



AMERICAN NATIONAL INSURANCE CO.

W. L. MOODY, JR., PRESIDENT

GALVESTON, TEXAS

E. A. REES, MANAGER
INDUSTRIAL DEPT.

September 2, 1938.

Mr. Forrest C. Allen,
Director of Physical Education
University of Kansas
Lawrence, Kans.

Re: Mr. A. George Hulteen.

Dear Mr. Allen:

At the request of Mr. W. L. Moody, III, Vice-President, I am writing you regarding the agency application of Mr. A. George Hulteen of Lawrence, Kansas.

We feel you are aware that a company such as ours must necessarily have certain and very definite rules by which to be governed in the selection of men for agencies, these rules, of course, being based on past experience extending over a period of many years.

As to the application of Mr. Hulteen, may we state for your information that after having given his application for agency the usual study and careful consideration, it was our decision that he would be better suited for some line of work different to that of ours, and our declining his application is intended in no manner to reflect upon his character or good standing, which we would have no reason to question.

Trusting this information will convey a means of better understanding as to our act in this matter, I am,

Very truly yours,

Manager

EAR/fz

Industrial Department.