

November 21, 1941.

Mr. L. E. Means,
Athletic Director,
Beloit College,
Beloit, Wisconsin.

Dear Mr. Means:

Thank you for writing me regarding Don Cooper.
Give him my regards.

You know, Mr. Means, I do not understand your insurance policy. Does it mean that you insure the glasses against breakage? I thought you insured the individual against cuts. And of course if you only insure a fellow when his vision is impaired why does not the policy be more specific and more explanatory?

Maybe I took your policy the wrong way. When Sollenberger cut his eye he came to me feeling that he was going to get some compensation for it, and I think he was entitled to it. If a fellow has to lose an arm or a leg for life he gets some compensation for it.

Personally, I think your policy has the reverse English effect on your sales. If you would sell the glasses without the insurance policy I believe you would have more happy and satisfied customers.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.