

December 5, 1938.

Repair Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Sirs:

We recently sent you four basketballs for repair. Will you kindly fill out the enclosed bid form and return to this office so that we may send through an order for payment at once? The balls, of course, should be returned to the Department of Physical Education when they have been repaired.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.



GEORGE C. LOWE, PRESIDENT  
D. KEEDY CAMPBELL, V.P. & GEN. MGR.  
LES R. FREEBURG, VICE PRES. & TREAS.

ARNO F. HEINRICH, V.P. & FAC. SUPT.  
R. C. CAMPBELL, VICE PRESIDENT  
KARL H. ROYER, MDSE. MANAGER

LOREN V. BROWN, SALES MANAGER  
REED G. GENTRY, GENERAL AUDITOR  
KEITH W. DANCY, CREDIT MANAGER

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# LOWE & CAMPBELL

## ATHLETIC GOODS CO.

WHOLESALE                      MANUFACTURING                      RETAIL

BOSTON, MASS.  
DALLAS, TEXAS  
CHICAGO, ILL.  
ST. PAUL, MINN.  
ST. LOUIS, MO.  
DETROIT, MICH.  
DENVER, COLO.  
SYRACUSE, N.Y.  
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CHARLOTTE, N.C.

1509-11-13 BALTIMORE AVE.,  
**KANSAS CITY, Mo.**

November 30, 1938

Dr. F. C. Allen, Basketball Coach,  
University of Kansas,  
Lawrence, Kansas.

Dear Dr. Allen,

On the order No. 2728 sent to us by Mr. Mandeville we shipped ten pairs of B56S shoes and two pairs of B52S shoes in the large sizes. This included everything except three pairs in size 10 and five in size 10 $\frac{1}{2}$  which we cannot supply. It is doubtful if these shoes will be available inasmuch as we are not likely to get any more of the "seconds" shoes this season. We presume you could not wait long for additional "seconds" shoes and if you want us to send the regular "All-Star" shoes will you please let us know?

Yours very truly,

LOWE & CAMPBELL ATHLETIC GOODS CO.

  
Paul Fairhurst - Order Supervisor

PF: JL



January 18, 1939.

Mr. Paul Fairhurst,  
Order Supervisor,  
Lowe & Campbell Athletic Goods Co.,  
Kansas City, Missouri.

Dear Paul:

Mr. Falkenstien has turned over to this office your letter of the 16th instant regarding the soccer and volley balls which were sent in to your firm for repair.

The volley ball which you received last Saturday was sent in for repair, and I am enclosing a big sheet on this item. Will you kindly return it to this office at once so that the order may go through for the repair of this ball?

The order which has gone through for the repair on the soccer ball is all right, and you may proceed with the work on this ball.

I trust this will explain the situation to you.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.



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1509-11-13 BALTIMORE AVE.,  
KANSAS CITY, MO.

January 16, 1939

Mr. E. L. Falkenstein, Secy.,  
University of Kansas,  
Lawrence, Kansas.

Dear Mr. Falkenstein:

It looks like we are in trouble on the recent bid which we submitted on the repair work on one volley ball. This work was ordered on the University of Kansas order No. 1882.


At the time we bid on this, two balls were on hand but they were soccer balls. We thought the quotation request was written for a price on the repair work on two volley balls by mistake and bid on repair work on the soccer balls. Saturday we received one volley ball from the University which made it appear to us that possibly the repair work should have been quoted on the volley ball. Anyway, you can appreciate the fact that we do not know whether to go ahead with the soccer ball repair work or if this work should be done on the volley ball just received. Can you put us straight on this or turn this over to someone who can tell us just what should be done?

The volley ball received has not been checked so we do not know yet what it would cost to fix it but there is a good chance that the price will be more than 45¢, the amount quoted for the repair of the soccer ball received earlier.

The tennis darts and shuttlecocks on order No. 1882 went forward by mail today.

Very truly yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

  
Paul Fairhurst - Order Supervisor.

PF:CG







January 12, 1939.

Order Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Sirs:

Will you kindly send me one basketball goal,  
#BS25? I am enclosing check for \$2.75, which I  
trust will cover the cost of the goal in addition  
to the postage. If there are additional charges  
I shall be glad to reimburse you.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

FCA:AH  
Enc.



March 3, 1939.

Mr. L. R. Freeburg,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Les:

I find on investigation that the Narragansett people have a manometer on the market which sells at \$20.00. I believe there is a 25% discount to schools.

These devices are used more extensively by athletic clubs, Y.M.C.A.'s and such groups, although in universities and colleges the research people use them in physical education. For a time they were quite popular in testing programs; then this popularity died down for a while, and now they are again being used by the teachers. Of course, their use depends much upon the training the teacher has had.

Most of the high schools and smaller colleges have not had funds to buy this equipment, which they could get along without. I could not say what success you would have with them, but I do not believe it advisable to stock up very heavily with the manometers. Of course the price you mention in your letter (\$12.00) is somewhat more within the reach of many of the school budgets.

I do not know that I have given you much information, but if there is anything more that I can do I shall be glad to have you call on me.

Very sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

FCA:AH



Manuometer ---

Narragansett price is \$20. (with 25% discount -  
price to us would be \$15.00)

The one we have on hand is very old and out  
of date.

Dr. Lapp says they have not been used much  
in schools in the Middle West - possibly more  
in the East. For a time they were quite popular  
in testing programs; then this popularity died  
down for a while, and now they are again being  
used by the teachers. Much depends on the train-  
ing the teachers have had.



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1509-11-13 BALTIMORE AVE.,  
**KANSAS CITY, MO.**

February 27, 1939

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

Dear Doctor:

Every once in a while we have to call upon one of our good friends for some information.

There is a small firm in the east manufacturing Manuometers, and we have an opportunity to take over the distribution of their product. Now we admit that we don't know any more about Manuometers than an Eskimo about water polo, so we have to holler for help.

Are these devices used to any extent by the physical education departments of the universities? Of colleges? Of high schools?

Is there any firm now soliciting the business of these physical education departments on such items?

The attached circular gives a description of the Manuometer which we are considering - from this description does the device appear to be practical? Have you any idea as to what would be a fair price on such an item? Some of these have been sold to the schools in the east direct by the makers at the \$12.00 price - in your opinion is this too high or too low?

Any suggestions which you may have to offer will be much appreciated.

Very cordially yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

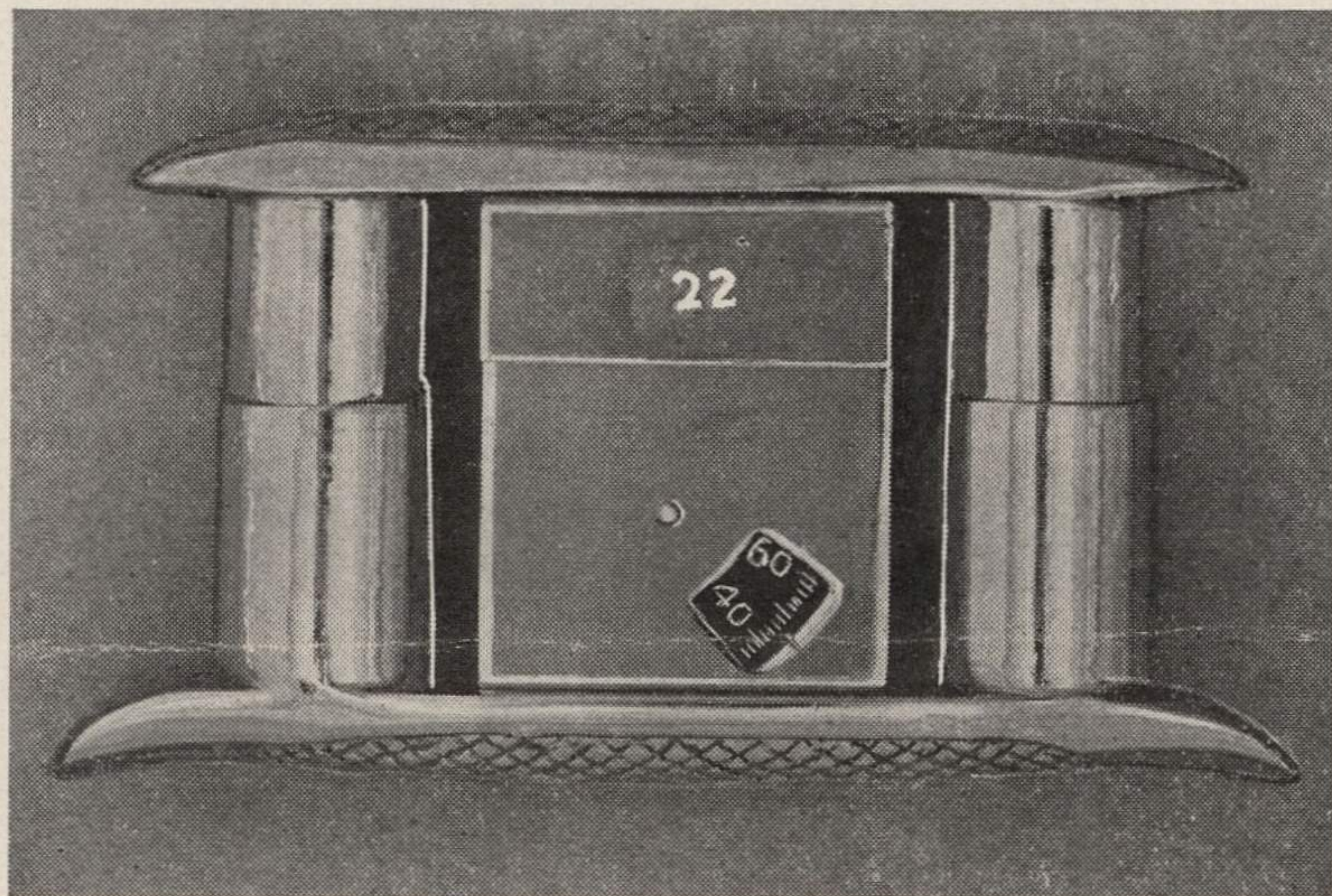
*Les Freeburg*  
L. R. Freeburg  
Vice-President

LRF/rw  
Encl.



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# MANUOMETER



PRICE \$12.00

This is to introduce the *Manuometer* of the Tell Tester Co. We have experimented for three months and have improved and perfected the *Manuometer* that we now have for sale.

This instrument is used and approved by leading physical instructors and physician's of the Eastern States.

The *Manuometer* is used in the new P. F. I., program in High Schools, Colleges, Universities, Y. M. C. A.'s, Camps etc. to determine the physical fitness of the individual.

The *Manuometer* is also used to determine (*changes*) in physical condition in children and adults.



**TELL TESTER CO.**

*Manufacturers Of*

**TESTING APPARATUS**





March 3, 1939

Repair Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Mo.

Dear Sirs:

Under separate cover we are sending for repair 2 basketballs and 2 boxing gloves. Will you kindly fill out the enclosed bid sheet for the cost of this repairing, and return the sheet to this office at an early date? The purchase order will go through immediately after we receive your bid.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.



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FRED J. BOWMAN, SECRETARY

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1509-11-13 BALTIMORE AVE.,  
KANSAS CITY, Mo.

March 4, 1939

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

Dear Doctor:

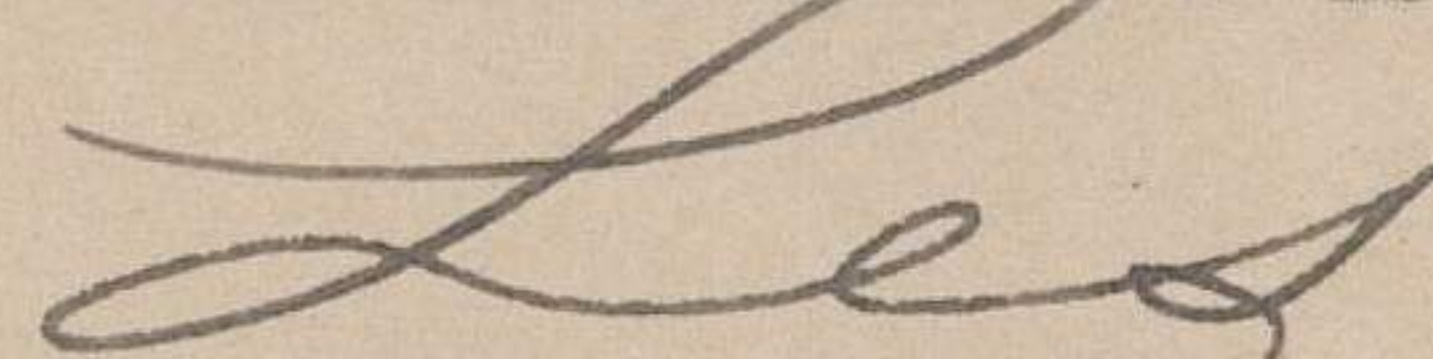
The information you have given me regarding Manometers checks with other information I have received regarding this article, and I think you have made a very clear analysis of the merchandising possibilities.

We will not put in any big stock of these, but will probably run a picture and a description in "The Coach" and then see what the reaction is.

The trouble you took to go into detail in your reply is appreciated very much.

Very cordially yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

  
L. R. Freeburg  
Vice-President

LRF/rw



March 14, 1939.

Order Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Mo.

Dear Sirs:

Mr. Falkenstien, of the Athletic Office, has turned over to me your letter of March 11, together with your order #1 D 474 R, which I am enclosing herewith. I believe if you will fill out the enclosed "bid sheet" for the amount shown on this bill, and return the same to us, that we will be able to send through the item for payment. I regret that this bill has not been taken care of before.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.



March 16, 1939.

Order Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Sirs:

We are sending under separate cover the following  
items for repair:

1 basketball  
2 volley balls

Will you kindly fill out the enclosed bid sheet  
on these items, and also the other items which we wish  
to order, and return the quotation to this office at  
your early convenience? Thank you.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.



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1509-11-13 BALTIMORE AVE.,  
**KANSAS CITY, MO.**

March 24, 1939

Dr. Forrest C. Allen,  
Director of Physical Education,  
University of Kansas,  
Lawrence, Kansas.

Dear Dr. Allen:

The rubber darts of the type you received on order #2627 are the only items of this kind that we have in our stock. Sorry to be unable to send any other darts or better quality darts but this is the only one we are handling and trying to get anything else for you would mean some delay and additional expense and we doubt if it would be advisable to try to get them. Just as soon as the darts you are returning are received we will give you full credit for them.

Very truly yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

  
Paul Fairhurst - Order Supervisor

PF: JL



March 22, 1939.

Order Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Sirs:

Under separate cover we are returning the rubber suction darts (one dozen) which we recently ordered from your firm. Our people who were to use these darts for instruction in class find it impossible to use the darts as they will not stick to the board when thrown, and also the wood shaft and the rubber cups will not stay together. Do you have any rubber suction darts that will cling to the dart board when thrown? If not, we should like to get credit for the ones returned.

Sincerely yours,

Director of Physical Education.