

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 de-
sired.

At the moment we cannot locate our record showing your previous pur-
chase 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 ad-
vise that due to higher freight rates on Goal-Hi equipment
are slightly higher in the following states - Washington, Oregon,
California, New Mexico, Arizona, Nevada, Idaho, Utah, Montana, Wyom-
ing, 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 con-
signed 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 2.00 d. Pittsfield, Massachu-
setts would be \$25.50, whereas the 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.

Merchandising Division

C. H. Kelly:rs