

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.