

May 17, 1938.

Mr. C. Korte,  
The Bask-O-Lite Company,  
New Albany, Indiana.

Dear Mr. Korte:

On March 25th you wrote me, enclosing a bill for one set of Bask-O-Lite goals. You listed the goals at \$69.50. The business office here at the University held up the payment because they thought the price was out of reason.

In view of the fact that you had been kind enough heretofore to furnish goals, I imagine they still thought you were Santa Claus.

The reason I did order the new goals, Mr. Korte, was because the old ones were not working and as we were boosting the Bask-O-Lite goals it would make us look bad to play games when the switches continually got out of order. You had told me about the newer goals and how you had perfected a switch that would not get out of order, and that was the reason I ordered them.

I had no authorization for ordering them, but I was sure that you would do the right thing by us, and I know you will. Would you be willing to make a discount of 33 1/3%? If you will send the bill to me in duplicate, showing the list price with the discount, and I will submit the bill with my approval. I have a feeling that they will pay it. You can understand how this misunderstanding would come up in the minds of those in the business office, as they had never been asked to pay for the other previous consignments.

With every good wish, I am

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

FCA:AH