

Now, as far as merely being paid for an autographed ball, I have never been in that sort of a racket, and I do not ever want to be. I remember you saying that your firm was going to discontinue all coaches names on equipment, but this has not been done, nor is it being done at the present time, so that sort of an argument doesn't hold water with me.

You will remember that I had a "Phog Allen" war bag, a "Phog Allen" basketball score book, a "Phog Allen" ball, a "Phog Allen" shoe, and several other features. I appeared before the Lowe and Campbell salesmen a number of times and endeavored to do everything that I could, not as much to help myself as it was to contribute to a part of the Lowe and Campbell sales setup.

I do not feel that Lowe and Campbell owe me anything, but I certainly do feel that I do not owe Lowe and Campbell a single penny for any money that was paid me.

I remember when I was in Dallas a few years ago that Dee Ford told me the summer I appeared before the whole Lowe and Campbell sales force and instructed the salesmen in the use of the material in the "Phog Allen" war bag that he had sold all of his stuff (and he sold a lot of it) on the instruction that we gave him then. It was not long until Cramer started making a kit, and I think they paid me the royalty that Lowe and Campbell used to pay on the war bag. I think they paid me about \$4 or \$5, and then discontinued the payments, and I got nothing out of it.

Perhaps in business a fellow has to be cold steel, but I have never worked at it that way. I am very sorry for the misunderstanding on the subject, and I felt all along that the minimum paid on the ball was the minimum paid on any ball. In fact, it is the only minimum I know of that small that was paid on a ball, but I did not think anything of it because I was wanting to contribute my part and was not trying to levy an assessment that would be in the nature of a graft for an autograph. I will drop in, but I do not feel very happy about the matter.

You will perhaps remember that the only communication I have ever had in the matter is when I dropped into your place, except on one or two occasions when the check went out there was just a short statement that they were discontinuing this or that. In the light of our many years of doing business I feel like there should have been a more ample explanation of such business situations.

Very cordially yours,

William

FCA:AH

Varsity Basketball Coach,
Director of Physical Education.