

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