

September 25, 1939.

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

Dear Roy:

In your letter of September 23 you did not fully convince me of the argument as to why Goal-Hi should be so much higher than Uni-goal. I am sending you a tear sheet from Lowe and Campbell's catalog in which they list Uni-goal at \$15.75. And then you mention the same article, Goal-Hi, for \$21.75.

The only added expense that I see would be the price of printing the rule books, which would be \$200 for 5,000 of them. While you may have your cone, they have their net and so forth, and one just about offsets the other.

You mentioned the other day that Lowe and Campbell want such a large discount when they place orders. Apparently, Uni-goal has made them a very attractive offer and they are still retailing this goal at \$15.75. If you would add \$1.10 freight that would be \$16.85 - a difference of \$4.90. I have reference to your Goal-Hi as it is intended for permanent installation in a playground or school yard, one that does not have the base nor the adjustable feature.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH