



HENRY J. WESELOH
MANAGING DIRECTOR



HOTEL SHAWNEE

SPRINGFIELD, OHIO

Sunday
11-6-38

Dr. F. C. Allen
Kansas Uni.,
Lawrence, Kan.

Dear Dr. Allen:

I finished reading your book last week. However I took it down to the factory with me in St. Louis and Mr. Seudder and Mr. Bischoff wanted to look it over. They will return it to you.

I enjoyed all of it - especially the stories in the last section.

I had a long talk with Mason Seudder, who owns Rawlings, about making some pads and braces for you.

He says he will be glad to do it and it works out very satisfactorily on items that you can patent. On other items the royalty runs the cost up so much that when the other manufacturers copy it, they have you beat in price.