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

October 13, 1937

Dr. F. C. Allen,
University of Kansas,
Lawrence, Kansas.

My dear "Phog":

I have just read your letter of the 12th that you have written to Les Freeburg. I am sorry we could not duplicate the flannel offered you by the Rawlings Manufacturing Co.

Personally I agree with you that the flannel they used in their garment had a better appearance than the one we presented to you. I really believe this situation is about as follows:

You wrote to Rawlings for these items and probably they were told about how many you would need. They may have had a small amount of this flannel in stock that they were willing to use up on this order of yours, as they didn't have enough of the material maybe to list in their catalog. We often run into situations of this kind ourselves.

They accordingly made these garments up and made a good price on them because the stock on hand was more or less of a remnant.

Actually, I believe if you picked the thing to pieces or rather if we had it done by experts, they would tell us that so far as quality is concerned our flannel was as good or better. As Arno points out, the Rawlings' flannel is "fulled" and has considerable shoddy in it; however, this can be ironed down and made to look very good.

I just want to say, though, that I appreciate your giving us this opportunity to get this business; and I think it is just a little piece of unfortunate bad luck that we cannot meet the situation. There is always a distinct advantage, I think, too, in the fellow who submits the first samples in a situation of this kind.

I think your answer to the matter is O.K., and that is let the students select what they like best, although I don't think there is a chance in the world of our getting the business because I think if I were the student I'd pick the Rawlings' flannel, too.

Just the same, I thank you.

Very truly,

A large, stylized handwritten signature in dark ink, which appears to read 'Les R. Freeburg'. The signature is written over the 'Very truly,' text.

DKC:AM