

February 3, 1940.

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

Dear Roy:

I just got a letter from D. Keedy Campbell, the big boy now in charge of Lowe & Campbell, since George C. Lowe, the president, had a heart attack a year or so ago.

They are rather pouring it on me now because no representative of Medart's has contacted them in any way in making an effort to sell them on this equipment. I presumed that you had had some contact with them, by mail, at least.

This fellow Royer is a hard-boiled baby, and unless you get to see him pretty soon they will pour it on me heavier than they have. So don't let any grass grow under your feet, if at all possible. And too, you know their account is a good one, but they will not catalog any stuff for next year unless the stuff is on the barrel-head pretty soon.

With all good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH