## STANDARD OIL COMPANY

(INDIANA)

SALES DEPARTMENT

KANSAS CITY BRANCH AND AGENCIES

H. E. PURDY, ASST. MANAGER

J. A. PEARSON, ASST. MANAGER

J. W. WILSON, MANAGER

ALL QUOTATIONS SUBJECT TO IMMEDIATE ACCEPTANCE AND SPECIAL CONDITIONS NOTED ON BACK HEREOF

KANSAS CITY, MO.

November 3, 1939

FILE

THE FIRST FIFTY

Mr. F. C. Allen, Director Physical Education University of Kansas Lawrence, Kansas

Dear Mr. Allen:

In connection with the fiftieth anniversary of Standard Oil Company (Indiana) an independent writer, Fortune-trained Mr. F. Lawrence Babcock, was asked some months ago to write the story of this Company's development and present-day significance.

The result is embodied in THE FIRST FIFTY, a liberally-illustrated 60 page book which we believe to be a notable addition to the information available in print about American business and industry--particularly that portion of it provided from the point of view of business itself.

We are sending you a copy in the hope that you will find it interesting and educational. If you do not care to give it a permanent place in your files or library, please pass it on to some one else who may enjoy it.

If you feel moved to any comments on the book or its contents we shall be glad to have them.

Sincerely yours,

JWW:ND