

With very few exceptions, Lowe & Campbell have always delivered the goods not only on time but just a little ahead of our schedule.

I say this in view of the letter that I wrote Les about this garment, as I have been pressing strenuously to get this before our majors. I even made a special trip, as you know, down to Kansas City to talk with you when I brought along the Rawlings garment. I have so much confidence in you and your firm that my first thought, when I am in any dilemma, is to consult you people for advice. And since we are just starting this majors setup in physical education I wanted everything to be at its very best.

The type of letter that you have written shows that you are willing to get the business on your merits rather than any personal or friendship pull. And this is most pleasing to an individual who is advising other people to spend their money.

Thank you, Keedy, for your fine letter.

Very cordially yours,

FCA:AH

Director of Physical Education.