

FRED MEDART

MANUFACTURING CO.

POTOMAC AND DE KALB STREETS SAINT LOUIS, MO.

R. E. WEINZETTEL
SALES PROMOTION MANAGER

May 6, 1940

Dr. Forrest C. Allen
University of Kansas
Lawrence, Kansas

Dear Phog:

I returned to St. Louis from a long three and a half weeks trip to find the several pieces of correspondence between you and this office with reference to sample Goal-Hi standards, one for Mrs. MacCurdy and the other for Governor Ratner.

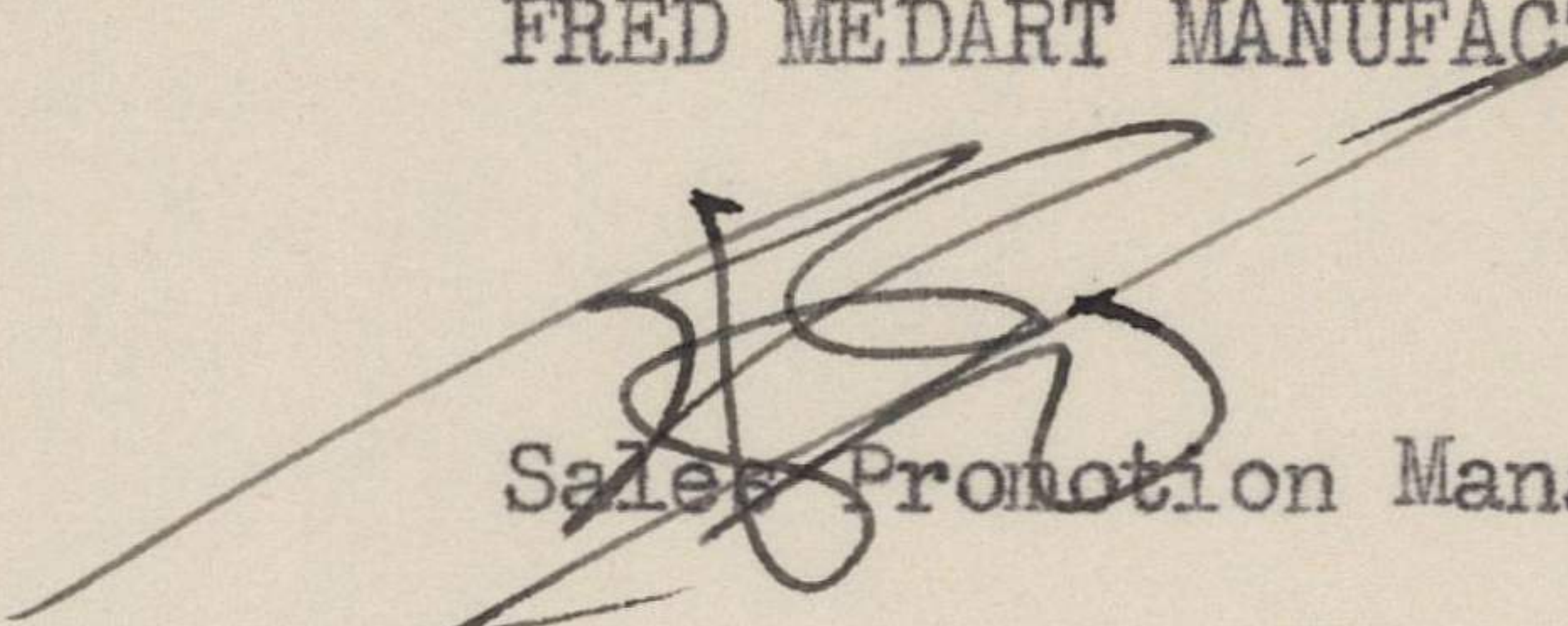
I have reviewed this correspondence and believe the best way for us to handle this is for us to go ahead with the shipment to Mrs. MacCurdy as promised you when I was in Kansas City, and inasmuch as you have apparently obligated yourself to Governor Ratner, I would suggest that we enter your order for one #907 Goal-Hi, to be shipped direct to the Governor, at our regular price less the usual discount to our sales representatives. In this way we can settle this matter without further delay, and I will ask that you kindly confirm this suggestion if it meets with your approval.

I am today writing Mrs. MacCurdy, asking her for a shipping address as I doubt very much whether she would want this Goal-Hi sample to be sent to her apartment. After all, it is quite a clumsy fixture for a modern apartment.

Kindest regards.

Cordially yours,

FRED MEDART MANUFACTURING CO.


Sales Promotion Manager

*Phog:
would bill
you -
that the
Gov. of
Canaan*

REW/AC