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

October 15, 1937

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

My dear "Phog":

I must admit I was surprised at your letter of the 14th but naturally very much pleased. When I started my letter to you the other day I thought at first I would go into a rather lengthy discourse on this material proposition; but while dictating it decided to change my tune.

Now, however, that you tell me that the order is coming our way anyhow, I am going to make just a little further explanation of this material business. In the first place, Arno Heinrich has been handling flannels now for more than fifteen years--that is, flannels of this particular sort, such as we use for athletic purposes. He knows his stuff, and I'd be safe to say that he knows it better than Mr. Carl would who runs a clothing business and sells an entirely different type of material.

On outside appearance, the Rawlings' flannel did look better but, as Arno pointed out to me, the warp of the material had a shoddy wool worked into it. Shoddy, you know, means the short fluffy part of the wool and not the long strands which insure wearing quality.

Another thing about the Rawlings type of flannel is that after being worn it will fluff up and have a much rougher appearance, whereas our harder finish goods will look just the same so long as the garment lasts.

Arno also brought out the fact to me that he has tried this Rawlings pants on one of his boys and he didn't think much of the fit, and that he knew ours was a better pattern; but in view of the fact that you all felt the appearance was so much better, I didn't dwell on this subject, either. I am glad to note that you found that our pants did have the better fit.

Well anyway, I want to say again that I do appreciate your efforts in our behalf. Now I thought when I dictated the above that the final choice had been made on our pants, but I see further down in your letter that it must now be submitted to the boys themselves.