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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.