

February 9, 1940.

Mr. R. E. Weinzettel,
Medart Manufacturing Co.,
St. Louis, Missouri.

Dear Roy:

Perhaps my letter was poorly worded. What I meant to say was that last summer you and I talked about Lowe & Campbell and about your calling upon them. What I should have said when I expressed surprise was that I was surprised you hadn't called on them before this, although in your letter you did state that you were going to make contact at a later date.

Naturally they at Lowe & Campbell feel that if anyone wanted to sell them anything they would certainly contact them, and when I corresponded with them expressing the notion that they were buying something of an inferior quality when they bought Uni-goal, it would naturally leave us wide open for not having contacted them heretofore.

I am perfectly agreeable to the drinks being on me so far as the information contained in your letter. You are right. Now, I will buy you another drink if you will call on Lowe & Campbell in a week and get this thing presented to them so that they will not be carrying Uni-goal in their catalogues as they have been doing since last fall.

I think I understand, because you explained to me once before, that you were planning to market this thing more slowly than you first anticipated, but when so much publicity came out I believe that caused your plans to change. But plans do constantly change, do they not, Roy? So we will just buy a couple of drinks for you if you sell Lowe & Campbell a car load of Goal-Hi equipment.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH