



"SAFE - PLAY"

Football and Basketball Goggles

DR. DON T. RYAN
Optometrist

BELOIT, WISCONSIN

L. E. MEANS
Athletic Director
Beloit College

December 11, 1940

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

Dear Dr. Allen;

I received your letter and do not blame you one bit for feeling disturbed about the delay on Sollenberger's glasses. I did note that you whipped Texas and that he played, but was sorry to note that he failed to score. As you must have the glasses easily by now perhaps he will get back in stride. At least we certainly hope so.

Our Chicago manufacturer who handles the lens for us, and constructs them according to individual prescription has been giving us tremendous grief. We get fine service for a dozen or two pair, and then suddenly find that two or three are held up unduly long. The regrettable thing about this type of product is that it really takes almost a week to slowly manufacture them carefully, and then if there is some delay, we are in trouble with our client as he is rushed as you were. I do hope you will try and appreciate our position, and bear with us. Our first mistake was to even contemplate using Motex lens in the dozen or so pair we sent out about the time we made up your first order for Sollenberger. Motex never breaks and flies out, but they will smash as we found, similar to an automobile windshield. I think you will never have the least bit of trouble with the pair Sollenberger has now.

If you will favor us with future business at any time, we shall certainly try to correct the impression you now have of our business efforts.

Best of luck to you and the team.

Sincerely,

L E Means

