

cc to Dr. R. A. Kenos ✓
" " Mr. H. R. Berge
" " Mr. L. R. Fleck

Mr. E. L. Shea

A. P. Murdock

October 18, 1954

Attached is Dr. Kenoe's letter regarding the proposal by the Jersey Medical Director that we change our method of operations.

We in Sales agree with Dr. Kenoe that we should not make any substantial change in our present method of operation. We certainly cannot treat one group of customers, particularly the Jersey group, any different than all others and we agree with Dr. Kenoe that any move to release our supervision in this important area may be difficult to stop.

Of all the field services which we perform, we believe our medical assistance has grown to be as well accepted as any, and all of our customers feel that we do a good job and are helpful in this work. I am inclined to believe that Dr. Kenoe and Dr. Page will be able to settle their apparent differences of opinion and, unless that fails, we see no reason to make any change in our plan of operation.

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