

February 15, 1938.

Mr. Charles Cramer,
Cramer Chemical Co.,
Gardner, Kansas.

Dear Chuck:

Thank you very much for your note. We have heard of these Stanley boys; in fact, we had heard of Ryden. While you may think me queer, I have never gone out after the boys. I have always felt that the alumni of the school were the best representatives to sell the University of Kansas to the boys.

Please do not think I am putting the pressure on you, Chuck, because I know you are selling athletic training commodities to different schools, and you couldn't do it, but that is not my motive in writing this. My motive is to show my appreciation for your interest, but I have never made a practice of contacting directly or indirectly the boys with super-athletic talent for the reason that the boy generally, after such a move by the coach, would consider that that was his chiefest gain that he got out of college, and in the majority of cases he becomes difficult to handle.

I want a boy that picks the University first. And then after he arrives he is determined to make the athletic team of his choice. Now, Chuck, isn't this an antiquated and foolish premise to work on in this day and age of proselyting? But it is actually the one that I work on. What boys I do get at Kansas I have because they first desire an education, and secondly some of them come to play basketball. But they come with the right idea in mind, and not an idea that somebody is going to cash out a dole to them on account of their athletic ability.

When I take the attitude that I have got to go get these boys to make my ball club, then I figure I am slipping as a coach.

Thank you so much, Chuck, for calling my attention to this boy. If the boy is interested in the University, you know darn well that I would love to have him, but if he is looking for a build-up on account of this athletic ability of his, which he is not, I am sure, then the biggest hustler will get him. Now, again, let me emphasize - don't misunderstand my letter. I appreciate your writing