

March 15, 1938.

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

Dear Chuck:

Thank you very much for your good letter of the 11th instant. I very much appreciate the fine stroke that you did for us in giving us an announcement on this coaching set-up. Even if there are no other issues, you have already done much to give this coaching course a favorable introduction, and I want to thank you for it.

I may call on you for the names in some of these states when I get a little further along in the organization. I am quite sure that your coverage is very complete, and it will be of great help to me. Thank you so much.

I quite agree with you that your advice is good. We should make the price high enough to keep out the undesirables, and not too high to attract those who really want to learn. I thought something about \$15.00 for both courses, or for one the same. Of course, naturally they would expect to get one for \$10 if they took two for \$15, and it may work out that way.

You tell Bill that he is enrolled and we are glad to have him without charge. It will be a great pleasure to have Bill in the class and I will use him as an assistant so that he will feel he is earning his way. Of course, I realize that he would not know enough to assist me in the technique, but he can assist on the door, checking enrollment, and so forth. There will be a lot of things that we can have him do, and we will be very happy to have him. We would not consider charging him a penny. Your kindness has already more than paid that. I do feel that he will get more out of this course than he will by attending some of the courses during the academic year.

With every good wish, I am

Appreciatively yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH