

FRED MEDART

MANUFACTURING Co.

POTOMAC AND DE KALB STREETS SAINT LOUIS, Mo.

R. E. WEINZETTEL
SALES PROMOTION MANAGER

January 10, 1940

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

Dear Phog:

As recently promised, I am enclosing our check in the amount of \$42.27 covering royalty due you on the sale of Goal-Hi equipment prior to January 1, 1940, as per the list of individual sales attached.

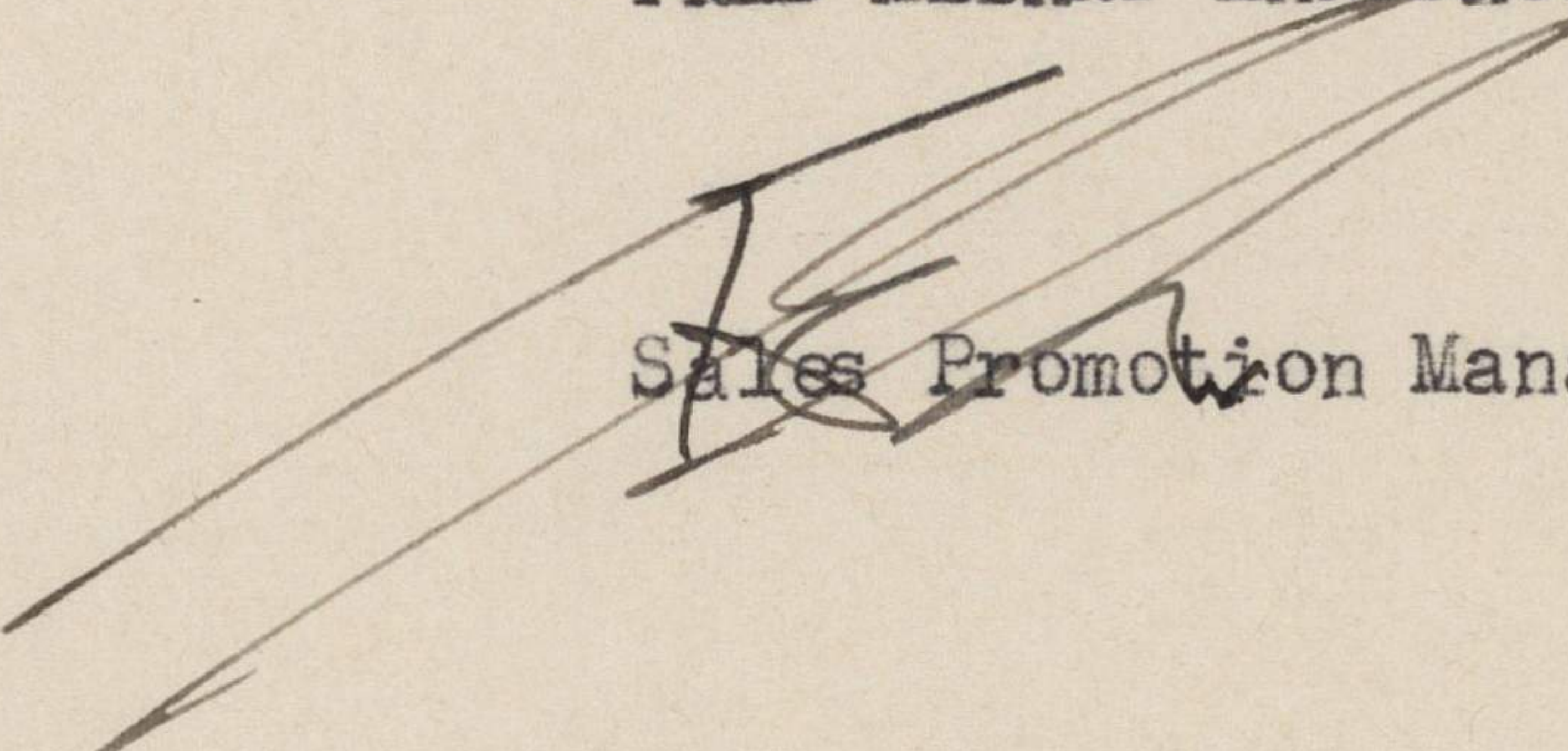
I am extremely pleased to forward our check to you and am sure this will be the forerunner of a check at regular intervals, each quarter throughout this year and the years to come. I am confident these checks are going to grow into healthy proportions without a great deal of delay as the attached royalty statement represents sales made as a result of only very limited sales effort.

You understand, of course, that our method of computing the net sales is on an f.o.b. St. Louis basis, which accounts for the difference in some instances between the various prices quoted, and further, in some cases we sold more than one of the standards to a customer.

Kindest regards.

Cordially yours,

FRED MEDART MANUFACTURING CO.


Sales Promotion Manager

REW/AC
Enc.