

ESTABLISHED 1900

HOOVER BROTHERS, INCORPORATED

EDUCATIONAL MATERIALS

SOUTHWESTERN DISTRIBUTORS FOR MILTON BRADLEY COMPANY

922 OAK STREET
KANSAS CITY, MISSOURI



AGENCY
LIQUID PROCESS AND
GELATINE DUPLICATORS

November 19, 1942

Mr. Forrest C. Allen
Director of Physical Education
University of Kansas
Lawrence, Kansas

Dear Doc:

Your letter of November 18 is sincerely appreciated.

Five minutes after I opened your letter I had Mr. Bayles on the long distance telephone and am today forwarding him a quotation covering 20 gallons of floor finish for your floor.

Doc, I want you to know that I appreciate this consideration far more than you will ever know. I hope that you will give me a chance to make this courtesy up to you.

We know we have good stuff to sell. When you are starting in a new business venture of this type, however, you have to have the right people using the merchandise.

With best regards, I am

Cordially yours

HOOVER BROTHERS, INC.

BY

M:F

