

FRED MEDART

MANUFACTURING Co.

POTOMAC AND DE KALB STREETS SAINT LOUIS, Mo.

Dict. Feb. 10

February 12, 1940

R. E. WEINZETTEL  
SALES PROMOTION MANAGER

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

Dear Phog:

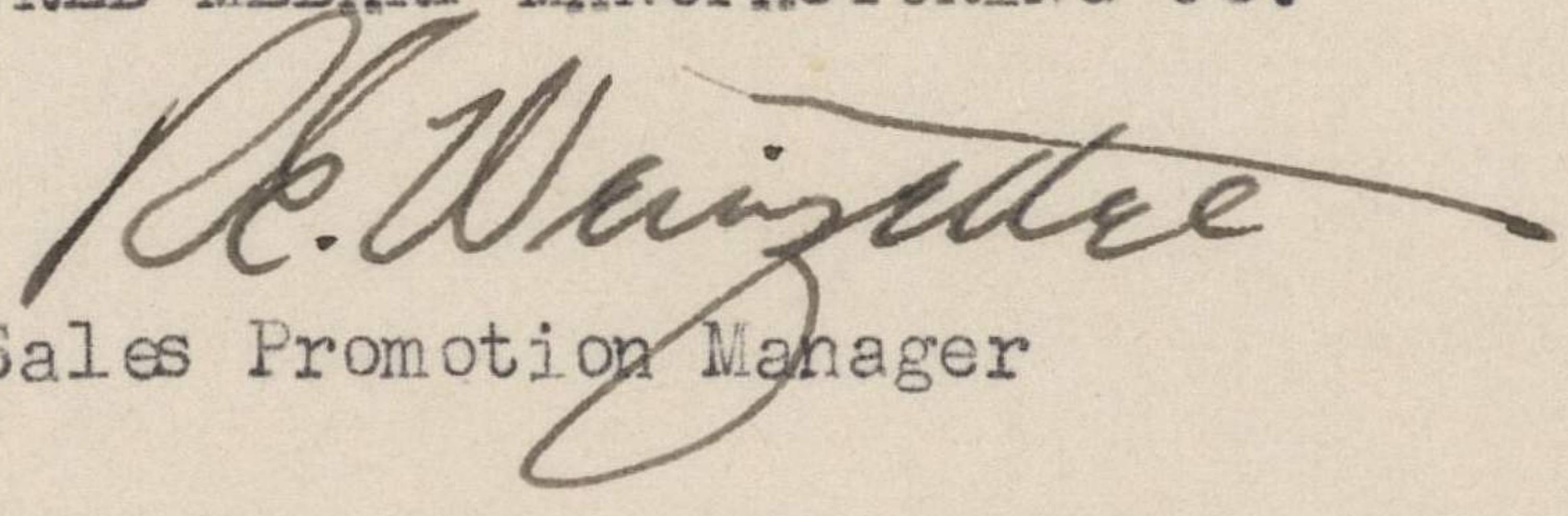
Have your letter of the 9th, and first of all, you owe me a drink, as you say, because I am going to see Lowe & Campbell Monday, February 12, and believe me I am going to make you buy me another drink, as I certainly want to line them up, as was the condition you named for that second drink.

There is no attempt at the moment to slow up Goal-Hi as far as marketing it is concerned, and everything is very promising. We are getting in a few orders each day and I have hoping around the country lining up District Sales Managers and having them come in to St. Louis, and I think I am about to lose my family. For example, I am going to Kansas City tomorrow, Sunday night, and will leave Kansas City Monday for Birmingham, Alabama, and then I come back to St. Louis for the N.E.A., and leave immediately for Boston in an attempt to line up New England. Things should be popping, Phog, as everybody seems to be very enthused about it, including buyers.

Kindest regards.

Cordially yours,

FRED MEDART MANUFACTURING CO.

  
Sales Promotion Manager

REW/AC