

August 28, 1944.

Mr. Frank Miller,
Miller Drug Co.,
723 Story Street,
Boone, Iowa.

Dear Mr. Miller:

I read your letter very carefully and my advice would be, Go very slowly. I can appreciate the long hours that you face in the drug business, but I could not conscientiously advise you to change from a certain promising future which you have to a questionable one.

I do not know your athletic history or your athletic ability. You see, a letter in varsity athletics is a symbol of laboratory work done on the athletic field. Did you make a letter in college in any sport?

LCV:VH In my text I mention the fact that in the early days the physician contracted the diseases that were communicable to man so that he might more sympathetically treat his patients. By that time the physician was generally dead and was not able to treat his patients, but it was a humanitarian idea anyhow. This goes for a trainer in athletics. I go into great detail explaining that the fellow who has experienced sprains, bruises and contusions as well as mental and physical dejection after a hard game fits himself to be more sympathetic as a trainer for the boys who come under his care.

I would rather suggest that you take the matter slowly in figuring your way through this thing. You facetiously suggest that you might buy one of my books. I did a lot of joking about the book, but everything that I taught at that school and more is in that book. I wrote the book as a matter of self-defense and as a means of educating the high school and college coaches in a better understanding of the boys and the proper fundamentals to use. Frankly, I think the chapter on the treatment of athletic injuries is worth four dollars because it is the only contribution of its kind on the market. If you feel like it, you might get the book and study this, and it is a lot to study. Then you might be in a better position to know whether you wanted to enter this field. For a good trainer, the remuneration is excellent, but they generally pick their trainers from men who have been in athletics.