

April 27, 1940.

Mr. Edward J. Medart, President,
Fred Medart Manufacturing Co.,
St. Louis, Missouri.

Dear Mr. Medart:

Your very good letter of April 23rd has been received, and I thank you for it. I wish to say that I can see your policy very clearly and I quite agree with it, in every detail. It is the only way that a great concern could be built.

However, I think I should say that when I received the letter from Mrs. MacCurdy I was not at all certain about the matter and I spoke to Roy about it in Kansas City, and he stated that he of course could not make the arrangements with Mrs. MacCurdy, but they could present me with a sample and I could send that on to her. Now, I do not want to embarrass him in the least, but I would not have made that arrangement with Mrs. MacCurdy had I not talked to Roy about it.

I had not understood your firm's policy when I talked to the Governor of Kansas at the dinner, and I thought this might be an additional boost for Goal-Hi. That was why I wrote the second letter that I did. Of course, now I can see how it would be impossible for your firm to do such a thing, and I quite agree with your policy. However, if Roy wants to follow out his statement made to me in Kansas City I will be happy to follow that suggestion, and I would like for you to mail one to Mrs. Leigh MacCurdy at the address given, and one to Governor Payne Ratner, at the executive mansion in Topeka, Kansas.

If you and Roy feel that I should pay for both of them, please bill me accordingly and I will send you a check. I want the freight sent collect in both cases.

I assure you that hereafter I will be well informed as to your policy and will be very happy to comply very strictly with the provisions. I can appreciate what a great expense