It's easy to walk off with one of these

HERE'S HOW

1. Resolve NOW to sell more Medart Official Goal-Hi Standards this Spring!

Brush up on your GOAL-HI Sales Story . . . Gain an appreciation of what this swell new play-game has to offer . . . It's the one NEW game to reach the market that has everything — exercise value, fun, player competition, etc. And it's the ONLY new game that fills the same big need in Elementary Schools, High Schools, Universities, Public Playgrounds, Military Camps, Etc.

2. Register Today!

Fill-in the card attached to this announcement and return it today! To qualify, every salesman must return his registration card and (Note carefully) each question on the card must be answered . . .

3. Report Each Sale!

We've made it easy for you to report each sale you make which of course is necessary so that we can credit your score card. Note pad of reports enclosed. Every time you sell a Medart Official Goal-Hi Standard fill out a report (we suggest that you keep a duplicate report for your own record) and mail it to our General Offices in St. Louis. At the close of the drive, salesmen's reports will be checked against equipment orders and awards made as quickly thereafter as possible.

LIST OF BONUS AWARDS

(Medart Salesmen's Bonus Plan)

— FIRST PLACE AWARD —

$50.00 CASH TO SALESMAN SELLING THE GREATEST NUMBER OF GOAL-HI UNITS DURING THE CONTEST

2nd AWARD	1 Pair ($10.00 Value) Florsheim Shoes
3rd AWARD	1 Pair ($10.00 Value) Florsheim Shoes
4th AWARD	1 Pair ($10.00 Value) Florsheim Shoes
5th AWARD	1 Pair ($10.00 Value) Florsheim Shoes
6th AWARD	1 Pair ($10.00 Value) Florsheim Shoes
7th AWARD	5 Pair ($1.65 Pair Value) Woman's Nylon Hose
8th AWARD	5 Pair ($1.65 Pair Value) Woman's Nylon Hose
9th AWARD	5 Pair ($1.65 Pair Value) Woman's Nylon Hose
10th AWARD	5 Pair ($1.65 Pair Value) Woman's Nylon Hose
11th AWARD	5 Pair ($1.65 Pair Value) Woman's Nylon Hose
12th AWARD	3 Pair ($1.65 Pair Value) Woman's Nylon Hose
13th AWARD	3 Pair ($1.65 Pair Value) Woman's Nylon Hose
14th AWARD	3 Pair ($1.65 Pair Value) Woman's Nylon Hose
15th AWARD	3 Pair ($1.65 Pair Value) Woman's Nylon Hose
16th AWARD	3 Pair ($1.65 Pair Value) Woman's Nylon Hose

— 10 CONSOLATION AWARDS —

Every salesman who (1) registers and (2) sells one or more Medart Official Goal-Hi Standards and who does not receive one of the bonus awards listed above is eligible for one of the 10 consolation awards, consisting of a pair of those Dupont Nylon Hose. Here's wishing you luck. Don't worry about sizes, color, etc. If you are awarded any one of the bonuses, we'll arrange with you to deliver exactly what you specify.

See Back Page for

CONDITIONS OF BONUS PLAN

THIS SALES AMMUNITION WILL HELP YOU SELL!

GOAL-HI is a game for the masses. There are no age, size or number of player limits. Girls enjoy — and get as much good exercise value from Goal-Hi as do boys.

GOAL-HI is similar to basketball. It retains all of the good of that popular game but is far less strenuous. Plenty of stretching, leaping, twisting, bending and a limited amount of running but none of the consistent endless shuttleing from one end of a playing court to the other that wears down the "best of 'em".

GOAL-HI is played with only *one* Official Goal-Hi Standard placed in the center of a circular playing field which can be altered in size to fit local conditions. The one standard is the focal point of activity for all players of both teams.

GOAL-HI can be played as a formal game with two teams of 5 players each (see rules book) or it can be played informally by 2 teams of as many as 15 or 20 players each (entire gym classes or playground groups — see play-game folder).

GOAL-HI can be played indoors or out-of-doors. When the *movable* type is used, the same standard can easily be moved from one location to another. No. 907 Movable Standard is the most popular.

GOAL-HI holds the players' interest. The element of chance or speculation is always present due to the construction of the head piece, i.e., when a ball enters the "basket" through the ring it is impossible to tell in advance which of the 3 exits will return the ball to the playing field. NOTE: Don't overlook the advantages of the Medart Patented cone projector in the bottom of the basket. It is important as it guides (lofts) the ball (after a basket has been made) up and away from the standard thus discouraging crowding around the base. Imitators do not offer this feature

but use an ordinary cotton basketball net (which requires replacement) attached to the top ring, which net snags and kills the traveling speed of the ball and drops it on or close to the base — an unfavorable occurrence that 'draws in' the individual players. Such congestion around the base should be discouraged in the interest of safety. The Medart cone projector overcomes that shortcoming of competitive products.

GOAL-HI can be played with any regular basketball but we of course are anxious to sell Official Goal-Hi Balls (see your catalog).

GOAL-HI equipment is inexpensive. Note your printed catalog prices which are your customer's NET prices (No discount) with the factory prepaying the freight to your customer's nearest railroad freight station.

GOAL-HI is ideal for use in the army camps which are springing up all over the country. Don't miss this opportunity.

GOAL-HI is a "Guaranteed-To-Please" game. You can't beat our guarantee of "complete satisfaction or your money refunded". Don't make the mistake of thinking this is a consignment offer. It isn't. We expect payment according to our regular terms, BUT if a customer who has paid for his Goal-Hi equipment is not satisfied for any reason, we authorize him to return the purchase for refund. Think it over. Thousands of Goal-Hi Standards sold last year — only six returned.

GOAL-HI equipment is best sold in the spring — for the out-of-doors play season. The curtain is going up for the 1941 season right now so give yourself a shove and land in the bonus group. It's anybody's game and it might as well be you.

DRIVE BEGINS APRIL 1st; ENDS MAY 15th, 1941

FILL IN AND RETURN THIS REGISTRATION CARD TODAY — DO IT NOW!

Note GOAL-HI Catalog, Rules Book, Play-Game Folder Enclosed

SALESMAN'S REGISTRATION CARD

(Each question listed below MUST be answered.)

Fred Medart Mfg. Co. Date .....
St. Louis, Mo.

Okay, Medart, enter me in the "SELL MORE GOAL-HI SPRING SALES DRIVE." I acknowledge and accept the conditions of this campaign as outlined in your announcement.

I believe I can sell ..... Goal Hi Units before May 15th.
(Give a guess to the best of your ability.)

My Name is .....

My Home Address is { Number and Street .....
Town and State .....

I am employed by the following concern through which orders taken by me will be sent to you.

Firm Name .....

My Salesmanager's Name is .....

Firm's Address .....

Town ..... State .....

NOTE:—If not in the employ of anyone, Salesman will so indicate by writing "DIRECT" in the space provided after "Firm Name."

FRED MEDART MFG. CO.
POTOMAC and DeKALB STS.
ST. LOUIS, MO.