

September 22, 1937.

Mr. Warren V. Woody,
Equitable Life Assurance Society,
120 So. LaSalle Street,
Chicago, Illinois.

Dear Warren:

The other day I was talking to Add Lindsey about Earl Close. I was trying to get him a job, and Ad said, "Well, I got a letter from Woody and he said that Close didn't need a job - that he had some money."

I immediately put Close on the towel room job one hour a day, six days a week. I expect to add to this work total as soon as I can find additional work for him.

Our practice is to start a boy on a small amount of work, check with his instructors after a little while to see how he is doing in his school work, and then if he is able to do additional work we try to find it for him. You will agree with me, I know, that this boy is only a fair student. It is impossible for him to carry much additional work and make his subjects.

I tell these boys if their education costs them \$300 a year - and that is mighty low - and if they carry 15 hours a semester, a total of 30 hours for the year, that represents \$10.00 per academic hour. If they fail in a five-hour course trying to work and earn money at 35¢ an hour, they may earn \$35 or \$40, they will lose the equivalent of \$50 in academic hours by flunking. This is my procedure in endeavoring to have the boys appreciate the value of scholastic hours reduced to dollars and cents.

Will you tell me just how much money Earl Close really needs to have to get along?

I missed Milo D. Krichbaum. I checked on him with the Chicago boys and learned that he did not come to the University. I want you to know that I had the dope on him regarding his Phi Delt connections and his palship with Bobby McClain.