Mr. Elton Winter, Sublette, Kansas.

Dear Eltons

I am very happy to have your favor of June 16th and I assure you we would welcome you here at the University of Kansas. The best indication of the merits of the University, I believe, is your conversation with Otto Schnellbacher. Otto is a fine athlete and a good student. He is a personable chap, and a truthful one. Therefore, I am sure that you have great confidence in everything that he has to say. I know that he would not overplay the University because he would want to have you believe what he says.

Otto is always willing to work and does a fine job whether it is manual labor or mental toil.

I can promise you what we promise all boys - work at 35d an hour - the amount of work to be commensurate with your desires and ability. I do not know what next fall will held forth, but at the present time many of our boys are working out at the Ordnance plant and getting 85d an hour. However, I do not believe that this work will be permitted during the school year.

I do not endeavor to attract boys by offering them lucrative or special jobs. The great value to a boy is the procurement of his education which will insure him competence and appreciation of living all through life. The benefit comes to the boy, not to the University, and I make that plain to every boy that I speak with. While we are glad to help boys help themselves, we do not place their athletic abilities as a barometer of self-help. Athletics are short-lived and they are only good or fit to introduce the individual favorably to business or society.

I am not endeavoring to preach, but I would want you to know that we will help you in every possible way but it will not be on the basis of your athletic ability. We will help you even if you do not go out for athletics. Many boys are working here in our department now who are not out for athletic teams and their jobs are secure as long as they do their work.

With a frank understanding between the coach and the athlete in the beginning it is much easier for the boy coming to college to appreciate the great necessity of making excellent grades and competing on athletic teams when and if he has the opportunity. I know how