

Dr. H. L. Allen

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August 5, 1941.

their students, grant the student a ten percent discount but that this leaves them an exceedingly meager margin for the expense of purchasing and distributing them.

The Spencer manager told me that if they have one available of the type I desired, they would be glad to let me have it at the price I paid for the large order of some time ago, which would be just a little better than ten percent, but that the earliest he could possibly make delivery would be in November and he would then have to give my order precedence over somebody else. I told him not to put through an order from me until he heard from me again.

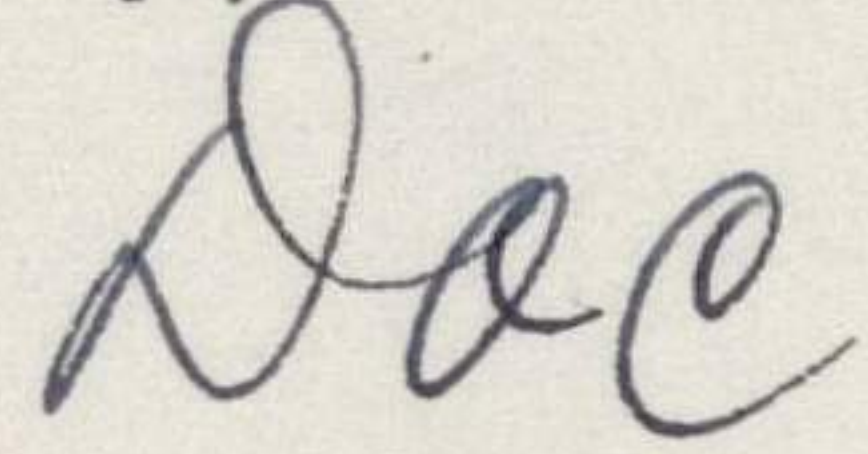
It appears then that if your Uncle Phog can get his order filled, it would be wise to grab it especially if he can get a discount of as much as ten percent. Both Spencer and Bausch & Lomb are being flooded with government orders and are diverting large portions of their factories to the manufacture of range finders and other forms of instruments for war uses.

Incidentally, Mr. Sullivan has been negotiating with Dr. Maple at the Woodlawn Clinic and he tells that your blinds have been disposed of and other adjustments are being worked out. Your check has not been delivered and when it is, there will be a refund covering all these differences which he will forward to you. I know you are glad to get settled in your new home and will be gratified to have your family all together again.

Let me hear from you as to how everything stands and I will write you again on my next trip in, which will be sometime next week.

Again apologizing for my delay on this matter, and with every good wish, I am

Sincerely,



William B. Needles, D.O.S.
President

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