

December 3, 1937.

Mr. Henry Harper, Sr.,  
Plymouth, Indiana.

Dear Hank:

Your good friend, A. K. Richter, dropped by and wanted to know if I had used Skin-Ez on the athletes. I told him that I had turned this over to Elwyn Dees, our trainer, and asked that he use it and report back, but during football season he was so engrossed in getting the team in shape that he had little time for research or detail.

I did tell A. K. that I would again emphasize to Elwyn the necessity of trying this out, and he is doing so. I am using the other jar to experiment with, but have as yet not procured the guinea pig.

My son, Bobby, has some little trouble, but he has been using some stuff he got at Culver and I have not been able to talk him into using this. I have told him that I wanted him to use it, and he said, "But why should I, when this other does the work?" But I think I will have no difficulty, so I will be able to report in the near future.

I have every confidence that this will do the job because I have inspected and smelled the ingredients of this athletes' foot stopper quick, and I believe you have got something there.

Lots of success to you, Hank. And also tell A. K. that I will boost your combined products all that I can. I think we are going to like your shoes. We are playing our first game tonight against the frosh, and then we go into heavy duty next week with four straight game in four days. I am going to find out whether my men are iron men or mice. This ought to tell.

The Allen's love to the Harpers.

Fraternally,

Varsity Basketball Coach,  
Director of Physical Education.

FCA:AH