

September 21, 1939.

Mr. R. E. Weinzettel,
Sales Promotion Manager,
Medart Manufacturing Company,
St. Louis, Missouri.

Dear Roy:

This is in answer to your favor of the 18th instant regard "Red" Brown and Lowe and Campbell, and so forth. I just wanted you to know that they were inquiring about it, and felt that you and your firm should use your own best judgment in handling the situation.

I wanted you to know that Lowe and Campbell were selling the Schutt "Uni-Goal" and they have catalogued it. I thought for that reason you might want to know what they getting for it and that would aid you in merchandising your product. Lowe & Campbell list the Uni-Goal, complete with steel standard f.o.b. factory, at \$15.75, shipping weight complete 85 lbs. I am wondering if you have a Lowe & Campbell catalog. You can get one in St. Louis there if you desire. The goal is cadmium plated.

It looks like your \$29.50 price will not meet the competition with these fellows, or is there that great a difference in the adjustable standard? I appreciate very much the fact that you are going to ship one of these to us for use in our school. We will put it in the most conspicuous and useable place in our gymnasium. I think I wrote you that when the girls had their picture taken they said they would like to use it for intramurals. So I am going to present this goal to our women's department for positive use in their intramurals. This will do away with the tear and strain of chasing back and forth from one goal to the other. Girls cannot stand this strain unless they are very much accustomed to it, and I believe the Goal-Hi will come in for much commendation on this score.

My suggestion was not a rubber cover for the circular base, but it was some sort of suction cups. A rubber cover on the thing would make it bulky and at the same time they would be apt to stub their feet on it. But it seems to me that rubber suction cups would be more efficacious. Won't you take it up with your people on the suction cup idea and see what they think of it?