

E

January 8, 1945.

Mr. J. H. McFarland,
McFarland Drug Company,
Topeka, Kansas.

Dear Jim:

I want to thank you a million times for that wonderful Twinplex razor sharpener. Bob and Jean were down yesterday, and Bob used it and he pronounced it perfectly wonderful. Then this morning, for the first time after returning from Columbia, I tried it out and I found the Gillette blue blade that I had used a number of times even better than when I used it the first time.

You have rendered a real shaving service to me that I had not anticipated, nor had I appreciated what a little gadget like that can do to insure a pleasant and smooth shave each morning. My difficulty has been heretofore that the second time I used a Gillette blue blade it was satisfactory, but after that some of the blades were no good while others I would continue to use for weeks. Now you have done exactly the thing that assures me a pleasant shave each morning, and I very greatly appreciate it.

We did appreciate your and Jessie's visit immensely and I thought that we were able to visit with a full relaxation that comes only when people have a good time.

Now, I want to write you and Jessie in confidence about the misunderstanding that came up about the insurance on Bobby. There is a background to it, which, unless you are able to understand the situation, you will never appreciate the mental reaction of Mrs. Allen. During her girlhood on the farm her father often took out many insurance policies but let everyone of them lapse. He grew very bitter with each policy he dropped - bitter against the insurance companies, saying they robbers, rather than accepting his poor business acumen in dropping them. So, as she grew up, she learned to mistrust insurance companies, not having dealt with them personally.

I have always firmly believed in insurance. When our family was young my health was not of the best because I was running about four or five jobs constantly, trying to get enough money ahead to support the family. I had no heavy bank account, and with the birth of each child I took out an additional five or ten thousand dollar insurance policy. There was constant disagreement on this policy. Mrs. Allen maintained that always we could bank our money and provide our own insurance, but it is the same old story - if you live it is fine. Some wives never believe in insurance, but all widows do.