

August 11, 1941,

Dr. William B. Needles, President,
Northern Illinois College of Optometry,
Drexel Blvd. at 42nd Place,
Chicago, Illinois.

Dear Dr. Needles:

Dr. Hub wrote me August 6th telling me of the difficulty that you are having in regard to the Spencer microscope.

I might explain to you that ordinarily I would have no difficulty in this as I have been able to accommodate several of the individuals here in a professional way. I thought I had the matter taken care of but a certain quirk arose that threw a monkey wrench in the machinery, and now rather than to pay some of these fellows the full price I am using circuitous means. Of course, I am not mentioning the direction that I am going.

The University on all scientific equipment receives a substantial discount, and on almost everything that is bought by the University the faculty are permitted to buy with a smaller discount than the wholesale. But I have run into something here that I do not care to buck, so I will go around if possible.

I have had Bobby write to the supply house that serves the students at the University of Pennsylvania, and they have on hand the Spencer scope that he desires. The largest discount that that I imagine you can get would be ten per cent, and I dislike to bother you at all were it not for the angle that I have just mentioned. The microscope business, it seems, they have tied up in a pretty hard and fast way. I was wondering if it would be possible to have your Spencer manager borrow one from the supply manager who services Northwestern University or Rush. If they could not supply this under the plan that you wrote to Hub before November that would be too late and I would prefer to place the order in Philadelphia so that Bobby could have it when he enrolls there in the middle of September.

The rub here is that I cannot get any discount at all because I do not want to ask certain favors of certain people that are blocking it at the present time so that their friends can get the discount.