

HOOD RUBBER COMPANY, INC.  
WATERTOWN, MASSACHUSETTS

Coach Phog Allen  
c/o Athletic Department  
University of Kansas  
Lawrence, Kansas

Dear Coach:

Here is a new and entirely different athletic supporter in which I am sure you will be interested.

It has features which never before have been incorporated in a supporter, features which will help your players, and save money for your school.

The danger of itch and chafing is eliminated - it can be washed by the wearer after each use - it is comfortable and gives firm support - no loss of elasticity through constant use - and it is thoroughly ventilated.

Tests have been carried on for many months on football and basketball teams, as well as on tennis and badminton players, boxers, and basketball officials. They are sold on the "Arrasporter."

As yet we have not attempted to sell them, but we would like to have you try the one we have sent with this letter. Then, if you are interested in making a more thorough test, send the enclosed card, using the enclosed self-addressed envelope. Just tell us how many you want, the sizes and the name of the sporting goods dealer through whom we should bill them.

Naturally, if anything should go wrong, we will replace them or refund your money.

You lose nothing by giving them a trial, and you may discover, just as we did, that the "Arrasporter" has features which are desirable for all types of athletics.

With best regards,

Yours very truly

HOOD RUBBER COMPANY, INC.

*R. W. Marquardt*

R. W. Marquardt  
Manager Sporting Goods Sales

RWM:LML