

cc Dr. Forreest 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