

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