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January 26, 1940

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

Dear Doctor:

As Mr. Campbell is in Chicago, I opened your letter of the twenty-fourth which was directed to him.

Now I do not know anything about Goal-Hi or Uni-Goal, either, and I am inclined to think that Mr. Campbell is in exactly the same fix.

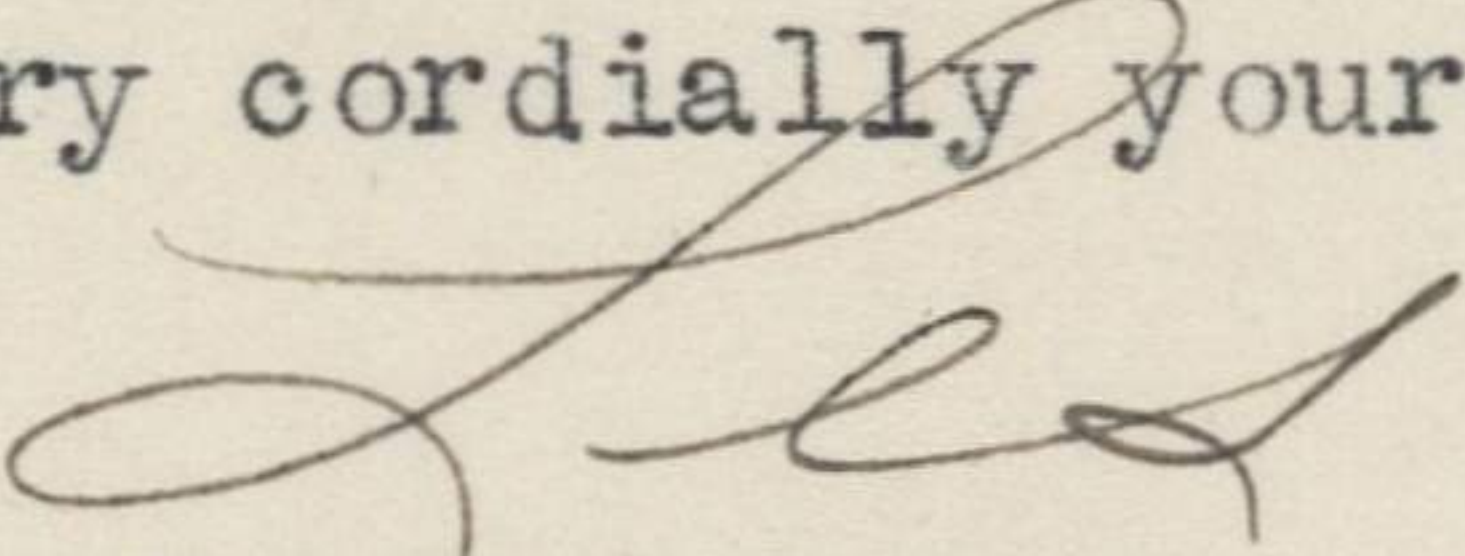
In talking to Karl Royer about this he tells me that Goal-Hi has never at any time been presented to us, either by you or by the Fred Medart Manufacturing Company, and he wonders how we could be expected to know very much about it. On the other hand, he has received literature on the Uni-Goal since some time past - he decided as far back as last July to make this addition to the line, but even then it was not included in the regular catalog. No stock is carried at any division, all sales being handled on a special order basis. Our salesmen are not pushing this item and I am certain that no more than half of them even know that we have such an item.

The first any of us heard about Goal-Hi was along in September or October when an article appeared in the Kansas City Star. We did not know then but that this was a game developed, and that the Uni-Goal was the device used for the game.

Honestly, now, "Phog", you are criticizing us for not handling something which has never been offered to us, either by you, the Fred Medart Manufacturing Company, or anyone else.

I will hold your letter for Mr. Campbell's return - I know he will deeply appreciate your personal attention to Dorothy Jean.

Very cordially yours,

  
Les R. Freeburg  
LOWE & CAMPBELL

LRF/rw