

RAWLINGS MANUFACTURING Co.

MASON SCUDDER, PRES.
W. P. WHITLEY, V. PRES.

ATHLETIC



EQUIPMENT

W. E. BISCHOFF, V. PRES.
P. C. WEHNER, SECY. & TREAS.

LUCAS AVE. AT TWENTY-THIRD

St. Louis, Mo.

April 13, 1939.

Mr. F. C. Allen,
University of Kansas,
Lawrence, Kansas.

Dear "Doctor":

We do not happen to have a copy of your new book "Better Basketball", although I had the pleasure of glancing through the one you loaned to Tom Elliott sometime ago.

If you will send a copy on to us, we will be glad to look over the shoulder braces and belts and if they can be manufactured and marketed successfully by us, we will be glad to go ahead with same, making any changes that you specify, with the understanding that you will be paid a fair royalty.

The amount of royalty will depend entirely upon what the item can stand without affecting its sales appeal.

You, of course, realize that it would not be well to establish a royalty that would increase the sale price of the item beyond the point where the customer could afford to pay.

We will be glad to hear further from you.

Yours sincerely,

Vice-President.

W.E.Bischoff
VO

W. E. Bischoff
March 1939

