APR 8 1963

SALESMAN'S CALL REPORT — ORGANIC CHEMICALS DIVISION

CUSTOMER NAME: Midland Ross Company

DATE OF CALL: 4-1-63

STREET ADDRESS:

REQUIRED CALLS THIS YEAR:

CITY, ZONE & STATE: Cleveland, Ohio

ACTUAL CALLS THIS YEAR:

OFFICE ROUTING — CHECK BOX

- ☐ MARKETING RSC.
- ☐ FINE CHEMICALS
- ☐ INTERMEDIATES
- ☐ PLASTICIZERS
- ☐ PETROLEUM CHEM.
- ☒ INDUSTRIAL FLUIDS
- ☐ AV. & SPC. FLUIDS
- ☐ RESIN MATERIALS
- ☐ PAPER CHEMICALS
- ☐ RUBBER CHEMICALS
- ☐ ADVERTISING DEPT
- ☐ FILE

EXTRA

☐ Attn. Dr. Emmet Kelly, St. Louis ←

☐

☐ NEW ACCOUNT COUNTY INDUSTRY

ACCOUNT PROFILE CHANGES — NAME, TITLE, ADDRESS, PHONE, ETC. — CHANGE REQUIRED CALLS TO ☐

MAILING LIST — ADD | RM | MP | MG | CODE NUMBERS

PRODUCT NAME | SUPPLIERS | QUANTITY

Total Potential: $

DICTATE ORDER OF ACTION FIRST — THEN PERSONAL CONTACT — PHONE — ACT

Interviewed Mr. Edmund Melgun, Chief Metalurgist.

OBJECTIVE: To answer inquiry from Melgun for an appt.

RESULTS Melgun said that 4 or 5 of their people had recently come down with an extreme case of dermatitis. The union headed by their safety man, Mr. Paul Waldo, has made a big issue of this. These men have been sent to Dr. Kenneth Burdick, Dept. of Dermatology, Cleveland Clinic, for examination, skin patch tests and diagnosis. He said he would also like as much toxicological data as we can provide. This has involved Mr. Melgun, Mr. Waldo and Mr. Art Chandler (Midland Ross safety engineer) for several days.

These men are not only coming in contact in their maintenance jobs with Pydraul F-9, but with a number of emulsifiable cutting oils and several other ingredients.

Dr. Kelly has been contacted by phone to handle this problem.

I will keep posted.

FILE	✓
Destroy	
JTG	
WHH	✓ ✓
MNJ	✓ ✓
REK	
RAM	
EPW	✓ ✓

DISTRICT OFFICE: Cleveland

SALESMAN: Dell [illegible]ston

DATE RECD: 4-3-63

DATE TYPED: 4-4-63

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DSW 586360

STLCOPCB4091694

DR. EMMET KELLY
ST. LOUIS

DSW 586361