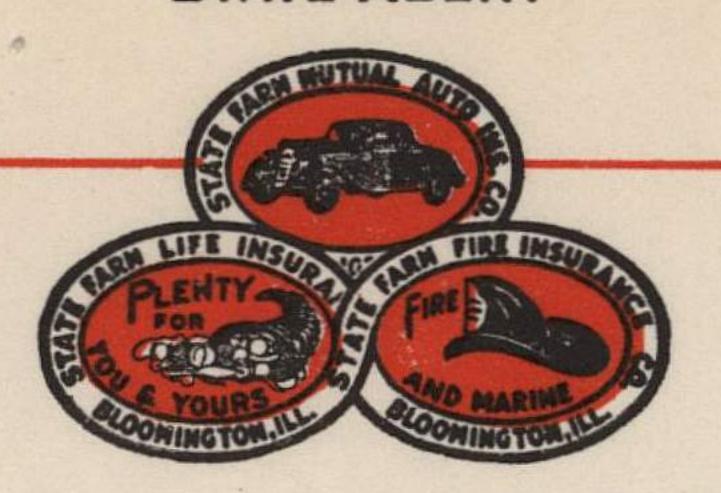
GOLDEN STATE AGENCY STATE AGENT



A. M. STANLEY STATE DIRECTOR



STATE FARM INSURANCE COMPANIES

BLOOMINGTON ILLINOIS
BERKELEY, CALIFORNIA

June 23, 1939

Mr. Forrest Allen
Basketball Coach
University of Kansas
Lawrence, Kansas

Dear Mr. Allen:

Mr. Bob White, who has applied to us for a position on the sales force of the State Farm Insurance Companies, has given us permission to refer to you.

We would very much appreciate hearing from you, giving us whatever information you are able as to Mr. White's integrity and ability, and particularly with reference to his ability and personality in relation to direct sales work.

Whatever information you are able to furnish us will be of material assistance. We are enclosing a stamped self-addressed envelope for your convenience.

Whenever we are able to reciprocate in any way we shall be very glad to do so.

Yours sincerely,

GOLDEN STATE AGENCY, IN

A. M. Stalley, State Director

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