

January 30, 1940.

Mr. R. E. Weinzettel,
Medart Manufacturing Co.,
St. Louis, Missouri.

Dear Roy:

It looks as if the drinks are on me as far as Lowe & Campbell are concerned. I thought you people had contacted Lowe & Campbell. I quite agree with them that it is up to us as salesmen to sell them before they are expected to buy.

When are you going to take a flyer to Kansas City to see Mr. Royer? He is a good hard-boiled buyer, but you are an affable, aggressive salesman, so you two people should have a great time.

With all good wishes, I am

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH
Enc.