

November 24, 1941.

Mr. Roy Weinzettel,  
Fred Medart Manufacturing Co.,  
St. Louis, Missouri.

Dear Roy:

Dr. A. E. Garrison, a graduate and former faculty member of the University, who is now director of the Colegio Americano at Bogota, Colombia, South America, writes me that he would like to have information on Goal-Hi - the rules book and any other printed information that we could send him.

I would be very happy if you would send a copy of the Goal-Hi Rule Book to Dr. Garrison with my compliments. His address is:

Dr. A. E. Garrison,  
Apartado #35 & Aero #3604,  
Bogota, Colombia, S. A.

Dr. Garrison says: "These young people are hungry for games because this is an adult world in this country. There has been no time given to amusements of any kind for children until recently." I am sure he will appreciate all the printed material you are able to send him.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,  
Varsity Basketball and Baseball Coach.



September 29, 1941.

Coach Bruce Cummings,  
Benton High School,  
Benton, Kansas.

Dear Coach Cummings:

I have received your inquiry of the 24th instant,  
and presume you are referring to our new game of Goal-Hi.

I am enclosing some printed material describing  
the equipment and its use. The Goal-Hi standard is  
made by the Fred Medart Manufacturing Company, of St.  
Louis, Missouri. They also handle the distribution of  
the Goal-Hi Rule Books, and I am sure if you will write  
to them they will be happy to send you any additional  
material available.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,  
Varsity Basketball and Baseball Coach.



September 24, 1941

Dr. Forrest C. Allen  
Head Basketball Coach  
University of Kansas  
Lawrence, Kansas

Dear Sir:

We are interested in the new game  
which you invented sometime ago.

I am coach of Benton High School  
Benton, Kansas, and would like to  
have a rule book and other infor-  
mation concerning the game.

I should appreciate it very much  
if you could send me the above  
mentioned information. Thank you.

Sincerely yours,  
Bruce Cummings  
Coach of Benton High



November 3, 1941

The Baker and Taylor Co.  
55 Fifth Avenue at 12th St.  
New York, N.Y.

Gentlemen,

I have received your card requesting a copy of the Goal-Hi rules. I am sending it on to Mr. Roy Weinzettel, Sales Manager of the Fred Medart Manufacturing Co. who I am sure will give it his prompt attention.

The Medart Co. has exclusive sale of the rules of Goal-Hi.

Sincerely,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball and Baseball Coach



November 6, 1941

Mr. Roy Weinzettel  
Sales Manager  
Fred Medart Manufacturing Co.  
St. Louis, Mo.

Dear Roy,

I am writing you regarding #13M Horizontal Bar with steel bars. It is listed at \$14.00 in your catalogue MDI at the winter 1940 prices. Will you please advise me if there is any change in this price?

Is this complete with the floor plates or are the floor plates extra? I would appreciate your writing me at your early convenience.

Sincerely,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball and Baseball Coach



November 3, 1941

Mr. Roy Weinzettel  
Fred Medart Manufacturing Co.  
St. Louis, Mo.

Dear Roy,

Please find enclosed a post card from The Baker and Taylor  
Co. requesting a Goal-Hi rules book. Will you take care  
of this order?

Thank you.

Sincerely,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball and Baseball Coach



October 22, 1941.

Mr. R. E. Weinzettel,  
Sales Production Manager,  
Fred Medart Manufacturing Co.,  
St. Louis, Missouri.

Dear Roy:

Thanks for your fine letter of explanation. I just have a letter from Mr. E. B. "Burt" DeGroot, Jr., in charge of physical training for the Fourth Air Force, at Riverside, California, in which he says: "The air base at Fresno has one of your Goal-Hi standards, but the new athletic officer there has been unable to find the set of rules which should originally have come with it. If you have an extra copy of the rules I would appreciate receiving one. As our facilities and equipment grow I intend to recommend a Goal-Hi standard for all bases."

Roy, won't you send two of the Goal-Hi rule books to Mr. DeGroot at 4057 Elmwood Court, Riverside, California, and he will see that the athletic officer of the air base at Fresno gets them.

I would like to have you cultivate DeGroot, as he is a prince of a gentleman and a real educator. He was in our department of physical education here for two years and made a great impression both as to work and as to intelligence. His father laid out the first playground in Chicago - South Park Playground. He is now on the West coast in charge of the Boy Scouts of America in the West.

Burt DeGroot's brother is Dudley DeGroot, Ph.D., who was athletic director at San Jose Teachers College, and he as their football coach ran up the highest scores made in the United States last year. At present he is athletic director at Rochester University, Rochester, New York. You will remember Dr. DeGroot, I believe, because he refereed the N.C.A.A. Western Play-off between Kansas and the University of Southern California. I would like to see you cultivate Dudley DeGroot at Rochester. Write him a letter and ask him about Goal-Hi. This is a fine family of pioneer physical directors.

Thanking you for your attention to these details, I am

Sincerely yours,

Director of Physical Education and Recreation,  
Varsity Basketball and Baseball Coach.

FCA:AH



# FRED MEDART MANUFACTURING CO.

POTOMAC AND DE KALB STREETS

SAINT LOUIS, Mo.

R. E. WEINZETTEL  
SALES PROMOTION MANAGER

Oct. 20, 1941

Dr. Forrest C. Allen  
University of Kansas  
Lawrence, Kansas

Dear Phog:-

I have your letter of the 16th, and glad to know that Mrs. Allen as well as the other half of the "Allen combine" were pleased over the increase in the quarterly royalty check.

Concerning the reason for the increase in the number of Goal-Hi sales, I believe this is due to the fact that a number of buyers over the country wanted to beat the 10% Government Excise Tax that went into effect October 1st, and hurried their orders in at the last minute.

Regarding the last question of your letter, the consumption of Goal-Hi standards has been quite general all over the country without any one source buying an unusual quantity. We get some business from the Army Camps.

Kindest regards.

Cordially yours,

FRED MEDART MANUFACTURING CO.

  
~~Sales Production Manager~~

REW:MS



Sept. 30, 1941

Mr. R. E. Weinzettel  
Sales Manager  
Fred Medart Manufacturing Co.  
St. Louis, Mo.

Dear Roy,

I am in receipt of your letter from your Mr. Crosnoe referring to the Goal-Hi order from Miss Sarah Moss of New York City.

Will you kindly thank Mr. Crosnoe for his prompt attention to Miss Moss's second inquiry.

I was sure that your company would give prompt attention to her order.

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball Coach



*Merchandising Division*  
FRED MEDART MANUFACTURING CO.

POTOMAC AND DE KALB STREETS

SAINT LOUIS, Mo.

September 26, 1941  
dict. 9/25

Dr. Forrest C. Allen  
Director of Physical Education and Recreation  
University of Kansas  
Lawrence, Kansas

Dear Dr. Allen:

In the absence of Roy Weinzettel, I am replying to your letter of September 24 in reference to Goal-Hi equipment for Miss Sarah Moss of New York City.

In investigating this situation, I find that we had previously shipped Miss Moss a Goal-Hi unit to New York state and she again ordered two standards for shipment into Florida. Apparently our second letter advising her that the price in Florida would be slightly higher and asking for an acceptance of this price did not reach her, but a copy of that letter directed to her address in New York did come to her attention at a later date.

We are just in receipt of a reply from her that enables us to go ahead with the transaction, so I believe that you can consider the incident closed.

With cordial regards, I am

Yours very truly,

FRED MEDART MANUFACTURING CO.

  
Manager,  
Merchandising Division

G.W.Crosnoe:lm





STATION N



THIS SIDE OF CARD IS FOR ADDRESS

Dr. Forest C Allen  
University of Kansas  
Lawrence  
Kansas



ALLEGRO in the BERKSHIRES  
Hotel Beacon, B'way and 75th St., N. Y. C.

SARAH F. MOSS  
TRafalgar 7-2500, Ext. 1501

Dear Ted -

I wrote about three weeks ago re  
sending two "Goal-Hu" to Sunset Beach  
St Petersburg Florida for "Cabana Home"  
and received no reply. If my letter  
went astray, will you please com-  
municate with me for details?

Very truly yours

See attached  
cards.

Sarah Moss



Sept. 8, 1941

Miss Sarah Moss  
Director Aunt Sarah's Camp  
Pittsfield, Mass.

Dear Miss Moss,

I am very happy to have your recent inquiry for Goal-Hi equipment.

I do not handle the sale of the Goal-Hi standards, but I am immediately sending your order on to the Fred Medart Manufacturing Co. at St. Louis Mo. I am sure that they will take care of your wishes very promptly.

I am glad to know that you are a booster of Goal-Hi.

Very sincerely yours,

Director of Physical Education and Recreation  
Varsity Basketball Coach

FCA/pg



Sept. 8, 1941

Mr. R. E. Weinzettel  
Sales Manager Fred Medart Co.  
St. Louis, Mo.

Dear Roy,

I am enclosing a letter received this morning from Miss Sarah Moss, together with a carbon copy of my reply.

I trust that you will have your representative take care of her order at once.

Very sincerely yours,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball Coach.



Sept. 24, 1941

Mr. R. E. Weinzettel  
Sales Manager Fred Medart Co.  
St. Louis, Mo.

Dear Roy,

I am enclosing a second request about Goal-Hi for Miss Sarah Moss and also a carbon copy of my reply to her. I am sure that you will handle Miss Moss's order immediately.

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball and Baseball Coach



Sept. 24, 1941

Miss Sarah Moss  
Hotel Beacon,  
Broadway and 75th St.  
New York, N. Y.

Dear Miss Moss,

I am very sorry that you have as yet received no word about your request for two Goal-Hi standards.

Your first letter which we answered on Sept. 8 and mailed to Pittsfield, Mass. was sent immediately to Mr. R. E. Weinzettel Sales Manager of the Fred Medart Manufacturing Co., St. Louis, Mo.

This company is the maker of the Goal-Hi standards and we asked Mr. Weinzettel to have his representative take care of your order at once.

I am again writing Mr. Weinzettel and am sending him a copy of this letter and I am sure that you will hear from him very soon.

Sincerely yours,

Director of Physical Education and Recreation  
Varsity Basketball Coach

FCÄ/pg



Oct. 2, 1941

Miss Jane E. Harris  
Director Physical Education Department  
Sioux City Public Schools  
Sioux City, Iowa

Dear Miss Harris,

I am very sorry that I am unable to send you the rules for Goal-Hi. These booklets are distributed by the Fred Medart Manufacturing Co. of St. Louis, Mo., makers of the Goal-Hi standard. The rules sell for \$1.00 per copy if purchased separately.

If you are equipped with the standard Goal-Hi device you should have received a copy of the rule book. I am forwarding your letter to the Medart people and I am sure that you will hear from them very promptly.

Trusting that your students enjoy this game of Goal-Hi I am

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball Coach



SIOUX CITY PUBLIC SCHOOLS  
SIOUX CITY, IOWA.  
PHYSICAL EDUCATION DEPARTMENT  
JANE E. HARRIS, DIRECTOR

October 1, 1941

Dr. Forrest C. Allen  
University of Kansas  
Lawrence, Kansas

Dear Mr. Allen:

Will you kindly send me the rules for "Goal-Hi"? We are all equipped on all junior and senior high playgrounds and are anxious to play the game according to your rules.

Send the bill and I will gladly send the amount to you.

Thank you,

Jane E. Harris

*Jane E. Harris*

JH/MJ



October 16, 1941

Mr. Roy Weinzettel  
Sales Manager  
Fred Medart Manufacturing Co.  
St. Louis, Mo.

Dear Roy,

I certainly thank you for your good letter and your check as of October 9. You made Mrs. Allen extremely happy and I can tell by the tone of this letter that "my wife's husband" is equally so.

Yes, this check is substantially larger and for the preceeding quarter I want to ask you to accept my thanks and appreciation and convey them to the "big Boss" and all of his office who so loyally work for him and with him.

I am sorry that I did not get to see Gene Tunney when he was in Kansas City. I called him up and had a nice visit with him when he was in St. Louis and had a business talk with him but it was not about Goal-Hi. I was interested in getting a young athletic director here in the Lawrence high school accepted as one of his 600 athletic directors who he was selecting for his navy personnell. If I had had the opportunity I would have put in a Goal-Hi plug but did not. He told this young man, Maurice Cannady, that he was very fond of me and glad to hear from me. He came on to Kansas City, but it was necessary that I call him in St. Louis because Maurice was to be called in the draft the next day had he not been accepted by Mr. Tunney. I was tied up with Masonic work the night he was in Kansas City and could not get up to see him having had two speaking engagements, one with the Lawrence teachers earlier in the evening, and the Masonic meeting which closed just before midnight.

I am wondering if you or one of your assistants could write me and let me know why Goal-Hi went on a boom in sales the last few weeks. Is it service orders, industrial consumption, high school sales, or what that have increased sales recently?

I would appreciate from time to time your giving me a breakdown analysis showing where the consumption is taking place in one of these above named sources. Thanking you I am

Sincerely,

Director of Physical Education and Recreation  
Varsity Basketball Coach



Sept. 30, 1941

Mr. R. E. Weinzettel  
Sales Manager  
Fred Medart Manufacturing Co.  
St. Louis, Mo.

Dear Roy,

I am enclosing a copy of a letter from Bruce Cummings,  
coach at Benton High School, who asks about Goal-Hi.  
I have sent him all the printed material I have here  
describing the equipment and I thought possibly you  
might like to have your sales representative call on  
him this fall.

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation  
Varsity Basketball Coach



*Merchandising Division*  
**FRED MEDART MANUFACTURING Co.**

POTOMAC AND DE KALB STREETS

**SAINT LOUIS, Mo.**

October 3, 1941  
dict. 10/2

Dr. Forrest C. Allen  
Director of Physical Education & Recreation  
Varsity Basketball Coach  
University of Kansas  
Lawrence, Kansas

Dear Dr. Allen:

We received your correspondence of September 30 directed to the attention of Mr. Roy Weinzettel in which you advised that Mr. Bruce Cummings, Coach at Benton High School, was interested in Goal\*Hi equipment and that you had forwarded to him all the available printed material.

We wish to thank you very much for advising us of Mr. Cummings' interest, and we shall take immediate steps to bring this matter to the attention of our District Sales Supervisor for the State of Kansas, who will be very glad to see that Mr. Cummings is contacted by his nearest local Medart representative.

Yours very truly,

FRED MEDART MANUFACTURING COMPANY

*F. E. Medart III*

Merchandising Division

F. Medart:lm



September 26, 1941.

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

Dear Roy:

I have just received a copy of Bulletin No. 9 on Health, Physical Education, and Recreation, published by the Missouri Public School System, which contains a nice write-up on Goal-Hi. I would suggest that you write to Mr. Forrest G. Stith, Coordinator, Jefferson City, Missouri, and ask him to send you a copy. I am sure you will be interested in reading it.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,  
Varsity Basketball and Baseball Coach.



*Merchandising Division*  
**FRED MEDART MANUFACTURING Co.**

POTOMAC AND DE KALB STREETS

**SAINT LOUIS, Mo.**

October 2, 1941

Dr. Forrest C. Allen  
Director of Physical Education & Recreation  
University of Kansas  
Lawrence, Kansas

Dear Dr. Allen:

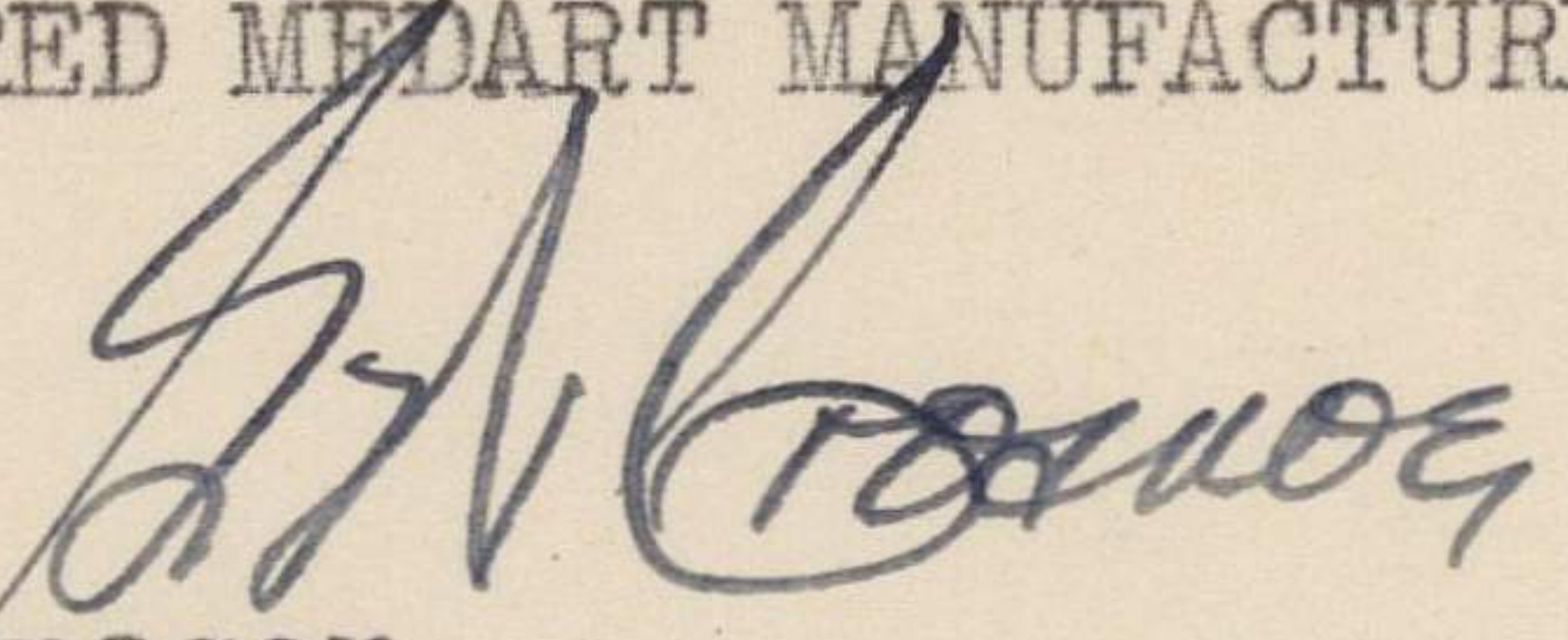
Your letter of September 26 directed to Roy Weinzettel in reference to Bulletin No. 9 on Health, Physical Education and Recreation as published by the Missouri Public School System was received in Roy's absence.

Some months ago, Mr. Stiph, visited our factory, and I had the pleasure of showing him over our plant and discussing matters of mutual interest. I am writing him and requesting a copy of this bulletin which I will pass onto Roy upon his return to the office.

With cordial regards, I am

Yours very truly,

FRED MEDART MANUFACTURING COMPANY

  
Manager,  
Merchandising Division

G. W. Crosnoe:lm



cc Dr. Forrest C. Allen  
Dir. of Phy. Ed. and Recreation  
University of Kansas  
Lawrence, Kansas

September 10, 1941

Miss Sarah Moss, Director  
Aunt Sarah's Camp  
Pittsfield, Massachusetts

Dear Miss Moss:-

Dr. Allen has forwarded to us your recent letter wherein you order two Goal-Hi standards for your development "Cabana Homes" on Sunset Beach, St. Petersburg, Florida. Before we can enter your order for shipment, it will be necessary that we have additional information. Will you kindly advise us which type of Goal-Hi standard you prefer? We are attaching hereto several circulars illustrating the various models and will appreciate it if you will advise us which type of standard is desired.

At the moment we cannot locate our record showing your previous purchase of Goal-Hi equipment. However, we note that you state that you bought this Goal-Hi game for your camp in Pittsfield. We wish to advise that due to higher freight rates our prices on Goal-Hi equipment are slightly higher in the following states - Washington, Oregon, California, New Mexico, Arizona, Nevada, Idaho, Utah, Montana, Wyoming, Colorado, and Florida. Among the circulars which we are sending you we are including information concerning prices on both zones. Since shipment of the Goal-Hi equipment on your new order is to be consigned to St. Petersburg, Florida, the higher price will apply. For instance, if you prefer the No. 907 movable type Goal-Hi with the adjustable height feature, your net cost f.o.b. Pittsfield, Massachusetts would be \$29.50, whereas this same unit shipped to St. Petersburg, Florida, would cost you \$35.50. Early shipment of your order can be made upon receipt of advice as to type of standards desired, and acceptance of the price which applies in the State of Florida for that particular type of standard.

There is one other bit of information which we would like to have to complete your order. It is our understanding that this equipment is to be shipped direct to Cabana Homes, Sunset Beach, St. Petersburg, Florida. If our assumption in this matter is incorrect and you desire these Goal-Hi standards shipped to some other point kindly advise when replying to this communication.

Yours very truly,

FRED MEDART MANUFACTURING CO.

*[Handwritten Signature]*  
Merchandising Division

C.M.Kelly:rs



cc Dr. Forrest C. Allen  
Dir. of Phy. Ed. and Recreation  
University of Kansas  
Lawrence, Kansas

September 10, 1941

Miss Sarah Moss, Director  
Aunt Sarah's Camp  
Pittsfield, Massachusetts

Dear Miss Moss:-

Dr. Allen has forwarded to us your recent letter wherein you order two  
Goal-Hi standards for your development "Cabana Homes" on Sunset Beach,  
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are slightly higher in the following states - Washington, Oregon,  
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ing, Colorado, and Florida. Among the circulars which we are sending  
you we are including information concerning prices in both zones.  
Since shipment of the Goal-Hi equipment on your new order is to be com-  
pleted to St. Petersburg, Florida, the higher price will apply. For  
instance, if you prefer the No. 907 movable type Goal-Hi with the ad-  
justable height feature, your net cost 1.0.0. Pittsfield, Massachu-  
setts would be \$25.50, whereas this same unit shipped to St. Peters-  
burg, Florida, would cost you \$25.50. Early shipment of your order  
can be made upon receipt of advice as to type of standards desired,  
and acceptance of the price which applies in the State of Florida for  
that particular type of standard.

There is one other bit of information which we would like to have to  
complete your order. It is our understanding that this equipment is  
to be shipped direct to Cabana Homes, Sunset Beach, St. Petersburg,  
Florida. If our assumption in this matter is incorrect and you de-  
sire these Goal-Hi standards shipped to some other point kindly ad-  
vise when replying to this communication.

Yours very truly,

FRED MERRITT MANUFACTURING CO.

*[Handwritten signature]*  
Merchandising Division

C. H. Kelly:rs