

(COPY)

Dr. Forrest C. Allen, Director
of Physical Education and Recreation
University of Kansas
Lawrence, Kansas

Dear Dr. Allen:

Roy Weinzettel has referred to me your letter of Nov. 6, requesting current information on the price of our #13M horizontal bar with solid steel bars.

Your letter states that this unit is listed at \$14.00 in our catalog MD-1, but we believe this to be a typographical error inasmuch as it is listed at \$74.00 in that catalog. However, this catalog has been superseded by our #MD-2 and, under separate cover, we are sending to you this later catalog, together with our price list #100. You will note that in this new price list, on page 8, the #13M full guyed floor horizontal bar with solid steel bar lists at \$112.00 with a shipping weight of 150 lbs. Your discount from this list would be 20%, which is your f.o.b. St. Louis cost. In the event you desire to order this unit, we suggest that you have a tax exemption certificate executed and have it accompany the order which will eliminate the necessity of our adding the Federal Excise Tax to your invoice.

The price which we have quoted above does include the floor plates necessary for attachment of this unit to the floor.

If we may give you additional information on this or any other piece of our equipment, please write us.

Yours very truly

FRED MEDART MANUFACTURING CO.

(Signed)

G.W. Crosnoe
Manager, Merchandising Division