

December 6, 1937.

Mr. Henry M. Harper,
The R and H Medical Co.,
Plymouth, Indiana.

Dear Hank:

Doubtless our letters crossed in the mail. I explained to you why we have not made more definite progress, but I have asked Dees to give me an early report on your product, and I trust it will not be long.

The boys like your shoes fine, and I am sure that by their wearing them you will build up a demand from Snowden-Mize. Saturday, at our basketball rules interpretation meeting, Ray Noble, one of our last year's seniors, came to me and wanted to know where we purchased our shoes. I told him that we got them from Snowden-Mize and that they are the Wisco shoes. He said he was certainly going to write them right away, as he liked the shoes very much. So your shoe will go over well, and I trust that the Skin-Ez will go over as well.

Royer is a pretty tough buyer, with a lot of sales resistance, but I believe that you can do a good job with him. You tell him that I will endorse it very highly, and I will because it has some ingredients in it that other successful remedies have and doubtless you have one extra that the others do not have.

By Sutcliffe stocking and cataloging it you have one big break. Count on me for anything that I can do to boost your product.

My kindest regards to Keith Richter and your lovely family.

Fraternally yours,

Varsity Basketball Coach,
Director of Physical Education.

FCA:AH