



"SAFE - PLAY"

Football and Basketball Goggles

DR. DON T. RYAN
Optometrist

BELOIT, WISCONSIN

L. E. MEANS
Athletic Director
Beloit College

November 28, 1941

Dr. Forrest C. Allen
University of Kansas
Lawrence, Kansas

Dear Mr. Allen;

Glad to get your letter and to try and clear up the matter of insurance on our basketball glasses.

You are perfectly right in suggesting that a person might like to expect compensation in event of loss of leg or arm or sight. I believe the policy originally issued on Sollenberger's lenses did carry protection on loss of sight, or serious similar injury to the eye. As I suggested earlier that policy was furnished by the Motex Company, whose lenses we used at that time in our glasses. I do not believe we should have included this insurance protection with each set delivered, even though guaranteed by the manufacturer. Since that time we have switched to a case-hardened lens which does not carry with it an insurance policy, but which is a far more superior lens. We do not suggest any longer to our purchasers that an insurance policy is provided with our present product, although we do guarantee our product against breakage, and replace them in that event. I believe you will remember we did replace his lenses free of charge. We pride ourselves now on furnishing a set of glasses that will stand the gaff, and that will eliminate all breakage injury hazard to sight. Truthfully we have not had a single set reported broken since that time, and the host of satisfied purchasers quickly grows.



We certainly appreciate your frankness in this matter and want you to know that we have enjoyed serving your needs. We hope you will need our product again.

Sincerely,

L. E. Means