



# WASHINGTON NATIONAL INSURANCE COMPANY

CHICAGO

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NAPA, CALIFORNIA

EXECUTIVE OFFICES  
EVANSTON, ILLINOIS

Napa, California  
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My dear Colly:

It has been a long time since I have received a letter that gave me as much pleasure as your recent one, partly, I am sure, because it was so totally unexpected. It was a very dark and dismal day to me - October 17th, 1933, the day upon which the Company which I had represented for over thirty years was placed in receivership. The one thing that hurt me most was that I had written many of my friends insurance in the National Life, insurance which they had bought through confidence in me. Fortunately all death claims have been paid in full, though impaired cash reserves have not yet been fully restored. However, all the assets of the National Life have been and are being handled most efficiently and economically. I shall never forget, during those dark days, the time that Irving Hill met me in the Bank and offered me his help and assured me that he had confidence in My ability to make good. At that time I was a good deal like Julius Caesar in that it would take just \$60,500 to make me worth nothing. But I never lost confidence in my ability to write life insurance, and, through it all Mrs. Barrow never lost confidence either and never failed to give me words of encouragement. That was nine years ago, and in that time I have never asked any creditor to reduce the interest rate or the principal of any indebtedness.

Today I owe only \$2000 and I have enough quick assets - cash in the bank, wheat in the bin, and investments listed on the New York Stock Exchange, to liquidate the \$2000 at any time. I saved both my 800 acre farm at Hill City and my 160 acre irrigated farm west of Garden City, and I have built up a substantial life insurance renewal that will pay me - and, in case of my death, will pay Mrs. Barrow - for the next nine years enough to buy bread and butter and a few other necessities. In view of what you wrote me I thought that, as a friend, you might be interested in this plain statement of my financial affairs.

I wish that you might see our modest but comfortable home five miles east of Napa located on a hill tree-covered, facing and overlooking the beautiful Napa Valley, and backed against our own mountain range. Napa, like Lawrence, has been hit by the war boom and has increased in population from 7500 to an estimated 22,500.