

A

November 27, 1940

Mr. J.H. Welsh
Lucky Tiger Manufacturing Company
Kansas City, Missouri

Dear Mr. Welsh:

I acknowledge receipt of your favor of the 26th instant and I appreciate the fact that you delved very deeply into the Lucky Tiger "Both - 69¢" Deal.

After I received your letter I called the Crown Drug store and asked if I could buy your former regular sized 12-ounce Lucky Tiger Hair Tonic which listed for \$1.00 but sold at cut rate for 70¢; they said they had none in stock, only the combination 8-ounce "Both - 69¢" Deal.

I certainly am not questioning your right to do business as you see fit but as I told you, for 15 to 20 years it seems as if I bought great quantities of the Lucky Tiger Hair Tonic. At every barber shop I go to, whether in Chicago, New York or Lawrence, I insist on Lucky Tiger Hair Tonic. I have used for years the plain tonic without oil, but for the last year I have been using your combination with oil and like it very much.

When you sold the 12-ounce Lucky Tiger Hair Tonic I formerly bought the bottle without the Magic Shampoo, then for 79¢ you began putting the Magic Shampoo in with the Hair Tonic at the same figure. I think I have six or seven bottles of the Magic Shampoo which has never been touched, but I have used all of my Lucky Tiger Hair Tonic. The point that I am making is that I do not want to buy Magic Shampoo. I would accumulate enough of it through the year to take a bath in it. I do use the Lucky Tiger Hair Tonic and this is the question that I am asking you: do you sell the 12-ounce Lucky Tiger Hair Tonic without the Magic Shampoo? That is the thing I want to buy and I do not care for the shampoo even though it is given to me.

I might say, however, that it is a fine piece of goods and my daughters are very enthusiastic about it, but they never wash their hair enough to get rid of all the accumulated stock I have on hand. I notice that you did not answer this point and maybe I did not make it plain enough so I am asking you if you are merchandizing the Hair Tonic separate from the Magic Shampoo.