

November 8, 1937.

Mr. Ray Noble,
Healey Motors,
4th and Minnesota,
Kansas City, Kansas.

Dear Ray:

I am very happy to have your good letter of the 5th instant. It is always a pleasure to hear from you.

Answering the questions in the order of importance, I might tell you that the Athletic Association has the Ford V8, and Gwinn Henry is director of Athletics at the University. If I were you, Ray, I would drop in some time and take Mr. Earl Falkenstein and Gwinn Henry out for a ride. I believe that you can arrange for a deal if you would give them a good trade-in price. I have not said a word to any of them about it, but I do know that this Ford has had some usage that would perhaps cause the financial powers that be to trade it in for a car if you had a good price.

Karl Klooz is business manager, and of course he would have to be brought into the picture, but since you have been so well and favorably known here I am sure that you could crash through in good shape.

The fact that Kansas played a close game against Nebraska means that we will have an exceptionally large sale for both Kansas State and Missouri. That means that we will make our budget for the first time in several years, and when a fellow is winning and making money at the same time I believe he will listen to a good business proposition.

Now, regarding my car, I expect to drive my Buick for another year or so. This car cost me \$2250 when I bought it, and the trade-in and resale value is so low in those big cars that I am very sure it wouldn't encourage you in figuring on any sort of deal with me.

Yes, I did drive a Zephyr, and I liked it. But this Buick, in my opinion, is the prettiest Buick in town today. I didn't buy the Buick because Billie Burke bought one, but I was told after I bought it that this was Billie Burke's selection in Miami, that she thought it was the most beautiful car on the market. I still wouldn't trade my lines on the Buick for the ones they are making at the present time.