

August 26, 1941.

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

Dear Dr. Needles:

Thank you so much for your very excellent letter of the 22nd instant. I was genuinely pleased at the kindness shown me when you endeavored to get a scope for Bobby. I realize the pressure that you must have put on your friend to get this concession and if you are successful I want you to know that it will be greatly appreciated on two scores; one, of course, that I do not want to bow to these boys who thought they had me across the barrel, and the other is that it will save the old gentleman some very necessary shekels at a time when he has four children in college, and that is something.

Certainly we can afford to wait two weeks, and somehow I feel that you will be able to make the deal with your friends at the American Optical Company. As soon as you have information one way or the other I would appreciate it because Bob is a little anxious that he might be sold short with the Philadelphia people as he does not put up a deposit soon. They are asking that he make a deposit, and since he is a Phi Beta Kappa student here he is very eager that he go back to Penn and make a fine record there. Competition is tough back there and he knows it, and he is a little nervous lest he might miss out on one of these scopes at the supply house there. Of course, they offer him four years service and storage during vacation, and so forth, but I tell him that that service is much more than offset by the saving that we can make through your kindness. I will be awaiting your reply with eagerness, and I want you to know that I genuinely appreciate your kindness.

Thank you for your kindness in giving me Hub, Sr.'s, address. As soon as he returns from his missionary work in New York I will write him. I trust that he is doing a good job for you back there, and confidentially I believe that his personality is such that he will get a few of the boys on the dotted line.

And I am delightfully proud of Hub, Jr. I saw him in Chicago at a K. U. luncheon and I don't know when I got as much of a thrill out of anything as seeing his professional development, his fine bearing, and his exceptional personality. I predict for him a great future in medicine.