

November 22, 1937.

Mr. Karl Royer,  
Merchandise Manager,  
Lowe and Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Karl:

In your letter of November 11th you stated in the last paragraph, "We do not have any basketballs in our line any more with your name and haven't had for some time, so of course there is no royalty due on this item."

If my memory serves me correctly, I gave Frank Mandeville an order for two dozen Fhog Allen basketballs, one dozen of which we are using now, and the other dozen which will be shipped soon. I am wondering if you are acquainted with this shipment and where you got these balls you shipped, and where you are to get the last dozen that you are to ship.

Very cordially yours,

FCA:AH

Director of Physical Education.



December 8, 1937.

Repair Department,  
Lowe and Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Sirs:

Under separate cover we are sending two  
badminton rackets to be restrung.

We are planning to use these rackets in  
a game next Monday night, December 13, and would greatly  
appreciate it if they could be returned to us in time for  
that game. Please address them to the Department of  
Physical Education, room 105 Robinson Gymnasium, University  
of Kansas.

Sincerely yours,

Director of Physical Education.



December 9, 1937.

Mr. Paul Fairhurst,  
Order Supervisor,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Ave.,  
Kansas City, Mo.

Dear Paul:

I have your letter of December 8th concerning the two orders for Clock Timers.

These are not duplicate orders. The two M370 Timers were ordered through this office to be used for Intramurals, and as you have indicated on the bill are to be paid for from Intramural funds.

Purchase Order #2599 for one ~~610th~~ timer is an additional order sent from the Athletic Association. This clock is to be used for varsity games. We should appreciate, of course, having it here for use at our game Monday night.

Sincerely yours,

Varsity Basketball Coach,  
Director of Physical Education.



GEORGE C. LOWE, PRESIDENT  
D. KEEDY CAMPBELL, V.P. & GEN. MGR.  
LES R. FREEBURG, VICE PRES. & TREAS.

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# LOWE & CAMPBELL

## ATHLETIC GOODS CO.

WHOLESALE      MANUFACTURING      RETAIL

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DETROIT, MICH.  
DENVER, COLO.  
ITHACA, NEW YORK  
SYRACUSE, N.Y.  
NASHVILLE, TENN.

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

December 8, 1937

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

Dear Dr. Allen:

The two M370 timers that you ordered have been mailed by Parcel Post today. Thanks.

These have been billed to the University of Kansas Physical Education Corporation in the usual manner, and we are marking the invoice "To be paid from Intramural Funds."

Today we received Purchase Order #2599 for one of these clocks. We do not know whether this is an additional order for a clock or if this Purchase Order should cover the purchase of clocks that you have made and should <sup>list</sup> two instead of one. Accordingly we are holding the order. Will you please give us some instructions so that we may send an additional clock if another one should be shipped?

Very truly yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

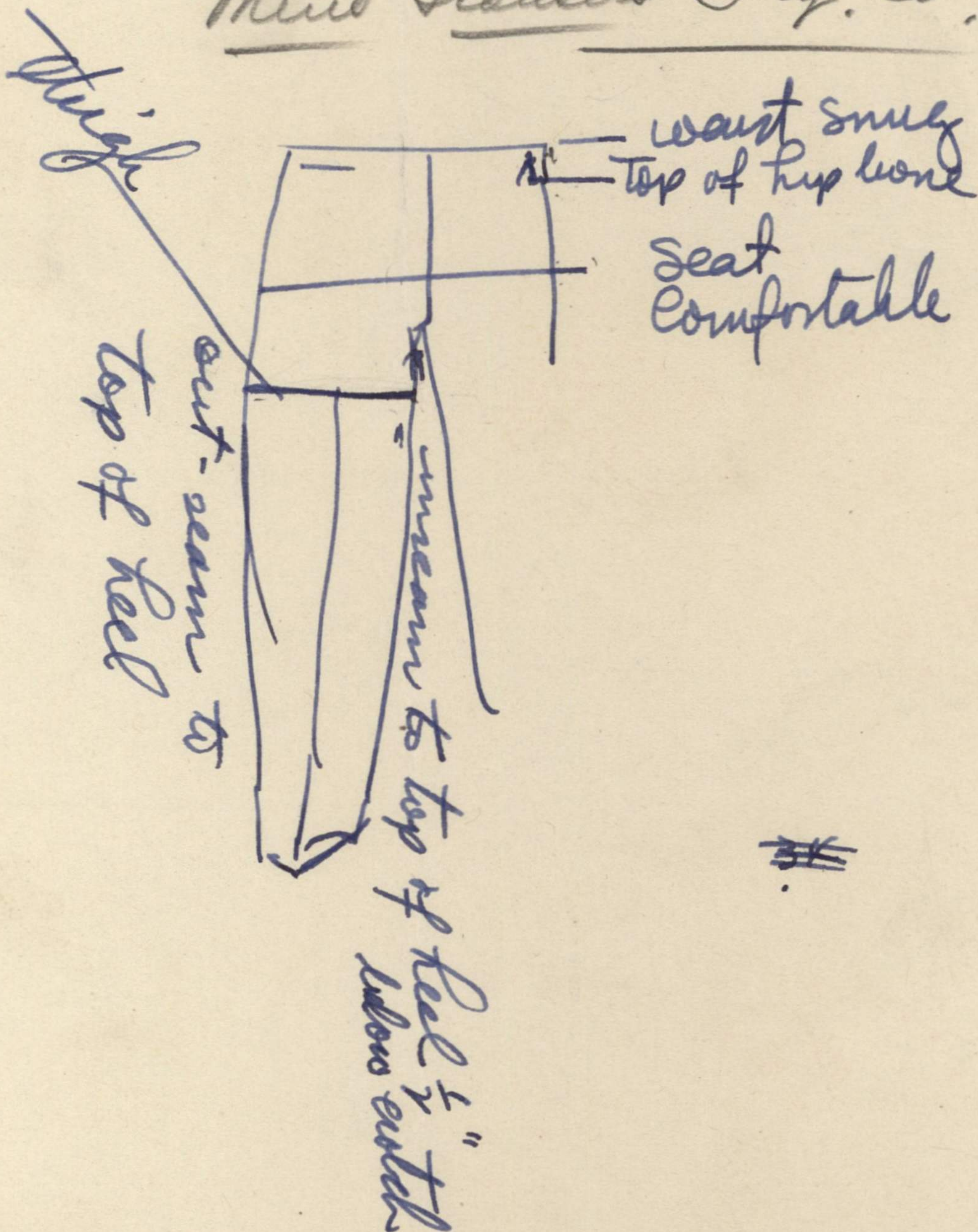
*Paul Fairhurst*  
Paul Fairhurst - Order Supervisor.

PF:EL\*



From the desk of—  
D. KEEDY CAMPBELL

Measurements for  
Men's Trousers Phy. Ed.





December 7, 1937.

Mr. Paul Fairhurst,  
Order Department,  
Lowe & Campbell,  
1509 Baltimore,  
Kansas City, Mo.

Dear Paul:

Will you please send the following  
order to the Department of Physical Education, 105  
Robinson Gymnasium, and on your bill it should be  
indicated that this is to be paid from the Intra-  
mural Fund.

2 H370 Clock Timers @ \$5.00 . . . \$10.00

Very sincerely yours,

Director of Physical Education.



December 10, 1937.

Mr. Paul Fairhurst,  
Order Supervisor,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Ave.,  
Kansas City, Missouri.

Dear Paul:

Will you please send the following to  
the Department of Physical Education, room 105  
Robinson Gymnasium:

1 doz. #N469 Badminton Shuttlecocks - \$2.50.

Sincerely yours,

Director of Physical Education.



December 13, 1937.

Mr. Marion Miller, Editor,  
The Coach,  
Lowe & Campbell Company,  
1509 Baltimore Avenue,  
Kansas City, Missouri.

Dear Marion:

Thank you for your very good letter of the 7th instant concerning our book, Better Basketball. I took your letter home and showed it to Mrs. Allen, and I assure you she and I both appreciate your kind words.

I have had some very fine letters concerning the book, and I am well pleased with the friendly comments. I was of the opinion that it was the best thing that I had done so far, and I am happy that you like it.

By the way, Marion, do you not think it would be well to write McGraw again and ask them for some small electro-plate cuts of the book? I think we need them for advertising, and if you ask them I believe it will be helpful.

With every good wish, I am

Very sincerely yours,

FCA:AH

Varsity Basketball Coach,  
Director of Physical Education.



GEORGE C. LOWE, PRESIDENT  
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NASHVILLE, TENN.

1509-11-13 BALTIMORE AVE.,  
**KANSAS CITY, Mo.**

December 7, 1937.

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

Dear Dr. Allen:

Copies of your basket ball book have been received here and I thought you would be interested in knowing that everyone is very favorably impressed with it. It has everything in it that you claimed and clearly shows the result of a lot of hard work. Both you and Mrs. Allen are to be congratulated!

Enclosed is a December issue of "THE COACH" just off the press. An additional notice of the book will be found on page 6.

Cordially yours,

LOWE & CAMPBELL ATHLETIC GOODS COMPANY

By

*Marion Miller*  
M. H. Miller, Editor "THE COACH"

MHM:LR



December 16, 1931.

Repair Department,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore Ave.,  
Kansas City, Missouri.

Dear Sirs:

We are sending to you today a water polo ball. The valve needs some repairing. Kindly return it to room 105 Robinson Gymnasium.

Sincerely yours,

Director of Physical Education.



November 30, 1937.

Repair Department,  
Lowe and Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Sirs:

We are sending you today the following  
items for repair:

1 football  
2 basketballs  
1 soccer ball.

Will you kindly repair them and return  
to the Department of Physical Education, 105  
Robinson Gymnasium, University of Kansas, and  
bill us for the same?

Thanking you, I am

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

H



October 8, 1937.

Mr. L. R. Freeburg, Vice President,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Missouri.

Dear Les:

I beg to acknowledge receipt of samples of gym trousers and so forth. In a conference with Keedy and Mr. Heinrich I asked them to make up the gray gym grousers and shorts, but did not ask for the gray shirt to be made up. I expected to use a white one.

I have looked over the samples submitted, in comparison with the Rawlings samples, and I find the Lowe & Campbell samples do not come up to the quality of the samples submitted by Rawlings. And there is so very little difference in the price.

Naturally, I am very much inclined to give your firm the business if things are equal, but I do not see any near equality here. However, I will not do the purchasing. The students will do that, but everyone who has looked at the samples has made about the same remark that I have passed on to you. I am quoting them.

However, you can't blame a fellow for trying to get business, and I thank you for doing what you could.

Very sincerely yours,

FCA:AH

Director of Physical Education.





# LOWE & CAMPBELL

## ATHLETIC GOODS CO.

1509-11-13 BALTIMORE AVE.

KANSAS CITY, MO.



TO **CARL'S**  
**LAWRENCE, KANSAS.**

DATE **October 6, 1937**  
SHIPPED BY **Parcel Post**  
YOUR ORDER  
OUR ORDER

FORM NO. 122

KEEP THIS INVOICE---IT IS THE ONLY ITEMIZED ACCOUNT OF YOUR PURCHASE THAT WILL BE SENT. COMPARE WITH SHIPMENT AND REPORT ANY DISCREPANCY IMMEDIATELY.

1		Gray gym trouser (customer's property)			
1		" " short			
1	G275X	Steel gray 32/31, tunnel loops	2	85	
1	B282X	" " S/206- no pads 32	1	45	
1	B160	Lt. oxford, 1/38	1	70	
					6 00



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1509-11-13 BALTIMORE AVE.,  
**KANSAS CITY, Mo.**

October 6, 1937

*Over Carl  
1:00 PM*

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

Dear Doctor:

It was a surprise to me to learn that the sample gym trousers and gym shorts were not sent to you until yesterday - I had presumed these had gone out several days ago in keeping with Arno's promise to me. He tells me that the order got sidetracked in the designing department and he did not know about this delay himself until yesterday, at which time he put the order on through.

The prices entered on the attached copy of invoice which we are sending to Carl's represents our actual factory prices - there is no profit added for the selling division. We feel sure the quotations are in line with what anyone else can offer based on present material and labor costs.

After looking the samples over we will be glad to have a line from you indicating your reaction.

Very cordially yours,

LOWE & CAMPBELL ATHLETIC GOODS CO.

*LRF*  
L. R. Freeburg  
Vice-President

LRF/rw  
Encl.



October 18, 1937.

Mr. D. Keedy Campbell,  
Lowe-Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Keedy:

I will be happy to receive the coat to go with the gray outfit. We do need something like this to complete the setup. A knitted gray shirt was sent with the other outfit. I did not ask Arno to send the shirt, but I imagine he thought I wanted an all gray outfit.

I am planning on using a white shirt. I want to keep the cost of the coat down as much as possible, because I am planning on an emblem on the coat and this will be additional. So I am endeavoring to get as much quality as possible for the small price.

I thought of a cotton coat with fleece lining, which should not be any more expensive than a sweat garment with a cut-away neck, only I wanted it as a coat rather than the closed front.

Regarding the trousers, I am very sure that the order is in the bag because, as I told you, the faculty group all went for your garment, and the faculty will, of course, have quite a bit of weight in advising the students.

Things are progressing slowly, yet there is progress.

I was happy to have your letter. You can be assured always of my cooperation.

Very sincerely yours,

FCA:AH

Director of Physical Education.



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

October 15, 1937

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

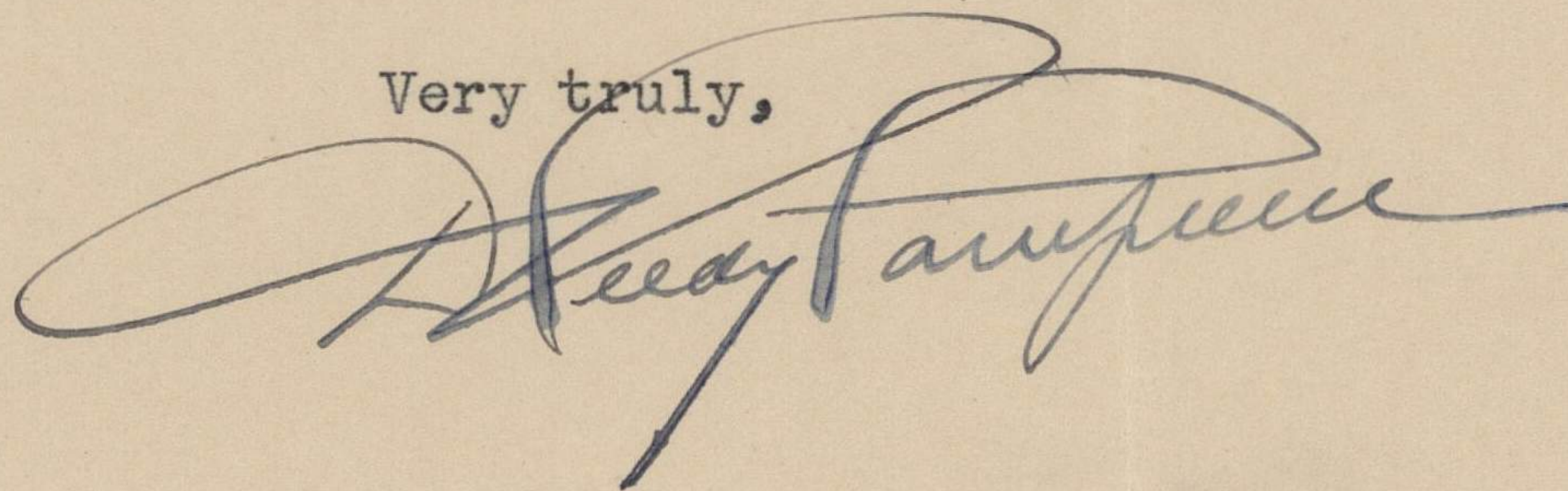
My dear "Phog":

When you were down here you talked about some sort of a coat to go with this gray outfit that you wanted for your physical ed. class, and at that time Mr. Royer wrote for a sample of what we thought would be in line with your ideas.

This sample just came in today and it is being forwarded to you by parcel post. I am rushing it to you because I thought you might want to put it before the class with the other items.

I am sorry, though, at this writing I can't quote you a price. The mill that sent this coat did not send an invoice but, of course, it will come in the next day or so. We are just guessing, though, that this coat will be some place around \$1.50 in cost. It might be 25¢ over or under that price, but we are pretty sure that's a good guess. We will advise you definitely just the minute we hear.

Very truly,



DKC :AM



November 10, 1937.

Mr. Marion Miller,  
Editor, The Coach,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Marion:

I think your magazine, "TheCoach", is a swell bit of editorial work. Mrs. Allen thought that you certainly had the cartoonist do a good job on the guy with the pad and pencil. The trouble with this coach, he sleeps too much.

I wrote Mr. Curtis McGraw about your magazine this morning, and I am wondering if you will be kind enough to send him one, calling his attention to the splendid ad that you have given the book.

Also, will you kindly send me about a dozen of them so that I may have them for distribution here and there?

With every good wish, I am

Sincerely yours,

FCA:AH

Director of Physical Education.



November 12, 1937.

Mr. Karl Royer,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Karl:

Thank you very much for your very nice check of \$31.13, the same to cover royalties on No. B 324 goals.

I am coming in at the first opportunity to have a little visit with you, because I believe I can make you some money as well as the other fellow.

With every good wish, I am

Sincerely yours,

FCA:AH

Director of Physical Education.



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

November 12, 1937

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

Dear Dr. Allen:

I am glad that you were well satisfied with the last edition of "The Coach", particularly the article calling attention to the basketball book.

Some extra copies of "The Coach" are being mailed to you for distribution as you requested. I am also sending one to Curtis McGraw.

Very cordially yours,

LOWE & CAMPBELL ATHLETIC GOODS COMPANY

By

*Marion Miller*  
M. H. Miller, Editor "The Coach"

MMH:LR



November 15, 1937.

Mr. Creed Joyce,  
General Sales Director,  
Lowe and Campbell,  
Kansas City, Missouri.

Dear Mr. Joyce:

Thank you for your letter of November 10th offering catalogs, Field and Court Charts or Activities Calendars to the majors in Physical Education. I am sure this is a fine idea, and we will be glad to cooperate with you in getting these distributed.

There are 83 majors in the department - 29 women and 54 men. It might save mailing charges if you wished to send the charts to this office and we would distribute them here. Or, if you wished to send a letter along with each one we could call the students in and deliver them personally through this office. There are 28 juniors and seniors in our group.

We will be glad to boost Lowe and Campbell, and their efficient concern.

Sincerely yours,

Director of Physical Education.



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

Nov. 10, 1937.

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

Dear "Phog" -

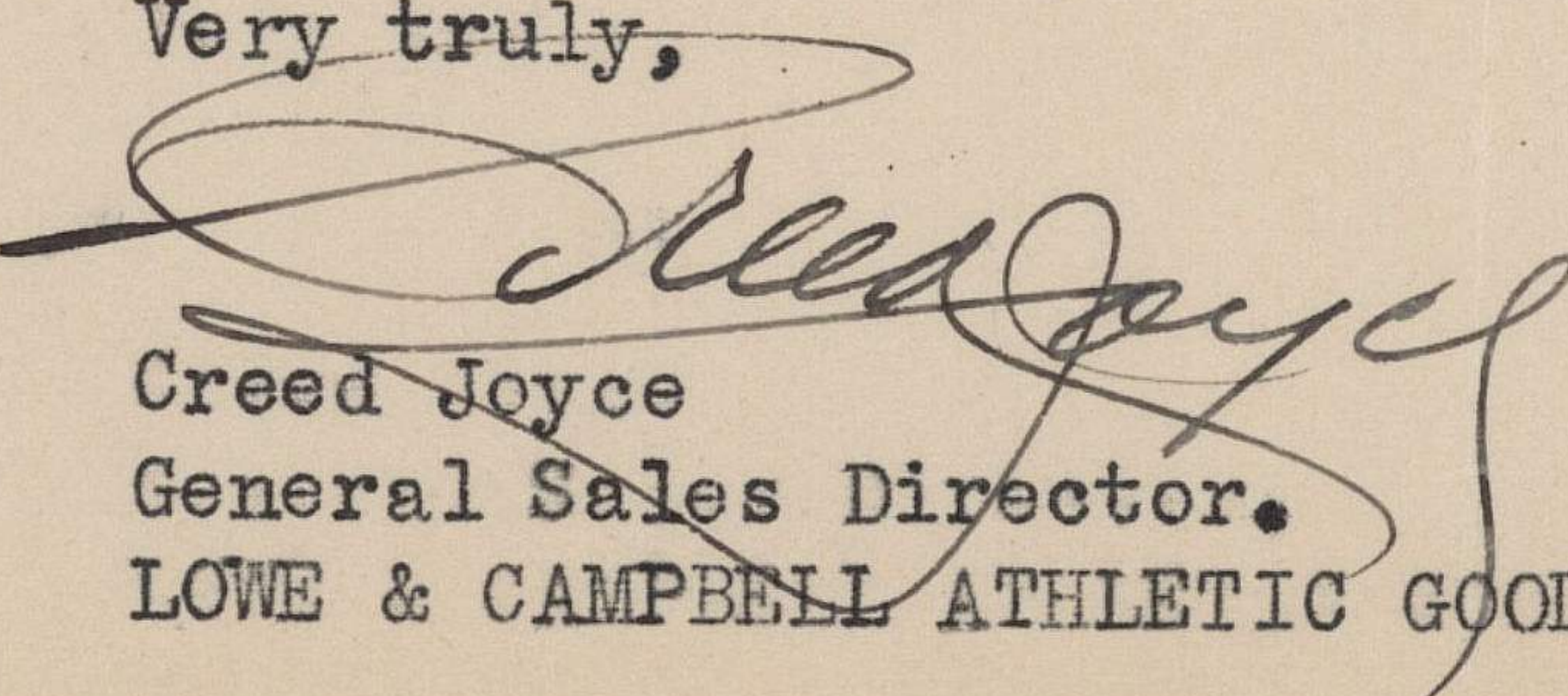
Thanks for your letter with the information that you just received one #F106 Football and evidently this was not the shipment which should have gone to the Department of Education.

I am turning this over to Paul Fairhurst, asking him to follow it up and see if they received the other merchandise on the order.

Yesterday George Bresnahan of Iowa was in the store and while here he remarked that he had a class to which he sometimes gives problems on budgeting and he asked us if we would send a sufficient number of our catalogs so that each member of his class could have one. We of course are glad to do anything of this kind and in addition to the catalogs we are sending a number of our Field & Court Charts and Activities Calendars so he can supply each member of his class with one.

I am sure you have several classes in your Department of Physical Education and we will be glad to send catalogs, Field & Court Charts or Activities Calendars so that each member of the class will have one of these available if these items will be of any benefit to the students.

Very truly,

  
Creed Joyce  
General Sales Director.  
LOWE & CAMPBELL ATHLETIC GOODS CO.

CJ:JP



November 18, 1937.

Mr. Creed Joyce,  
Lowe and Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Mr. Joyce:

The Field and Court Charts and the  
Activities Calendars arrived this morning, and we  
shall be very glad to distribute them to our majors  
in the department of Physical Education.

We greatly appreciate your interest  
in our students.

Sincerely yours,

Director of Physical Education.



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1509-11-13 BALTIMORE AVE.,  
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Nov. 16, 1937.

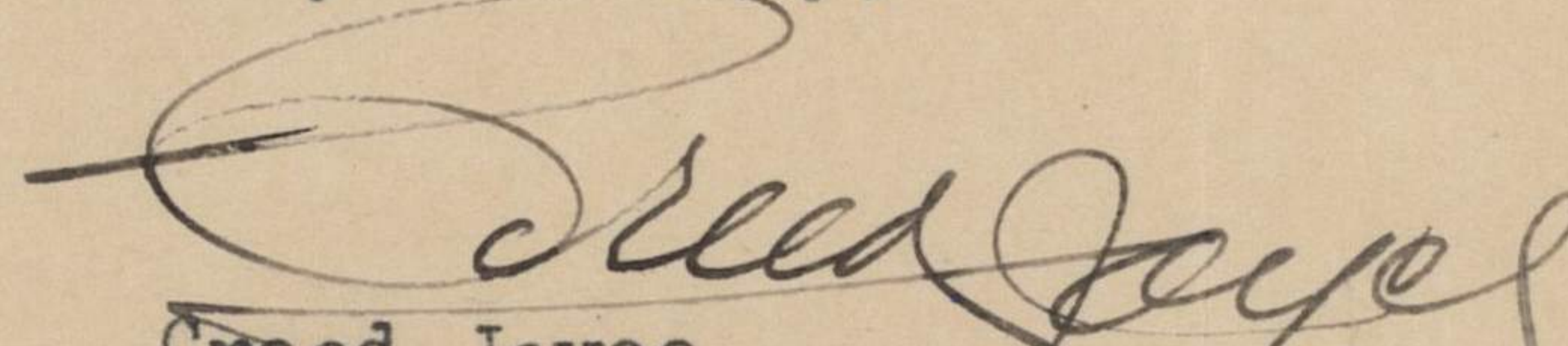
Dr. Forrest C. Allen,  
Director of Physical Education,  
University of Kansas,  
Lawrence, Kansas.

Dear Doctor:

By parcel post today I am sending you 100 of our Field and Court Charts and also 100 of our Activities Calendars. We believe these will give your majors some excellent information.

In checking up on our supply of catalogs, I find that I acted in haste in writing and suggesting that we send a quantity of these, for I find that at the present time our supply is rather low. There is a possibility that I may be able to pick up some from one of our other stores but I do not imagine that you care especially about the students having a catalog so I will not send them unless they will actually be useful for reference purposes in their class work. If the students do have a need for something of this kind, I am sure I can collect a sufficient quantity so that each student may have one.

Very cordially,



Reed Joyce.  
General Sales Director.  
LOWE & CAMPBELL ATHLETIC GOODS CO.

CJ:JP



November 26, 1937.

Mr. Marion Miller,  
Editor, The Coach,  
Lowe & Campbell Athletic Goods Co.,  
1509 Baltimore,  
Kansas City, Mo.

Dear Marion:

Will you please add the name of Mr. W. A. Hill,  
publicity director of the University of Kansas, to your  
list for receiving The Coach? Thank you very much.

Cordially yours,

Director of Physical Education.



November 26, 1937.

Mr. Paul Fairhurst,  
Order Department,  
Lowe and Campbell,  
1509 Baltimore,  
Kansas City, Mo.

Dear Paul:

We are returning today a package containing seven white gym coats, which is a duplicate of the order we received several days ago.

Sincerely yours,

Director of Physical Education.