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May 15, 1938.

Waterbury Chemical Company,
127 West 18th Street,
New York City, N.Y.

Dear Sirs:

Mr. Glenn Oatman, a graduate of the University of Kansas, and the Missouri State Amateur Golf Champion of 1937, is our varsity golf coach here at the University this year. He was captain of our varsity golf team last year. Oatman weighs but 118 pounds and he is hoping to get into the National championship play this year.

While playing golf with him the other day I suggested that if he would take Waterbury's Compound that I am sure he would build up his physique decidedly. I informed him of what I had done with my varsity basketball players by giving them Waterbury's Compound with creosote last winter during the flu epidemic. We came through to win the Big Six championship, and I felt by building up their qualities of resistance with Waterbury's Compound that we did a big thing in keeping them in the game.

If you care to send me some samples as you have done heretofore, I will be very happy to see that Oatman is supplied with the necessary amount and will advise him as to the method to employ to build himself to a good physical condition for the coming golf season.

Very sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH