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

October 11, 1937

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

Dear Doctor:

Since writing to you earlier in the day I have checked with Arno regarding the quality of the sample gym trousers.

Not by way of argument at all, but merely for the purpose of information, I am giving you the following particulars: the Rawlings trousers are made from a material which Arno identifies as Libby-Hoff Flannel, and in this particular grade it consists of a cotton warp with a shoddy fill.

The material used in the samples which were made in our factory was a Dodge-Davis Flannel, which in this particular grade is a cotton warp with a mixed shoddy and live wool fill. The main difference, therefore, is that the Dodge-Davis has some live wool in the goods while the Libby-Hoff does not.

The present market quotations on the Libby-Hoff in this particular grade is 95¢ a yard - the Dodge-Davis is \$1.05 a yard.

Arno also contends that there is a decided difference in the pattern and he suggests that you try on both of the samples and compare the fit. He says he tried on the Rawlings samples on one of his boys here in the factory and that he noticed the same tendency which is common in all trousers of low priced construction - the legs will twist.

There is a difference in the workmanship all the way through which would probably account for a 20¢ differential per pair on the labor charges. This is something, of course, which cannot be definitely determined, but Arno at least puts it forth as a conservative guess. This doesn't mean that Rawlings use a cheaper class of labor than we do but that there is that much difference in the character of workmanship.

I am enclosing two pieces of flannel - one of these - the white one - is a Libby-Hoff in the same grade as the sample made by