

July 23, 1940.

Mr. Charles A. Thayer,
Thayer Chemical Co.,
P. O. Box 2134,
Fresno, California.

Dear Mr. Thayer:

Answering your inquiry of the 18th instant, the Athletic Journal, 6858 Glenwood Avenue, Chicago, Illinois, has a list of athletic coaches, directors and physical education heads for a mailing list. I am not sure for what sum they sell it.

You might write the Cramer Chemical Company at Gardner, Kansas, and they might furnish you one very much cheaper. I believe if you write to Frank or Charles Cramer and tell them you wrote me and that I suggested you write them they might send you some sort of a mailing list gratis or perhaps cheaper than the Athletic Journal would.

Yes, I am very fond of Phen-Io-Men. I use it on the basketball players and have asked Dean Mesmith, the trainer here, to send you a requisition for some when he returns from his vacation. I notice that the pints are \$1.75 and I will suggest that we get at least several of these for our winter's need.

I am enclosing a testimonial that you may use in marketing your product. If you care to mail me a pint at your pleasure I assure you I will be very glad to use it in the family.

With all good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH