

WALTER D. FULLER  
C O M P A N Y

February 18, 1960

Mr. S. B. Ashmead  
609 E. Sedgwick Street  
Philadelphia 19, Pa.

Dear Mr. Ashmead:

This letter is sent you as our assurance that we have now completed the process of registering you with us as a specialist.

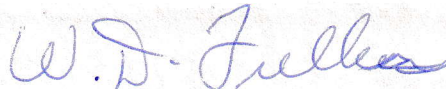
We have had satisfactory replies from your references. This letter, therefore, is merely a note telling you that you are now very definitely on our list.

When one of our clients calls for a specialist with requirements that fall in your category, we shall automatically present your resume to him (possibly with others who are in the same category).

Please let us know if there is any time that you are not available for an assignment or if you have a change of address.

We hope that we shall be able to successfully work together along the lines that we have discussed.

Yours very truly,



Walter D. Fuller  
President

WDF/E



PUBLIC LEDGER BUILDING, PHILADELPHIA 6, PENNSYLVANIA Tel. MArket 7-5531

*An organization for supplying experienced business specialists for part and full time management and staff assignments.*

**CHERRY-BURRELL**  
CORPORATION822 WEST WASHINGTON BOULEVARD  
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February 15, 1960  
OKB:GCS. B. Ashmead  
609 East Sedgwick St.  
Philadelphia 19, Pennsylvania

Dear Sam:

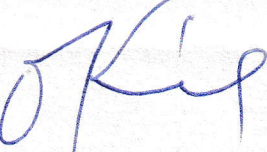
I was certainly glad to see that you are taking steps to join the management consultants group with Walter D. Fuller Company.

It is my hope that their checking up will result in your being retained by them and that you will receive their questionnaires for preparation.

Attached is a Thermo-Fax copy of the form they sent to me, together with my answers.

Best of luck.

Very truly yours,



O. K. Burrows

# WALTER D. FULLER

COMPANY

February 11, 1960

February 18, 1960

Mr. O. K. Burrows  
216 Crane Ave.,  
Elmhurst, Ill.

re: S. B. Ashmead - 2033  
609 E. Sedgwick St.  
Philadelphia 19, Pa.

Dear Mr. Burrows:

The above named applicant has recently registered his name with us as a possible business specialist. Our activities are described in the enclosed literature. This applicant mentions your name as one who is familiar with his activities and abilities. If you will kindly answer the following questions, it will be helpful both to him and to us in making his services available to our clients. All information given to us will be held in confidence.

WALTER D. FULLER COMPANY

What have been his principal activities? Branch Manager - Philadelphia Territory - Supervising 8 salesmen and branch personnel -- dairy equipment and supplies distribution.

Within the categories you have just mentioned, which are those which you regard him as most proficient? Excellent Administrative Branch Manager.

Previously Advertising Manager Cherry-Bassett Corporation.

Does he have the initiative and originality to devise better methods of operation in his particular field? Yes -- He has initiative and originality, with keen analytical mind.

Does he concentrate on the immediate problems before him? Definitely.

Is his health generally good? Has been in excellent mental and physical condition.

Does he get along well with people? Good customer and employee relationships.

Would you hire him if you had need for his services? Yes -- Immediately.

Are there any significant features that we should know about him in order that any work assigned to him may be expeditiously completed, which of course will result in his benefit and also that of our client? Please use reverse side of page, if needed.

Excellent consultant in territorial potential analysis, sales training, inventory control and warehousing, analysis for credit approvals, good industrial copywriter.



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