-UP	882.27	1396.95	2279.22	@ 4.02	9,162.4644
Tacoma, Washington	22	31	53	SPS-NP	1076.20	1465.55	2541.75	@ 4.02	10,217.835
Tacoma, Washington	38	42	80	SPS-GN	1864.64	1922.90	3787.54	@ 4.02	15,225.9108
Longview, Washington	92	124	216	SPS-NP	4503.74	5974.27	10478.01	@ 1.70	17,812.617
Troutdale, Oregon	6	8	14	SPS-UP	289.61	386.14	675.75	@ 1.86	125.6895
	176	235	411		8616.46	11145.81	19762.27		52,544.5167
Bound Brook, New Jersey	45	43	88	SPS-NP-MASTL-NKP-LV	3910.56	3741.87	7652.43	Approximately	79,000.00
" " "	36	43	79	SPS-GN-MASTL-NKP-LV	3136.85	3740.17	6877.02	$900	71,000.00
" " "	16	-	16	SPS-UP-Wabash-LV	1388.92	----	1388.92	per car	14,400.00
	97	86	183		8436.33	7482.04	15918.37		164,700.00

4

DESTINATION	NO. OF CARS 1951	NO. OF CARS 1952	TOTAL	ROUTING	QUANTITY TONS 1951	QUANTITY TONS 1952	TOTAL	FREIGHT TONS PER TON	TOTAL
Denver, Colorado	10	1	11	SPS-UP	1003.22	100.50	1103.72	@ 1.23 per 100 lbs	27,200.00
Los Angeles, California	3	5	8	SPS-GN-WP-ATSF SPS-SP	206.40	401.74	608.14	@ 1.495 per 100 lbs	18,150.00
Olympia, Washington	2	-	2	SPS-MP	199.74	----	199.74	@ .23 per 100 lbs	917.00
East St. Louis, Illinois	-	8	8	SPS-UP-KC	----	775.24	775.24	@ 1.23 per 100 lbs	19,080.00
	15	14	29		1409.36	1277.48	2686.84		65,347.00
Olympia, Washington	50	40	90	SPS-NP	5010.53	3648.17	8658.70	@ .23 per 100 lbs	39,800.00
Libby, Montana	22	-	22	SPS-GN	2206.32	----	2206.32	@ .621 per 100 lbs	27,400.00
Bingen, Washington	5	-	5	SPS	601.99	----	601.99	@ .135 per 100 lbs	1,621.00
Phillipsburg, Montana	1	-	1	SPS-MP	100.67	----	100.67	@ .874 per 100 lbs	1,748.00
Bingen, Washington	3	7	10	SPS	301.80	701.16	1002.96	@ .155 per 100 lbs	3,102.00
Portland, Oregon	1	-	1	SPS	100.67	----	100.67	@ 16.15 per car	40.00
Marpole, B.C.	-	1	1	SPS-MP-BCE-V&LT	----	103.57	103.57	@ .92 per 100 lbs	190.00
Eugene, Oregon	26	31	57	SPS-SP	3262.15	3900.30	7162.45	@ .253 per 100 lbs	36,200.00
	108	79	187		11584.13	8353.20	19937.33		110,101.00
Sweet Home, Albany, Corvallis	4	-	4	SPS-OE,OE,SPS-SP	382.60	----	382.60	@ .2125 per 100 lbs	1,625.00
Pabco, California	-	7	7	SPS-SP	----	303.24	303.24	@ .529 per 100 lbs	3,200.00
Marpole, B.C.	20	-	20	SPS-MP-BCE-V&LI	1784.41	----	1784.41	@ .322 per 100 lbs	11,500.00
Portland, Oregon	1	-	1		40.00	----	40.00	@ 16.15 per car	16.00
San Francisco, Calif.	2	-	2		200.00	----	200.00	@ .529 per 100 lbs	2,100.00
	27	7	34		2407.01	303.24	2710.25		18,451.00
									723,556.00

April 14, 1953

400

182-2

Mr. E. A. Vistica
c/o Portland Gas & Coke Company
Public Service Building
Portland 4, Oregon

Dear Sir:

Acknowledging your letter of April 6 regarding the use of Gasco oil as a wood preservative in lieu of coal tar creosote.

To the best of my knowledge, your product does not have the approval of the American Wood Preservers Association, in which case we are not in a position to consider its use at this time. In this connection, may I refer you to the fifth paragraph of Mr. Seykota's letter dated December 23 in which he mentions filing an application with AWPA during 1952. After notice of formal acceptance by the association, we will be pleased to give your product further consideration.

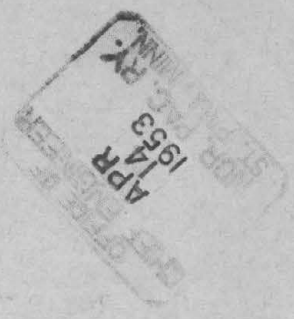
Yours very truly,

(Signed) W. K. SMALLRIDGE

WKS:VN

Purchasing Agent

cc: Mr. H. R. Peterson: With reference to your letter of January 6, I am forwarding herewith, copy of Mr. Vistica's letter referred to above.


APR
1953

C O P Y

PORTLAND GAS & COKE COMPANY
PUBLIC SERVICE BLDG.
PORTLAND 4, OREGON

April 6, 1953

Mr. W. K. Smallridge, Purchasing Agent
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Smallridge:

We read with interest in the March 26 issue of the Engineering News Record about the 56th annual meeting of the American Railway Association. According to the article, the subject which received firsthand attention there was the development of new sources of revenue. When you adopt the economy tip which we suggest in your behalf you will realize substantial savings - - equivalent to a new source of revenue.

The economy tip is simply this: buy Gasco Specification Creosote to preserve your railroad ties instead of the wood preservative you now buy. For each million gallons of Gasco Creosote you buy you save $100,000 per year. We have available about two million gallons of this fine oil now. When the expansion plans at our plant materialize this year the annual quantity of oil available to you will be about five million gallons. This makes possible a terrific annual saving for your railroad - - a new source of revenue.

Our creosote is proven. The field and service records date back fourteen years to 1939, the time when we began to sell creosote in quantity. Not one single case of failure has been reported in the eleven years of actual commercial use. The toxicity and permanence of our creosote will prevent the failure of your ties. This has been proven by laboratory and service tests. The truth is that Gasco Creosote is an excellent preservative, will perform the job you need done, and at the same time is the best buy on the market today.

In writing to you we are attempting to be of extra service. We sincerely believe you will benefit by buying our oil. Would you let me know when I can call on you to answer any questions you might have and to help you decide when your railroad will start using Gasco Creosote.

Yours sincerely,

PORTLAND GAS & COKE COMPANY
(Sgd) E. A. Vistica
Products Sales

EAV:lh

Brainerd, Minnesota, April 8th, 1953

Mr. H. R. Peterson:

Referring to the attached letter of April 6th from the Portland Gas and Coke Company and copy of my reply of today concerning their "Gasco" wood preserving oil.

The most recent information I have from your office pertaining to this subject is contained in my copies of Mr. Blum's letters of January 6th and 16th to Mr. Smallridge.

I have no further information about "Gasco" since my letter of January 14th to Mr. Blum.

AJL/dm

Your copy of similar letter from Portland Gas & Coke Co in mail package No 8 - April 7th

MK 4/9/53

April 8th, 1953

Mr. E. A. Vistica
Products Sales
Portland Gas & Coke Company
Portland Service Building
Portland 4, Oregon

Dear Mr. Vistica:

In reply to your letter of April 6th, 1953.

I am informed that in view of our excellent service records, our Management has no desire to adopt a new wood preservative or to make any other changes in our standard practice of wood preservation at this time.

After careful consideration and investigation of all data presented by Mr. H. R. Seykota during the past year concerning "Gasco", we were unable to determine that its wood preserving quality was superior or even equal to that of coal tar creosote, or that any saving would result if it should be decided to use "Gasco" in place of the coal tar creosote we are using, which has proven without doubt entirely satisfactory to us for more than 40 years.

Yours truly,

A. J. LOOM
Gen'l. Supt. Timber Preservation

AJL/dm

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

April 6, 1953

Mr. A. J. Loom
Supt. of Timber Preservation
Northern Pacific Railway Company
Brainerd, Minnesota

Dear Mr. Loom:

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In writing to you we are attempting to be of extra service. We sincerely believe you will benefit by buying our oil. Would you let me know when I can call on you to answer any questions you might have and to help you decide when your railroad will start using Gasco Creosote.

Yours sincerely,

PORTLAND GAS & COKE COMPANY

E. A. Vistica
Products Sales

EAV:lh

Air Mail

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

April 6, 1953

Mr. B. Blum, Chief Engineer
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Blum:

We read with interest in the March 26 issue of the Engineering News Record about the 56th annual meeting of the American Railway Association. According to the article, the subject which received firsthand attention there was the development of new sources of revenue. When you adopt the economy tip which we suggest in your behalf you will realize substantial savings - - equivalent to a new source of revenue.

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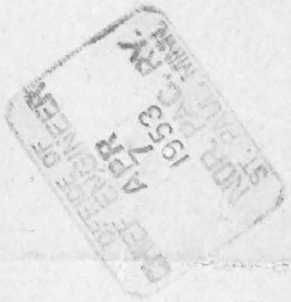
Yours sincerely,

PORTLAND GAS & COKE COMPANY

E. A. Vistica
Products Sales

EAV:LH

Air Mail


CHIEF ENGINEER
APR
1953
PM

St. Paul, Minn.
January 16, 1953.

Mr. W. K. Smallridge:

Mr. Loom sent you copy of his letter to me of January 14 quoting statements from the Wood Preservation Committee of the American Railway Engineering Association as contained in the latest report, which will be presented at the convention this coming March.

The reference to this wood preserving oil clearly has reference to the Portland Gas & Coke Company product and the report clearly confirms what Mr. Loom and I have said to you previously, that without the 2% of pentachlorophenol, which makes the cost more than our presently-used chemical, it is not satisfactory.

BB/gs

cc: Mr. A. J. Loom

Write Smallridge
+ suggest he tell Gruetting entire
Brainerd, Minnesota, January 14th, 1953
Seybota

Mr. Bernard Blum:

About Portland Gas and Coke Company's "Gasco" wood preserving oil, referred to in my copy of your letter of January 6th, to Mr. Smallridge.

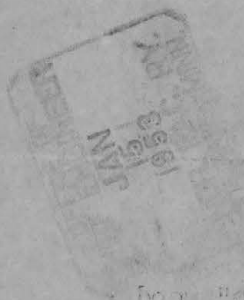
On Page 747 of A.R.E.A. Bulletin No. 505, for December, 1952, the following statement is made with reference to this oil, although names are omitted.

"The present recommendation of the sponsors for this material is as a pentachlorophenol carrier, rather than a straight preservative in its own right, inasmuch as the specification which they recommend requires the addition of 2% pentachlorophenol. About one million gallons of this product are produced annually."

Also, under "Preservatives" on Page 705, of the same bulletin, the following statement is made with reference to other wood preservatives: "Pentachlorophenol or copper naphthenate solutions in oil of suitable characteristics are suitable for specific applications. These preservatives are not recommended for protection against marine borer attack."

Copy - Mr. W. K. Smallridge

AJL/dm



Saint Paul, January 6, 1953

MR. W. K. SMALLRIDGE:

Replying to your letter of the 2nd, file 182-2, transmitting copy of letter from H. R. Seykota, Sales Manager for the Portland Gas and Coke Co. concerning their Gasco oil:

It seems to me that Mr. Seykota's letter is a repetition of previous letters. He makes the dogmatic statement that through the use of his oil we will save $63750 per annum. Apparently he arrives at that figure by comparing the price of his oil with that of creosote; but the price of our 50-50 solution at Paradise plant is slightly under the price of 11½ cents which he asks for Gasco oil, so that his claimed saving for Paradise plant would hardly follow.

The Wood Preserving chemists all recommend to me that the Gasco oil be not mixed with petroleum - such as we do with straight run creosote oil.

It has been generally admitted that Gasco oil is not as toxic as claimed for a limited number of fungi; and in order to make it the equal of the creosote-petroleum mixture we would have to add a little pentachlorophenol, and that would bring the price of the Gasco product higher than we are paying for the creosote-petroleum oil; and it would involve some complications in mixing.

It is largely for these reasons that we have been unable to recommend to you the purchase of Gasco, or agree with the claimed savings by using that product.

cc-Mr. A. J. Loom

bb/s

St. Paul, January 2, 1953

File 182-2

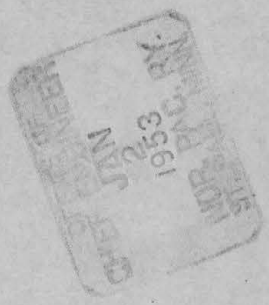
Mr. B. Blum
Chief Engineer

Attached for such comments as you may care to make, is copy of Mr. Seykota's letter of December 23 regarding Gasco oil.

WKS:VN

Att:

W K Smallridge



C O P Y

PORTLAND GAS & COKE COMPANY

PORTLANE, ORE.

December 23, 1952

Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Attention: Mr. W. K. Smallridge

Re: Your File No. 182-2

Gentlemen:

Thanks for your letter of December 12 about Gasco Wood Preserving Oil.

We appreciate your spending time and money to study how our oil can be used to make more money for the Northern Pacific.

The money can still be made. To be specific, you can save $63,750.00 in 1953 in oil cost alone if you buy our oil instead of that which you bought in 1952.

There is some reason why you have decided, so far, not to buy our oil and take advantage of this tremendous saving. May we ask you to help us save you money by telling us the reasons why you have made the preliminary decision not to change oils?

You have mentioned AWPA approval. We applied for this during 1952. However, the AWPA does not grant approval before three years' minimum after application date. If you were to wait this long you would lose the benefit of three years' savings - or, $191,250.00.

Why not save this money now?

You have been leaders in creating streamliner trains and speedier passenger schedules. Your engineers have calculated and predicted performance on trains and equipment and the Northern Pacific has made splendid profits as a result.

Here now - in the form of Gasco Oil - is another device for you to predict performance, reduce operating costs, and increase your net profits again.

Won't you ask your engineers to reconsider our proposal and review the fact that the oil will accomplish the wood preserving job you need, and do it at a lower cost? Ask them to tell us the objections to using our oil so that we can work with them to resolve the questions and start helping you save $1,000,000.00 in sixteen years.

Mr. Smallridge, your consideration of our product is appreciated and we are most interested in answering every possible question and objection. We'll be glad to come to St. Paul if you believe this will help speed the decision and enable you to start saving sooner.

Yours truly,

(Sgd) H. R. Seykota, Products Sales Manager
for
The Portland Gas & Coke Company,
annual shipper of more than 3000 RR
cars on the SP&S,GN,NP.

HRS:ra

Saint Paul, December 11,1952

MR. W. K. SMALLRIDGE:

Replying to your letter of the 8th, file 182.2, regarding the use of GASCO oil:

It can be stated definitely that Gasco does not have the approval of the American Wood Preservers Association.

The U.S. Forest Products Laboratory at Madison does not recommend mixing Gasco with petroleum, such as we mix creosote with petroleum. The Laboratory has stated that Gasco has wood preserving value, especially if fortified with pentachlorophenol.

Mr. Loom tells me that the present cost of the 50-50 creosote-petroleum solution which we are using averages 12½ cents per gallon, including foreign line freight on the creosote.

bb/s

Brainerd, Minnesota, December 10th, 1952

Mr. Bernard Blum:

In reply to yours of December 8th quoting Mr. Smallridge's inquiry with reference to Mr. Seykota's letter of November 26th about "Gasco" wood preserving oil being offerred by the Portland Gas & Coke Company at 13¢ per gallon.

I can state definitely that "Gasco" does not have approval of the American Wood Preservers' Association.

I can also state definitely that the U. S. Forest Products Laboratory does not recommend mixing Gasco with petroleum the same as we mix creosote with petroleum. The Laboratory has stated that Gasco has wood preserving value, especially when it is fortified with Pentachlorophenol but not to the extent that it would be as effective as creosote for solution with petroleum.

Present cost of the 50-50 creosote-petroleum solution we are using averages 12½¢ per gallon, including foreign line freight on creosote.

AJL/dm

Saint Paul, December 8, 1952

MR. A. J. LOOM:

In answer to my letter of December 3 to Mr. Smallridge, copy to you, he has written me as follows:

> "Before pursuing the subject further with Mr. Seykota, it might be well to develop whether his product, either straight or with the addition of pentachlorophenol, has the approval of the American Wood Preservers Association for the purpose we have under consideration. It would appear to me that this question might influence our decision, or at least the course of action to be followed. May I have your comments in this regard?"

Will you let me have your comments.

bb/s

St. Paul, December 8, 1952

File 182-2

Mr. B. Blum
Chief Engineer

Acknowledging your letter of December 3, regarding Gasco oil.

Before pursuing the subject further with Mr. Seykota, it might be well to develop whether his product, either straight or with the addition of pentachlorophenol, has the approval of the American Wood Preservers Association for the purpose we have under consideration. It would appear to me that this question might influence our decision, or at least the course of action to be followed. May I have your comments in this regard?

WKS:VN

W K Smallridge

Saint Paul, December 3, 1952

MR. W. K. SMALLRIDGE:

Replying to your letter of the 2nd, file 182-2, with reference to letter of Nov. 26 from Mr. Seykota of the Portland Gas and Coke Co. concerning the subject of GASCO oil:

You quote Mr. Berry's letter of December 1st as to the traffic value of the Portland Gas & Coke Co. in which he states that he sees no objection to favoring them with a portion of our requirements in the event the product meets our specifications, so as to give them some recognition for the traffic involved - by which I assume he means for traffic that they give us.

I doubt very much if anything would be gained by another meeting with Mr. Seykota to present his case in person. He has discussed it several times with Mr. Loom. He claims that his oil will give us the results we need. From that I would assume that he has in mind Gasco oil without the addition of pentachlorophenol. On the other hand, in our discussions the past year he admitted that there were certain fungi that are not destroyed by the Gasco oil, and for that reason he suggested the addition of 1 to 2 per cent of penta. Our analysis of the relative costs of coal tar creosote and petroleum in 50-50 proportion is that it is less costly than is the Gasco oil with penta.

Mr. Loom tells me that Mr. Seykota had proposed to him a mixture of Gasco oil and petroleum, but Mr. Loom informs me that adding petroleum to Gasco oil would neutralize certain properties of Gasco oil and render it unsatisfactory.

I am not anxious to confer further but if you deem it advisable for policy reasons to meet with him again I will be quite willing to be present and to have Mr. Loom attend. I have not intended to reply to the copy of the letter addressed to you which he sent to me.

bb/s

bc-Mr. A. J. Loom

St. Paul, December 2, 1952

File 182-2

Mr. B. Blum
Chief Engineer

It is noted that a copy of a letter dated November 26 from Mr. Seykota of the Portland Gas & Coke Company was addressed to you and which revives the subject of Gasco oil.

In this connection, your letter of May 5 outlined your position at that time with respect to Gasco oil as a substitute for creosote. However, I would appreciate receiving your comments regarding Mr. Seykota's latest letter wherein he offers to submit proof of the merits of his product. I would also welcome your opinion as to the benefits that might be gained by agreeing to have Mr. Seykota present his case in person as suggested in his letter.

For your information in this regard, I quote below, in part, Mr. Berry's letter of December 1 in response to my inquiry regarding the traffic value of Portland Gas & Coke Company:

> "Some recognition should be given this firm for the amount of traffic involved and in the event the product meets your requirements see no objection to favoring them with a portion of our requirements."

WKS:VN

W. M. Smallridge

St. Paul, December 2, 1932

File 132-2

Mr. P. Blum
Chief Engineer

It is noted that a copy of a letter dated November 26 from Mr. Seykota of the Portland Gas & Coke Company was addressed to you and which revives the subject of Gasco oil.

In this connection, your letter of May 5 outlined your position at that time with respect to Gasco oil as a substitute for creosote. However, I would appreciate receiving your comments regarding Mr. Seykota's latest letter wherein he offers to submit proof of the merits of his product. I would also welcome your opinion as to the benefits that might be gained by agreeing to have Mr. Seykota present his case in person as suggested in his letter.

For your information in this regard, I quote below, in part, Mr. Berry's letter of December 1 in response to my inquiry regarding the trustee value of Portland Gas & Coke Company:

"Some recognition should be given this firm for the amount of trouble involved and in the event the product meets your requirements see no objection to favoring them with a portion of our requirements."

MWS:VM

Brainerd, Minnesota, November 26th, 1952

Mr. Bernard Blum:

Mr. H. R. Seykota, Products Sales Manager of the Portland Gas & Coke Company, phoned me last night from Portland, Oregon, with reference to his letter of May 22nd to you, copy to me, about his Gasco Wood Preserving Oil.

He still maintains that his oil is superior to creosote and therefore if I had any interest in saving money for the Railway Company, I should recommend it.

I informed him that in view of our excellant service records we are still satisfied with our treatment with 50-50 creosote-petroleum solution which costs less than "Gasco".

He then stated that in view of laboratory tests, service records and recommendations quoted in his brochure, I should not hesitate to recommend treatment with 50% Gasco and 50% Petroleum as this would be a better treatment and would cost less than 50-50 creosote-petroleum.

I replied that I had been informed by authoritative chemists that a solution of Gasco with petroleum would not prove satisfactory. I also informed him that claims identical with his had been made by the promoters of "Cresoil" some years ago and were proven untrue in spite of similar laboratory reccommendations. He claimed to know nothing about Cresoil but repeated his statements that no materials treated with Gasco had ever failed. When I told him these materials had not been in service long enough to indicate service life he scoffed at the test of time recommended by the A.R.E.A. and the A.W.P.A. as well as their failure to recognize the superior value of Gasco.

Although I told him I had no basis for recommending his oil he asked me if I would not write you with reference to the big savings he claimed would be effected by our use of Gasco.

AJL/dm

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

November 26, 1952

Mr. W. K. Smallridge, Purchasing Agent
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Smallridge:

Earlier in 1952 we discussed your buying Gasco Creosote. Our offer to supply your oil and save your company $63,750 per year in Creosote cost is made again.

Specifically, we offer to supply you at 13¢ per gallon f.o.b. our Portland Plant, in your cars, if you buy more than 500,000 gallons per year.

This offer is so attractive we believe you will want to accept and, in trying to put ourselves in your position, we believe your only objection to accepting immediately could be that you have not used our oil before and you may not be convinced of its wood-preserving ability.

It is a fact that our oil will give you the results you need.

To prove this, we have reduced our presentation to the essentials and have prepared charts and graphs to document every claim. You can see and hear the whole story in one hour, in St. Paul, after Friday, December 15. We'd be glad to come to St. Paul at your convenience, make our presentation to you and a group of your associates, including Mr. Blum and Mr. Loom, and to answer all your questions.

May we suggest that you try saving $63,750,plus, in 1953 by calling a meeting in St. Paul so that you can get all the facts and all the questions answered, or, if you are ready, you may prefer to skip the meeting, save time, and send us your order now.

Either way, we'll be happy to serve you.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota
Products Sales Manager

HRS:ra

cc - Mr. Bernard Blum, Chief Engineer-St.Paul
Mr. A. J. Loom, NPRR, Brainerd, Minnesota

Air Mail

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

NOV 28 1952

St. Paul, Minnesota
July 22, 1952

Mr. A. J. Loom:

I am returning brochure on "Cresoil" wood preservative received with your letter July 14, 1952, in connection with information on "Gasco" oil. I assume you will want this returned for your files.

TRC/lmj

Chief Engineer

Saint Paul, July 21, 1952

MR. W. W. JUDSON:

Replying to your letter of the 10th and returning papers about creosote oil offered by the Portland Gas & Coke Co.:

I have quite a file on this subject. Mr. H. R. Seykota, Products Sales Manager of the Coke Co. called on me and I talked with him in Chicago in May.

Their preservative is derived from fuel oil, and it does not have the toxic values of creosote derived from coal. The Coke Company recognize that fact and they recommend the addition of 2% pentachlorophenol, claiming that when so fortified it is equal to if not superior to coal tar creosote. However, in a letter Mr. Seykota recommends 1% of pentachlorophenol, claiming that 2% is not needed. To my mind that meant that the recommendation was based on the cost factor, in order to make it attractive compared with coal tar creosote.

I discussed this numerous times with Mr. Loom, and we came to the conclusion that without pentachlorophenol their product did not have the toxicity necessary for treating our timber, and if sufficient pentachlorophenol is added it brings the cost higher than for coal tar creosote. There were various objections to the use of the pentachlorophenol additive which makes it undesirable for us to consider its use.

bb/s

att.

St.Paul, Minn.
July 18, 1952.

Mr. Bernard Blum:

Referring to Mr. Judson's letter July 10, attached, about Mr. Stanton's reference to Mr. Macfarlane re Gasco preservative:

You previously investigated this product for the Purchasing Dept. as referred to in your letter May 5. The PG&CC comparison of costs in the last paragraph, page 1 of their letter June 24 to Mr. Stanton, is based on imported creosote.

Mr. Loom's letter April 18 to you, indicates that the fortified Gasco product exceeds cost of 50-50 creosote-petroleum preservative.

While the traffic angle is emphasized in the Coke Co's. latest letter, I see nothing to change your previous position on this matter.

H R Nelson

HRP:e

Brainerd, Minnesota, July 14th, 1952

Mr. Bernard Blum:

In compliance with Mr. H. R. Peterson's letter of July 11th, with reference to accompanying copies of R. G. Barnett's letter of June 24th and Mr. Judson's letter of July 10th about "Gasco" oil offerred by the Portland Gas and Coke Company as a wood preservative which they claim is equal and when fortified with 2% pentachlorophenol is superior to coal tar creosote.

I believe you agree that Mr. Mayo's letter of June 6th, of which you sent me a copy, only confirms the information I obtained from other sources and submitted to you in my letter of April 29th and previous letters.

The chemists I consulted agree with Mr. Mayo that "the physical and chemical similarity of "Gasco" oil to coal tar creosote indicates that "Gasco" oil should have some value as a wood preservative".

I am attaching a brochure on "Cresoil" wood preservative, referred to in Mr. Judson's letter from which you will note the almost identical laboratory tests and claims as are printed in the Portland Gas and Coke Company brochure describing their "Gasco" oil. Although U. S. Forest Products Laboratory and other authoritative tests indicated that it should be a good preservative, failure of materials treated with "Cresoil" proved that it was entirely unsatisfactory. Our files indicate that both the G.N. and the S.P.& S. had unsatisfactory experiences with "Cresoil" treated ties.

As stated in Mr. Judson's letter, products of oil-tar when subjected to the test of time have not been satisfactory and so far nothing has ever been discovered that is as satisfactory for wood preservation as the products of coal-tar. This statement is confirmed by both the A.R.E.A. and the A.W.P.A. and in view of the entirely satisfactory results we are having with our present wood preservatives, I have no reason to recommend any change.

Copy - Mr. H. R. Peterson

AJL/dm

St.Paul, Minn.
July 11, 1952.

Mr. A. J. Loom:

Referring to your letter April 29 to Mr.Blum, about use of 'gasco oil' in our treating operations:

You have copy of Mr.H.R.Seykota's, Portland Gas & Coke Co. letter May 22. Mr.Blum also furnished you copy of Southern Pacific Co. Chief Engineer, E.E. Mayo's letter June 6.

Attached is print copy of Portland Gas & Coke Co. Vice President R.G.Barnett's letter June 24 to Mr. Stanton, together with print copy of Mr. Judson's letter July 10. Please note the price differential referred to in the Coke Co's. letter.

Will you please review and reconsider all phases in connection with the Gasco creosote and advise Mr. Blum as to any additional information you may have subsequent to your letter of April 29, together with recommendations.

HRP:e
enc.

St. Paul, Minn., July 10, 1952.

Mr. Bernard Blum:

Attached are some papers from Mr. Stanton of the SP&S in regard to the proposed purchase of creosote oil from the Portland Gas & Coke Company.

The so-called creosote oil that is manufactured by the Portland Company is an oil-tar product fortified with pentachlorophenol. It is somewhat similar to the product brought out some time ago consisting of crude oil fortified with crycillic acid. I believe it went under the trade name of "Cresoil" and that it did not work out satisfactori ly.

I would like your recommendation as to what reply should be made to Mr. Stanton, with return of the papers.

It is my understanding that so far nothing has ever been discovered that is as satisfactory for wood preservation as the products of coal-tar. The products of oil-tar when subjected to the test of time have not been satisfactory.

W. W. Judson


JUL
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1952

3659-D

June 14, 1952

E. E. MAYO, Chief Engineer
Southern Pacific System
San Francisco, California

Dear Mr. Mayo:

Thank you very much for your letter of June 6th relating your use of GASCO oil for treating ties.

It is my understanding that the treating fraternity is in general agreement that coal tar creosote is pre-eminently superior - and probably the only satisfactory type of creosote to use for tie treatment.

Very truly yours,

bb/s

(trip)

B

MR. A. J. LOOM:

You will be interested in the attached copy of letter from Chief Engineer Mayo of the Southern Pacific in reply to mine of the 23rd of May concerning their experience with the Portland Gas & Coke Co. Gasco oil.

- Bernard Blum
6/14/52
Saint Paul

bb/s

att.

7-51-4M S-2705

Southern Pacific Company

65 MARKET STREET, SAN FRANCISCO 5, CALIFORNIA

IN REPLY PLEASE REFER TO

E. E. MAYO
CHIEF ENGINEER
C. J. ASTRUE
ASSISTANT CHIEF ENGINEER
R. W. PUTNAM
ENGINEER MAINTENANCE OF WAY AND STRUCTURES
W. M. JAEKLE
ASSISTANT ENGINEER MAINTENANCE OF WAY AND STRUCTURES

June 6, 1952

Mr. Bernard Blum, Chief Engineer
Northern Pacific Railway Co
St. Paul 1, Minn.

Dear Mr. Blum:

Referring to your letter of May 23rd concerning use of "Gasco" for treating ties.

We have used Gasco creosote only when coal tar creosote was difficult to obtain. This was the case for a few months in 1943 and for about 6 months in 1946. Generally the Gasco oil was mixed with whatever coal tar creosote was on hand, and no attempt was made to keep separate records of the treated ties. However, late in 1946 some ties were treated with Gasco-fuel oil mixtures containing no coal-tar creosote. These were put in track in the Spring of 1947 along with the standard treated ties for comparison.

As of last year's inspections, there is no significant difference between the two groups; however, as the ties were only 4 years old, it is too early to conclude that the Gasco oil is equal to coal tar creosote.

The physical and chemical similarity of Gasco creosote to coal tar creosote indicate that the Gasco oil should have some value as a preservative. It is only a similarity and by no means an identity, and we do not believe that the similarity is close enough to justify accepting Gasco creosote as equal to coal tar creosote. Recent work at the U. S. Forest Products Laboratory showed that Gasco creosote plus 2% pentachlorophenol compared favorably with coal tar creosote. We have not used Gasco plus penta and cannot pass on its merits.

Yours very truly,

E E Mayo


JUIN
1952
RY.

May 23, 1952

E. E. MAYO, Chief Engineer
Southern Pacific System
San Francisco

Dear Mr. Mayo:

We have been importuned by a representative of the Portland Gas and Coke Co. to use their wood preserving oil - which they term an oil gas tar distillate, or Gasco.

They have prepared a rather elaborate booklet, and they suggest the addition of 1% or 2% pentachlorophenol to make it equal in toxic value for all fungi as is coal tar creosote. I understand further from their Mr. Seykota that they had sold their material to the Southern Pacific, although he admits that at the present moment you are not using their product.

If it is consistent for you to do so I would appreciate very much hearing from you as to your experience with their distillate and let me know if you consider it entirely satisfactory.

Very truly yours,

bb/s

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

May 22, 1952

Northern Pacific Railway Company
176 East 5th Street
St. Paul, Minnesota

Attention: Mr. Bernard Blum, Chief Engineer

Gentlemen:

This morning we were surprised when we learned by telephone that there was a misunderstanding about our Gasco Wood Preserving Oil which we propose for you.

To be sure to resolve this matter, we should like to state that we do not believe our fortified oil is inferior to coal tar creosote. We believe it to be superior. We believe this because the oil is more toxic, penetrates better, and weathers better. You can certainly use our oil interchangeably with coal tar creosote.

We invite you to verify these claims by discussing them with men who have experience using our oil. We would suggest you make inquiries of Mr. Mel Knudsen(of the J. Neils Lumber Company at Libby, Montana), who has used more than 1,250,000 gallons of our unfortified oil. Or Mr. Harry Craft, Olympia, Washington, or Mr. Homer Sackett, Portland, Oregon, both of whom have been associated with the Olympia Wood Preserving Company, which has used more than 3,300,000 gallons of the fortified and unfortified oils. Or Mr. S. A. Forseth, Manager of Williams Electric Cooperative, Inc., Williston, North Dakota, which has 1300 miles of REA lines, 90% of which have poles which were full-length pressure-treated at Olympia with Gasco oil. Mr. Forseth is enthusiastic about the performance of these poles. These poles are performing in climate and in soil which is the same as that in which many of your railroad ties lay.

We should prefer you to make inquiries from men who are creosoters or who are purchasers of creosoted products rather than from men who are trying to sell creosote or other wood preserving chemicals, because we want you to get true and unbiased answers. We are confident that if you get through the curtain of half-truths and oft-repeated catechisms, you will buy our oil and cause great savings for the Northern Pacific Railway Company.

Some years ago we sold several cars of unfortified oil to the Southern Pacific Railroad. The Southern Pacific Railroad was not pleased with the oil because the distillation patterns were not uniform; subsequently the purchases were discontinued. However, the oil was used, the

ties are wearing well(100% without failure) and pictures of some of these ties appear in our green brochure. Since we sold this oil to the Southern Pacific Railroad we have improved our manufacturing techniques so that our product quality is uniform. We shall attach a tabulation showing exact analyses of 22 carloads shipped to Libby between August and October, 1950, and you can see that the variation in distillation patterns is almost zero. We can and will guarantee uniform quality.

You are interested in toxicity - you need an oil which will kill the fungi which can rot your ties. Our oil is toxic. When it is unfortified it has demonstrated enough toxicity to keep posts free from decay for more than twelve years by actual field tests under service conditions. When the oil is fortified with 2% penta, it shows toxicities superior to those of 100% coal tar creosote, according to soil block tests conducted at Forest Products Laboratory. We know our fortified oil will give you the toxicity you require.

You are interested in permanence; your treatment must preserve your ties so their failure will eventually be caused by wear or some cause other than fungus rot. Our oil will give you the permanent treatment you need. The Southern Pacific Railroad has ties treated with 25% of our unfortified oil (plus 50% fuel oil plus 25% diesel oil) and these are 100% without failure after five years. Not one single case of failure of a treated piece has ever been reported to us as caused by our oil since 1942 when we started selling in volume and since which time more than 6,400,000 gallons have been used!

Permanence of treatment from our oil can be proved by referring to page 61 of the Proceedings of the American Wood Preservers Association for 1946. There is a graph prepared by the Forest Products Laboratory on the basis of actual service records of 128,000 railroad ties, which shows "Percent Failures of Railroad Ties" versus "Percent of Average Life". This graph shows that if a group of ties lasts five years with zero failures, it will be at least seventeen years before 60% of the group will fail. This is the Southern Pacific Railroad record so far. The graph shows further that, if ties will last twelve years with zero failures, it will be more than forty years before 60% of the group will fail. Our Corvallis service records on posts show twelve years' service with zero failures on unfortified oil; therefore, we know that your ties treated with our fortified oil will last for more than forty years.

You want an oil which penetrates well. Our oil penetrates faster and farther than coal tar creosotes. The Libby and Olympia people will tell you this. Also Charlie Adams, former Chief of Treating of Southern Pacific Railroad at the Eugene, Oregon, plant (now retired) will verify this. You can also verify this by using our oil and then testing penetration for yourself. Deeper penetration, of course, will give you better treated ties. And faster penetration may allow you to shorten your treating cycle, and thus treat more ties per year and thus get the advantage of a lower capital cost per treated tie. Also the utility of being able to get a larger number of treated ties per unit time cannot be easily measured.

Mr. Blum, this letter is really too long for a business letter. However, we have made it long so that we could develop thoughts completely and in detail with you. We have given you answers to all your objections and have suggested the names of people who are in positions parallel to your own(creosoters and customers of creosoted products) so that you could discuss controversial points with them and arrive at answers with a minimum of bias.

We are confident that our oil is good for you. It will do your job and save you lots of money. (One Million Dollars in seventeen years is a lot of money.)

We would not recommend our oil unless we were completely confident that it would be good for you. After all, our Company has been in the public service for more than ninety-five years and it is important that our 100,000 customers are well-treated so that they think well of our service and our products.

We are very interested in having you for a customer and if you would consider it helpful, we should be happy to continue our discussions either by mail or personal talks, at Portland, Brainerd, or St. Paul.

Or, if you are satisfied now that you can join with us, we'll be pleased to receive a purchase order from Mr. Smallridge.

We'll be looking forward to your reply.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota

H. R. Seykota
Products Sales Manager

HRS:ra

cc - A. J. Loom, Brainerd.
W. K. Smallridge, St. Paul.

Air Mail/

Att/

LIBBY CREOSOTE SHIPMENTS

All liquid at 38°C

	Composite of 22 Shipments	GATX 36883 8/8/50	GATX 35912 8/8	GATX 18446 8/20	GATX 36883 8/20	GATX 16410 8/25	GATX 35912 8/26	GATX 65409 8/31	GATX 18446 9/1	GATX 36883 9/8	GATX 37668 9/8	GATX 35912 9/14/50
Sp. Gr. at 100/60°F		1.0344	1.0344	1.0316	1.0317	1.0317	1.0317	1.0337	1.0311	1.0333	1.0348	1.0391
Unsulph. Residue, %		0.3	0.3	1.9	2.1	0.2	1.2	1.0	1.1	1.7	1.0	0.7
Water, %		0.1	0.3	0.2	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Flash Pt. (COC)		235	230	240	240	240	240	240	220	225	220	230
Benzol Insol., %		0.03	0.03	0.02	0.02	0.03	0.03	0.03	0.7	0.03	0.0	0.025
Coke Residue, %		0.3	0.3	0.2	0.3	0.32	0.65	0.3	0.9	0.24	0.26	0.03
Distillation: to 210 C	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
to 235	1.4	1.0	0.4	3.2	0.3	0.6	0.4	1.1	3.1	1.3	1.5	1.9
to 315	46.2											
to 355	69.7	72.0	71.9	72.8	71.9	69.2	70.0	69.8	69.6	69.4	70.7	71.6
Residue	30.3	28.0	28.1	27.2	28.1	30.8	30.0	30.2	30.4	30.6	29.3	28.4
Sp.Gr. @ 100F of 235-315 cut	.9923											
" " " " " 315-355 "	1.0413											

		GATX 37518 9/14/50	GATX 36883 9/23	GATX 37668 9/23	GATX 18446 10/1	GATX 65409 10/3	GATX 37668 10.9	GATX 37518 10/10	GATX 36883 10/13	GATX 17810 10/13	GATX 35912 10/13	GATX 19308 10/23/50
Sp. Gr. at 100/60°F		1.0391	1.0371	1.0387	1.0341	1.0386	1.0371	1.027	1.0364	1.0364	1.0364	1.0367
Unsulph. Residue, %		1.6	1.1	0.5	2.6	0.5	0.3	1.0	1.5	4.5	4.4	0.7
Water, %		0.1	0.1		0.1	0.1	0.2	0.1	0.1	0.10	0.1	0.5
Flash Pt. (COC)		230	235	235	240	245	230	240	245	245	245	240
Benzol Insol., %		0.02	0.046	0.030	0.36	0.03	0.01	0.0	0.03	0.03	0.03	0.04
Coke Residue, %		0.03	0.21	0.17	0.28	0.38	0.35	0.3	0.36	0.36	0.36	0.2
Distillation: to 210C	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
to 235	1.4	1.5	1.0	0.6	0.3	1.9	2.6	0.0	0.6	0.6	0.6	0.8
to 315	46.2											
to 355	69.7	71.2	69.0	70.7	68.6	66.8	67.8	71.0	71.5	71.5	71.5	72.4
Residue	30.3	28.8	31.0	29.3	31.4	33.2	32.2	29.0	28.5	28.5	28.5	27.6

St. Paul, May 21, 1952

File 182-2

Mr. F. J. Berry
Vice President

The Portland Gas & Coke Company of Portland, Oregon is conducting a vigorous campaign to interest Northern Pacific in purchasing their Gasco oil for use as a timber preservative in lieu of creosote. In discussing this product their representative mentioned the volume of freight routed from their plant, particularly over the SP&S.

May I have your comments as to the traffic value of this concern in comparison with creosote suppliers listed in your letter of August 29th, file 14089 Part 2.

(Signed) W. K. SMALLRIDGE

WKS:VN

cc: Mr. B. Blum: After discussing Gasco oil with you this morning, I received a telephone call from Mr. Seykota who was most enthusiastic over the prospects of our adopting his product. After I casually mentioned that approval of Gasco oil by the AWPA would be a major factor in our decision, he brought up the traffic value of his company. Incidentally, Mr. Seykota stated that he would contact you Friday, May 23 on the subject of treating oil.

1952 MAY 12 PM 12 30

NP21VS FY PINK LIVINGSTON 12 1119A

T R GIBSON STP

ADVISE SEYKOTA OF PORTLAND GAS WILL BE IN SAINTPAUL THURSDAY BUT NOT FRIDAY B-123

BLUM.


MAY
1952

N. P. 1386 12-24

TELEGRAM—BE BRIEF

TIME FILED

M.

Livingston, May 12,1952 T R Gibson - St Paul

Advise Seykota of Portland Gas will be in Saint Paul Thursday but not Friday. B-123

Blum

N.P. RY. LIVINGSTON
TELEGRAPH OFFICE

19[illegible] MAY 12 AM 8 00

VS6NP S STPAUL 12 848A

B BLUM CAR FOUR LIVINGSTON

FOLLOWING FROM SEYKOTA PORTLAND GAS AND COKE WILL TELEPHONE YOU MONDAY TO ASK IF IT WILL BE CONVENIENT FOR YOU TO SEE ME IN STPAUL THURSDAY OR FRIDAY REGARDS CREOSOTE

T R G..

N. P. 1386 12-24

TELEGRAM—BE BRIEF

TIME FILED

M.

BERNARD BLUM, CAR 4, LIVINGSTON, MONTANA

St. Paul, Minn., May 12, 1952

Following from Seykota Portland Gas and Coke. "Will telephone you Monday to ask if it will be convenient for you to see me in St.Paul

Thursday or Friday regards creosote."

T.R.G.

WESTERN UNION

WESTERN UNION

WESTERN UNION

N.P. RY. ST. PAUL
TELEGRAPH OFFICE
1952 MAY 11 PM 1 30

SPK2 NL PD

PANAMACITY FLO MAY 10

BERNARD BLUM

CHIEF ENGINEER NP

WILL TELEPHONE YOU MONDAY TO ASK IF IT WILL BE CONVENIENT FOR YOU TO SEE ME IN ST PAUL THURSDAY OR FRIDAY REGARDS CREOSOTE

HAL SEYKOTA PORTLAND GAS AND COKE.

3659A

Saint Paul, May 5, 1952

MR. W. K. SMALLRIDGE:

Your letter of April 21, file 182-2 about wood preserving oil offered to us by the Portland Gas & Coke Co. as a substitute for coal-tar creosote.

I now have report from Mr. Loom, following his attendance at the convention of the American Wood Preserving Association in New York on April 21-24, and the visit he made to the Department of Agriculture laboratories at Philadelphia, following the convention.

He discussed the relative values in wood preservation of the Gasco oil and creosote, and the technical authorities advised him that the Gasco product is not equal to creosote, even when fortified with 2% pentachlorophenol.

Mr. Loom also discussed it with the Manager of the treating plants of the Southern Pacific, who had used some of the Gasco product; and Mr. Loom was told that the Southern Pacific would not use any more of it.

From all the information Mr. Loom was able to obtain, Gasco does have wood preserving values, but like a number of other wood preservatives now on the market it is not as good as creosote, and it should not be used in solution with petroleum.

As you know, we are of the opinion that the petroleum mixture has certain advantages over straight creosote.

Mr. Loom goes on to say that he met Mr. Seykota at New York, and he told Mr. Loom that he would call in a couple of weeks and quote a price that should make his proposition attractive. However, in view of all this I do not think we are justified in changing our present practice, even if he does reduce his price below what he has already quoted.

bb/s

Brainerd, Minnesota, April 29th, 1952

Mr. Bernard Blum:

In reply to your letter of April 28th with reference to Mr. Willis' inquiry about our probable use of "Gasco Oil" in our treating operations.

I returned today from a trip on which I attended the annual convention of the A.W.P.A. at New York on April 21, 22, 23 and 24th, visited Dr. P. A. Wells at the Department of Agriculture Laboratory the 25th and 26th at Philadelphia, and attended the meeting of all A.R.E.A. committee chairmen at Chicago yesterday, the 28th.

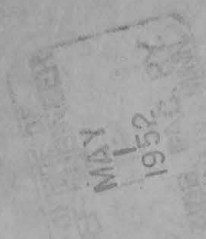
In direct reply to my questions about comparative wood preserving values of Gasco Oil and creosote, the following authorities and others advised me that Gasco was not equal to creosote, even when fortified with 2% pentachlorophenol and therefore they would not recommend a Gasco-petroleum solution as equal to creosote-petroleum solution.
R. H. Baechler and Oscar Blew, Chemists, Forest Products Laboratory,
P. A. Wells, Director, Department of Agriculture Laboratory, Philadelphia.
Dr. Baechler is General Chairman of the A.W.P.A. Preservatives Committee.

I also discussed this matter with Mr. R. M. Alpin, Manager Treating Plants, Southern Pacific Ry., and member of the A.W.P.A. Preservative Committee who I found out had used some of the Portland Gas & Coke Company, Gasco Oil at his treating plants without satisfactory results. He informed me that the Southern Pacific would not use any more of it.

From all information I am able to obtain, Gasco has wood preserving value but like many other wood preservatives on the market, it is not as good as creosote and should not be used in solution with petroleum.

I informed Mr. Seykota at New York that so far he has offered us no incentive to use his oil in place of the creosote-petroleum solution we have used for the past 25 years with unquestionable satisfactory results. He stated that he would call on you within a couple weeks and will quote us a price that in his estimation should make his proposition very attractive.

AJL/dm


MAY
1952

3659A

Saint Paul, April 28, 952

MR. A. J. LOOM:

Referring to the proposal of the Portland Gas & Coke Co. to sell their Gasco oil as a wood preservative - your last letter being dated April 18:

Mr. Willis is inquiring as to our probable use of the Gasco oil in our operations.

You were to check in with some of the chemists at the recent meeting of the American Wood Preservers Association. I wish you would let me know in detail the outcome of your discussion, and covering whether it is feasible to use this material with petroleum oil, or if it must be used straight.

bb/s

bc-Mr. E. M. Willis

St. Paul, Minnesota
April 21, 1952

File 182-2

Mr. B. Blum:

Your letter of April 17th to Mr. Loom has reference to wood preserving oil as produced by the Portland Gas & Coke Company and referred to in Mr. Seykota's letter of April 11th.

After you have had the opportunity of studying the matter, I would appreciate receiving your comments as to the probable use of Gasco Oil in our operations.

WKS:jm

E. M. Nicolls

Brainerd, Minnesota, April 18th, 1952

Mr. Bernard Blum:

In response to your letter of April 17th requesting my comments on Mr. Seykota's letter of April 11th to Mr. Willis urging our immediate purchase and use of Portland Gas & Coke Company "Gasco Oil" as a wood preservative in place of the creosote and creosote-petroleum solution we are using.

Many substances are toxic to decay producing fungi that are not satisfactory wood preservatives for the reasons that they evaporate readily or otherwise disappear from the wood or change chemically into compounds that are ineffective. Benzine and turpentine are quoted by the Forest Products Laboratory as examples of liquids that are toxic but evaporate from the wood too quickly to give the desired protection. Complete resistance to evaporation, leaching or chemical change is not required but the rate at which the preservative becomes ineffective must be so slow that adequate protection is afforded over a sufficient period of time. There are no adequate laboratory tests for determining the permanence of a preservative. However, without the required toxicity to destroy all wood destroying fungi, no preservative would be acceptable and in this respect "Gasco Oil" is admitedly lacking and for that reason the producers recommend fortification with one or two percent pentachlorophenol to make up for this deficiency in their oil.

Addition of 1% pentachlorophenol increases their price from 11.5¢ to 13¢ per gallon which is 1¢ per gallon more than the present average price of the 50-50 creosote-petroleum solution we are now using with completely satisfactory results. An increase of 1¢ per gallon of preservative would increase our cost of treatment at least 3¢ per tie.

Annual treatment of 480,000 ties at Brainerd and Paradise would require about 1,500,000 gallons of Gasco Oil per year or about 750,000 gallons at each plant, aside from quantities required for treatment of other materials.

I expect to obtain authentic information about the wood preserving qualities of "Gasco Oil" at New York next week. If it can be proven equal to creosote so that it can be used in solution with the kind of petroleum we are using, Mr. Seykota's proposition would appear more attractive but in my estimation this is going to be difficult to prove with the best impartial talent available.

AJL/dm

Copy - Mr. E. M. Willis

Mr. Bernard Blum:

Mr. Loom would like you to call him. He expects to see Seykota in New York next week, and would like to talk to you before he sees him.

TRGibson.
4-17-52

3659A

Saint Paul, April 17,1952

MR. A. J. LOOM:

You have copy of letter from H. R. Seykota of the Portland Gas & Coke Co. to Mr. Willis, concerning our use of their gas tar preservatives:

Please let me have your comments.

cc-Mr. E. M. Willis

bb/s

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

April 11, 1952

Mr. E. M. Willis, Purchasing Agent
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Willis:

I enjoyed meeting you and Mr. Smallridge today and I appreciate your invitation to send you this letter to confirm our conversation about wood preserving oil.

We believe you should use our oil because it can do an equivalent or better job of wood preserving than the oil you are now using and because you can save large amounts of money by buying our oil.

We shall attach two statements to this letter. The first is to review some of the technical points we discussed this morning, and the second is to confirm our offers on price.

If you were to buy Gasco Oil with one percent penta(which I believe would be ideal for you), you could save One Million Dollars in seventeen years!

You will be anxious to save money at this rate as soon as you can, and we should like to start shipping at once. Possibly Mr. Blum will authorize you to order our oil now; then you can have immediate action and the benefits of immediate savings. If this is not possible, then we propose to see Mr. Blum and Mr. Loom at Convention in New York City April 22-25, or else in St. Paul about mid-May, to resolve any technical questions before taking action.

We appreciate your interest and we're looking forward to receiving your order.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota

H. R. Seykota
Products Sales Manager

HRS:ra
Atts/
cc- Mr. A. H, Loom
NPRR-Brainerd, Minn
Mr. Bernard Blum) Chief Engineer
NPRR-St. Paul, Minn
Air Mail/
(Dictated by Mr. Seykota and transcribed
and signed in Portland Office in his absence)

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

APR 16 1952

A

COMMENTS ON TECHNICAL QUESTIONS

1. Does Gasco Oil give adequate permanence?

Yes. At present posts treated with Gasco Oil, without any penta, have stood 100% without any failure at the Starker Post Farm at Corvallis, Oregon. Looking at the graph on page 61 of the "Proceedings of the American Wood Preservers' Association for 1946", we can see the relationship between Failures and Average Life of 128,000 railroad ties. This graph shows that if Gasco-Treated ties can stand for 12 years with zero failures, then it will be more than 37 years before 60% of the ties will fail. The ties will wear out before they fail from rotting. Gasco Oil-treated ties will be permanent.

2. Should Gasco Oil be used with 2% penta, or 1%, or more?

I would recommend 1% because:

(a) The 2% treatment shows toxicities superior to those obtained from coal tar creosote. It is not necessary to obtain this high degree of toxicity and it is not sensible to spend extra money for it.

(b) The oil without penta is an adequate preservative because service records prove this. (The twelve-year Corvallis record is one proof. The four-plus year record of piling in Yaquina Bay where there is known and severe infestation of marine borers, is another proof.)

However, the Madison accelerated soil block tests in the laboratory showed Gasco Oil without penta to be ineffective against fungus #534, Lentinus Lepideus. Therefore, I would recommend some fortification of Gasco oil with a chemical to kill fungus #534.

(c) Gasco Oil with 1% penta would be the proper compromise to give adequate toxicity at low cost.

3. Is Gasco Oil miscible and useable with Coal Tar Creosote?

Yes. The two are miscible in all proportions. The use and application of Gasco Oil is the same as for Coal Tar Creosote. Gasco Oil gives less condenser trouble because its naphthalene is stripped. Gasco Oil definitely penetrates farther and more quickly than Coal Tar Creosote; therefore treating cycle time can be shortened and treating costs reduced.

4. What residue is recommended?

Our large accounts specify 35% maximum. We are willing and able to manufacture oil to meet your specifications on residue. Should you prefer a high residue to get more permanence, more bleeding, more moisture-proofing, we can supply it. Should you prefer a lower residue for winter operations, we can supply it.

5. Will West Coast Wood Preserving Company object to using the oil?

I believe it is possible, because of the nature of the wood preserving industry. However, there are at least two good answers to this problem at the Seattle plant, and of course you have complete control at Paradise and Brainerd so there is no problem there. At Seattle there are two solutions: (1) Use one or both of the existing wood-stave tanks which now hold salt and which are seldom used. These tanks are about 20'dia.x 20' high and are large enough. (2) Build a new tank for Gasco Oil at Seattle. The cost of a 100,000 gallon tank plus piping should not exceed $7000 and this amount is nothing when compared to the savings which are made possible by using Gasco Oil.

6. Is the supply of Gasco Oil reliable?

Yes. Gasco has been in the Public Service for more than 90 years and shall continue. Coal strikes do not affect the production of Gasco Chemicals.

April 11, 1952

2%

PRICE PROPOSAL

Case I: MPRR buys Casco Oil with 2% pentachlorophenol, exactly as recommended in green book.

Price Schedule		Annual Savings to MPRR (Assuming present cost is 21.5¢/gal in Seattle)
Quantity *	Unit Price FOB Portland in MPRR cars	
10,000 - 100,000 gal per year	18.5¢/gal	$3,000
100,000 - 200,000 " " "	16.5	10,000
200,000 - 300,000 " " "	16.0	16,500
300,000 - 400,000 " " "	15.5	24,000
400,000 - 500,000 " " "	15.0 **	32,500
500,000 - 750,000 " " "	14.5 **	52,500

21.5
4
17.5
13.75

* Deliveries to be made in approximately equal monthly shipments

** Price offered for order of two years minimum.

Case II: Oil is same as Case I except that it contains 1% pentachlorophenol.

10,000 - 100,000 gal per year	17.0¢/gal	$4,500
100,000 - 200,000 " " "	15.0	15,000
200,000 - 300,000 " " "	14.5	21,000
300,000 - 400,000 " " "	14.0	30,000
400,000 - 500,000 " " "	13.5**	40,000
500,000 - 750,000 " " "	13.0**	63,750

*Deliveries to be made in approximately equal monthly quantities.

** Price offered for order of two years minimum.

Case III: Oil is same as Case I except that it contains no pentachlorophenol

10,000 - 100,000 gal per year	15.5¢/gal	$6,000
100,000- 200,000 " " "	13.5	16,000
200,000- 300,000 " " "	13.0	25,500
300,000- 400,000 " " "	12.5	36,000
400,000- 500,000 " " "	12.0**	47,500
500,000- 750,000 " " "	11.5**	75,000

*Deliveries to be made in approximately equal monthly quantities.

**Price offered for order of two years minimum.

Brainerd, Minnesota, April 10th, 1952

Mr. Bernard Blum:

In reply to your letter of April 8th, about prices and analysis of Portland Gas & Coke Company's wood preserving oil.

Mr. Seykota did not quote a price for his oil but from his statements to me, I am sure that he knows the present prices per gallon of both creosote and fuel oil and he intimated that he was in position to offer his oil at a price lower than the cost of 50-50 creosote-petroleum solution. If so, in view of present costs quoted in my letter of April 2nd, his price would have to be around 12¢ per gallon.

I have no reason to doubt the veracity of the comparative analyses and recommendations of the U. S. Forest Products Laboratory, The Oregon State College, and others quoted in the brochure. You will note the comparisons with creosote on Pages 34, 35, 36 and 37.

At their annual meeting this month, I expect to obtain whatever information there is available in the Preservitives Committee of the A. W. P. A. about this oil. Mr. Seykota informed me that he would attend this meeting and will make every effort to have his oil approved and accepted by the A.W.P.A. as a standard wood preservative.

AJL/dm

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

April 8, 1952

Mr. E. A. Willis, Purchasing Agent
Northern Pacific Railway Company
176 East 5th Street
St. Paul 1, Minnesota

Dear Mr. Willis:

Mr. Blum, your Chief Engineer, and Mr. Loom, Chief of your Wood-Preserving Division, have recently expressed interest in our Gasco Wood Preserving Oil, with a view to using this Oil at Seattle, Paradise, and Brainerd.

I have written to Mr. Blum that I expect to be in Minneapolis and St. Paul between April 11th and 13th and, while he hopes to be there, he would like to have me speak to you about our proposal.

This letter is to say I intend to arrive at the Minneapolis Airport on Friday evening, 6:09PM, on Northwest Airlines Flight #27 and stay at the Lowry Hotel at St. Paul until Sunday, April 13th, at 7:05AM, when I will leave Minneapolis Airport again on Northwest Airlines Flight #400.

I wonder if you would be my guest for dinner and the evening on Friday, April 11th; or, if this could not be arranged, whether I could see you for a time on Saturday either during the morning or for lunch, or some other time at your convenience.

I shall be at the Stevens Hotel in Chicago on April 10th and will telephone you from there to see if we can make firm arrangements for a meeting.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota
Products Sales Manager

HRS:ra
(Dictated by Mr. Seykota but trans & signed 4/8/52 in his absence from the office)
cc - Bernard Blum, St.Paul
A.J.Loom-Brainerd,Minn.

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

PORTLAND GAS & COKE COMPANY

PUBLIC SERVICE BUILDING

PORTLAND 4, OREGON

April 7, 1952

Mr. Bernard Blum, Chief Engineer
Northern Pacific Railway Company
St. Paul 1, Minnesota

Dear Mr. Blum:

My travel plans have been firmed up and I propose to arrive at the Minneapolis-St.Paul Airport on Flight No.27, Northwestern, at 6:09PM on April 11th and will leave again on April 13th, at 7:05AM, Northwestern Flight #400. While in St. Paul I will be stopping at the Lowry Hotel and would like very much to be able to visit you and discuss your using our wood preserving oil at Seattle, Paradise and Brainerd.

I'll telephone you when I arrive in St. Paul to see if we can arrange an appointment.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota
Products Sales Manager

HRS:ra

Air Mail/

At the suggestion of Mr. A.J. Loom,

P.S. On Monday, March 31st, I drove to Seattle and spent part of Tuesday with your Mr. George Stone and saw the creosoting plant at West Seattle.

Mr H R Peterson
Please note
HRS MH 4/9

Train 4, Rky Mtn division,
April 8, 1952

MR. A. J. LOCH:

Your letter of the 2nd about the oil produced by the Portland Gas and Coke Company:

I sent you copy of my note to Mr. Seykota in response to his note of March 28, in regard to the price.

Apparently he did not tell you what he would willing to take for his oil.

Nothing yet has been said, so far as I know as to the comparative analyses of coal tar cresote and gas tar creosote. Did Mr. Seykota furnish you with a gas tar analysis with which you could compare the specifications for the coal tar cresote?

bb/s

Brainerd, Minnesota, April 2nd, 1952

Mr. Bernard Blum:

Referring to the Portland Gas & Coke Company's request for our approval of their wood preserving oil and Mr. Seykota's reply to your letter of March 25th, of which I have copies.

As stated by Mr. Seykota, I called on him at Portland on March 27th and we discussed the characteristics of this oil as compared with those of Creosote and the creosote-petroleum solution we are using at Brainerd, Paradise and Seattle.

I explained to Mr. Seykota that after about 45 years satisfactory results in our treatment with creosote and creosote-petroleum solution, we had not planned to make any change in our present practice and I was calling on him only in response to his request that we give due consideration to his proposition.

In view of the laboratory analyses and recommendations quoted in the brochure, I have no reason to doubt that this oil is a good wood preservative but of course it has not yet been in use long enough to determine that it will produce better results than the oils we are using and therefore we would be interested only from the standpoint of price.

In reply to my inquiries, Mr. Seykota informed me that his wood preserving oil is being investigated by the Preservatives Committee of the American Wood Preservers' Association and that he hopes to have in included in the A.W.P.A. specifications in the near future. Without A.W.P.A. approval it will not be accepted generally by the wood preserving industry and for that reason he has recently lost his best customer, the J. Neils Lumber Company, who treat large quantities of poles for the R.E.A. The R.E.A. would not accept treatment with the Portland Gas & Coke Company oil and therefore the J. Neils Lumber Company was forced to discontinue its use. Mr. Seykota stated that the R.E.A. gave no reason for their disapproval.

I informed Mr. Seykota, that for the same reason, the West Coast Wood Preserving Company would not be in position to treat our materials with his oil unless separate storage tanks were provided. In reply to his inquiries about treatment at our own plants at Brainerd and Paradise, I told him that we had full control and were not influenced by any restrictions except our desire to continue with the most economical treatment. I informed him that after being steeped in creosote as many years as I have, I would be hard to convince that any other wood preservative was better.

I note from my copy of Mr. Seykota's letter of March 28th that he will be in St. Paul about April 11th or 12th to explain his proposition to you.

Present cost of preservatives we are using is as follows:

	Creosote Per Gallon	Fuel Oil Per Gallon	50-50 Solution Per Gallon
Brainerd	$0.21	$0.037	$0.123
Paradise	.17	.037	.103
Seattle	.21	.047	.128

Cost includes Foreign Freight but not Home Line Freight.

Free in Mail Pouch No 3 - March 31st
ML 4/4

AJL/dm

3659A

(At Seattle) April 3, 1952

H. R. SEYKOTA, Products Sales Manager
Portland Gas and Coke Company
Public Service Bldg.
Portland 4, Oregon

Dear Sir:

Your letter of March 28 was forwarded to me at Seattle.

I expect to be back in my office on April 12, or 13. While our offices are not open on Saturdays I am usually there for an hour or so when in town.

At this writing I cannot say definitely that I will be back by the 12th, and as you state you will be the e about the 11th and 12th it is my suggestion that you call on Mr. E. M. Willis, our Purchasing Agent, and quote him your prices on your wood preserving oils.

I will be interested to know Mr. Loom's opinion after his discussion with you.

I will of course be glad to meet you, if your plans permit. I fully expect to be in my office on April 14.

Very truly yours,

cc-Mr. E. M. Willis
Mr. A. J. Loom

bb/s

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

March 28, 1952

Mr. Bernard Blum, Chief Engineer
Northern Pacific Railway Company
St. Paul 1, Minnesota

Dear Mr. Blum:

Thank you for your letter of March 25, telling us that Mr. Loom would call on us to discuss our wood-preserving oil for your company.

Mr. Loom arrived in Portland yesterday and we enjoyed meeting him. During our discussion we answered all his inquiries and we believe he will recommend that you approve and use our oil.

Mr. Loom invited me to meet you in St. Paul and Mr. George Stone in Seattle. I have arranged to meet Mr. Stone in Seattle on Tuesday, April 1st, and will visit the treating plants with him.

My travel plans are now being made, and I hope to be in St. Paul about April 11-12. We are interested in proposing that you use our oil at Brainerd, Paradise, and Seattle, and we are prepared to make an attractive price to you if we can arrange a reasonable volume.

Yours truly,

PORTLAND GAS & COKE COMPANY

H. R. Sevkota

H. R. Sevkota
Products Sales Manager

HRS:ra

Air Mail/

CC- Mr. Loom

St. Paul, Minnesota
March 31, 1952

Mr. A. J. Loom:

With my letter March 18th I sent you copy of the Portland Gas and Coke Company brochure in connection with wood preserving oil. I am now attaching sheet for insertion in your copy as noted on top of page.

BERNARD BLUM

Chief Engineer

TRG/lmj
encl.

3659A

March 25, 1952

HAROLD R. SEYKOTA, Product Sales Manager
Portland Gas & Coke Company
Public Service Bldg.,
Portland, 4, Oregon

Dear Sir:

Acknowledging receipt of your letter of March 10 with the interesting brochure covering your wood preserving oil derived from petroleum tar.

I gave one copy to A. J. Loom, our General Superintendent of Timber Preservation, who called to my attention that you fortify your oil with 2% pentachlorophenol, which you consider makes it equal in value to coal tar creosote, from a toxic standpoint.

Mr. Loom is leaving Brainerd (Minnesota) today for a trip to the West Coast and I have asked him to call on you at Portland for a discussion of your proposition.

Very truly yours,

cc-Mr. A. J. Loom

bb/s Mr. Seykota sent me two copies of his brochure, so you may retain the copy I sent you.

N. P. 1386 12-24

TELEGRAM—BE BRIEF

TIME FILED

M.

St Paul, March 25, 1952 A J Loom - Brainerd

Man in Portland Gas Co. who wrote me is Harold R. Seykota. B-252

Blum

Brainerd, Minnesota, March 21st, 1952.

Mr. Bernard Blum:

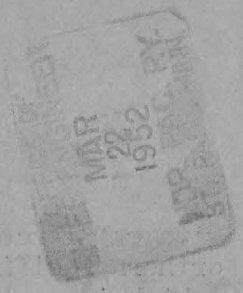
In reply to your letter of March 18th, with reference to the Portland Gas and Coke Company's application for Northern Pacific Railway Company's approval of their wood preserving oil, which is described in the accompanying brochure.

This oil differs from coal tar or creosote in that it is derived from petroleum. It is entirely different from the Wilkeson coal tar you refer to which was distilled by the Republic Creosoting Company at Quendall, Washington, for our use at Paradise in 1944.

The Portland Gas and Coke Company oil is said to have many of the same characteristics as creosote and they claim when fortified with 2% pentachlorophenol, it has equal wood preserving value. If so, economy of its use depends on price as you state.

I expect to obtain more information within the near future which I will submit to you with return of the brochure.

AJL/dm


MAR
1932

Saint Paul, March 18, 1952

MR. A. J. LOOM:

Attached is copy of a letter just received from the Portland Gas and Coke Co. with copy of the brochure accompanying the letter.

I do not know if the oil, gas, tar distillate is similar to the creosote derived fr m coal but undoubtedly you can tell from the report.

Whether or not there are economical features involved would have to be determined from the price quoted.

Does this material bear any resemblance to the coal tar that we were asked to take from the Tacoma plant that was operated for a couple of years on the tidelands adjacent to the Saint Paul and Tacoma Lumber Co.?

bb/s

att.

PORTLAND GAS & COKE COMPANY

Public Service Building

Portland 4, Oregon

March 10, 1952

Northern Pacific R. R. Co.
176 East 5th Street
St. Paul 1, Minnesota

Attention: Chief Engineer

Gentlemen:

This is to request that you include in your specifications a description of a wood-preserving oil manufactured by our company, and a statement that this oil is an acceptable wood preservative.

We suggest this authorization take the form of an approved alternate wood preserving oil.

We are sending 2 copies of a report which we have prepared and in which we have listed the many reasons why we believe our oil is a superior wood preservative. We trust you will take action to authorize the use of our product by those consumers who look to you for specifications.

Received 3/18/52

We will be pleased to receive your comments on this application.

Yours very truly,

PORTLAND GAS & COKE COMPANY

H. R. Seykota

Harold R. Seykota
Product Sales Manager

HRS:ra