

PRODUCTS

CALA-TAR-LOTION

(REG. U. S. PAT. OFF.)

TAN-O-PHENE

Phen-Io-Men

(REG. U. S. PAT. OFF.)

CALCI-REX

THE THAYER CHEMICAL COMPANY

MANUFACTURING CHEMISTS

P. O. Box 2134

FRESNO, CALIFORNIA

July 18, 1940.

Dr. F. C. Allen
Basketball Coach
University of Kansas
Lawrence, Kansas.

Dear Doctor Allen:

In checking over our records your name was called to my attention as a user of PHEN-IO-MEN. It has been a long time since I have called on you personally and discussed my product with you. I formerly called on you when our laboratory was located at Topeka Kansas.

I believe your last order was purchased in October of 1937 and was for two pints of PHEN-IO-MEN. No doubt your supply is now depleted and I would be pleased to mail you any quantity you may desire.

PHEN-IO-MEN costs \$1.75 per pint and \$11.00 per gallon. One ounce applicator bottles are \$3.00 per doz.

Dr. Allen I would like to know if there is any publication which gives a list of Coaches, Athletic Directors, Physical Education Heads of the various Colleges and Universities in the United States? I desire to contact these people on my PHEN-IO-MEN and thought perhaps some sort of a list was published. Any information which you may be able to give me on the above will be greatly appreciated.

I believe you told me at our last meeting that you used my product PHEN-IO-MEN as a throat swab and like it very much for this purpose. I wonder if you would be willing to write me a little testimonial telling FRANKLY what you thought of my PHEN-IO-MEN, bringing in several ways in which you have used it, results obtained, etc.

If you care to do this for me I will greatly appreciate the favor and will be glad to mail you a pint of PHEN-IO-MEN for your personal use, gratis. I realize Dr. Allen that you are well known as a basketball Coach and Athletic Director in the Middle West, also as a good SPORTSMAN, and this is the reason I would like to have your testimonial.

Trusting I may soon hear from you and thanking you for the courtesies extended to me in the past I remain,

Very truly yours

Chas. A. Thayer

CAT/meg.