Vibra-Säj

DAVIS MANUFACTURING CO.

1836 SAN PASCUAL STREET

SANTA BARBARA, CALIFORNIA

APRIL 19, 1939

University of Kansas
Lawrence
Kansas

Attention: Director of Physical Education

Dear Sir:

The story of the VIBRA-SAJ was told briefly in the brochure which you received some days ago. That story has a great deal of interest to you, because like the Commissary Department of the Army, it keeps the fighter "on his feet." But before you get out the brochure for another perusal, may we point out some salient points.

The VIBRA-SAJ takes over the care of the feet for your athletes and adds that fraction of extra drive which wins the meet. It does this by aiding first, elimination of end products (and it really cleans them out;) second, by massaging and restoring flexibility to tired muscles with its unique kneading massage which differentiates this device from all others; third, by stimulating the plexi and other nervous tissues. The Achilles Tendon gets its long delayed "break" with the special center groove of the applicator.

If a rub-down after an athletic contest is advisable for the other muscles used, how much more do the many small structures of the feet need this consideration. There are seldom enough "rubbers" to go around and even if there were, the "rubbers" who are really good "foot" men, are scarce. The VIBRA-SAJ was developed by a good "foot" man who had been crippled in an airplane accident. It is not an experiment; it does the work which every well informed trainer knows needs to be done. No other device will accomplish the work done so efficiently by the VIBRA-SAJ.

REMEMBER: We make a special 15% reduction to Universities and Schools. If at the end of six weeks of consistent use, according to our instructions, the VIBRA-SAJ has not pleased you, we shall be glad to refund your purchase price.

Very truly yours,

DAVIS MANUFACTURING COMPANY

Charles Lester Davis

CHARLES LESTER DAVIS, PRES.

CLD:HM

April 17, 1939.

Mr. Ernie Vanek,
Herington, Kansas.

Dear Ernie:

Congratulations, my boy, on the good news! I can rejoice with you and your family on the Wichita job.

Also, I want to thank you for your very fine letter of March 22 regarding certain boys. This letter came while I was away from the office, but I want you to know that I do appreciate your interest.

We are inviting the boys who are interested in basketball to come to the gym on the Saturday morning of the Relays and shoot a few goals. This will be a lot of fun for the boys and it will be a good opportunity for them to get acquainted. We are having the new convex backboards put up, and I know that will add a lot of interest.

Again thanks, and with best wishes to you for your continued success, I am

Sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH

120 South 1st.
Hemington, Kansas
Nov. 22, 1939

Dr. F. C. Allen
Basketball Coach
University of Kansas
Lawrence, Kansas

Dear "Doc":-

I am not so sure that you will be interested in this information, but I thought I would send you some "dofion" the basketball material in this section of the state.

We are losing only one boy this year. He's a colored lad, but a doggone good ball player. The rest of my boys are Sophomores. If they keep on coming like they did this year, I'll have some good boys to send to you in

a couple of years. They are all six footers right now. We tied for second place with McPherson in the League.

Here is a list of some boys you might want to contact: At McPherson there are two good boys, both all Central Kansas League selection, Russell Reinecker, center, 6'3", weighs about 185 lbs.; Victor Ebaugh, guard, 6'1", weighs about 165 lbs. Two darn good ball players, both have good shots and good defensive players. Of the two, I think, Ebaugh is the best.

At Ellsworth, there is a boy by the name of Hoover. He played independent ball with my brother "Buck"

last year. My brother says he would make any college ball club. He play at center, about 6' 4" tall, weighs around 175 lbs. He's a graduate of Ellsworth High School in '38.

Ramona, is a Class "B" school, but they had a boy by the name of Schubert. He's little over 6' tall, weighted about 170 lbs. The smoothest player, I have seen in a long time, good passer, good shot, both long & short, and the most clever dribbler.

I would be willing to help you in any way with these boys.

Sincerely yours,
Ernie Vanek

Vibra-Säj

DAVIS MANUFACTURING CO.

1836 SAN PASCUAL STREET

SANTA BARBARA, CALIFORNIA

MARCH 29, 1939

University of Kansas
Lawrence
Kansas

Attention: Director of Physical Education

Dear Sir:

In your dual role of builder of good bodies and greater athletic records, we know you appreciate the importance of good foundation work. As Director of Physical Education, you know the importance of the feet as the foundation for all Physical Fitness. Scientific investigation points out that 70% of the people of this country have trouble with their feet.

It was because of the great need for a scientific aid to general health, through the removal of foot disabilities, that the VIBRA-SAJ was developed. This machine with its combination vibration, petrissage, and kneading treatment, reaches the deep lying structures of the foot and without strain or injury of any sort, restores to them better than normal circulation. While the rotary-kneading movement is similar to the best hand massage, it is much more thorough and speedy.

Use the VIBRA-SAJ after each work out on your football team and track or basketball squad and note the added "UMPH" it gives the players. It may easily make the difference between winning and losing; everything else being equal.

We make a special 15% reduction to Universities and Schools. If at the end of six weeks of consistent use, according to our instructions, the VIBRA-SAJ has not pleased you, we shall be glad to refund your purchase price.

Very truly yours,

DAVIS MANUFACTURING COMPANY

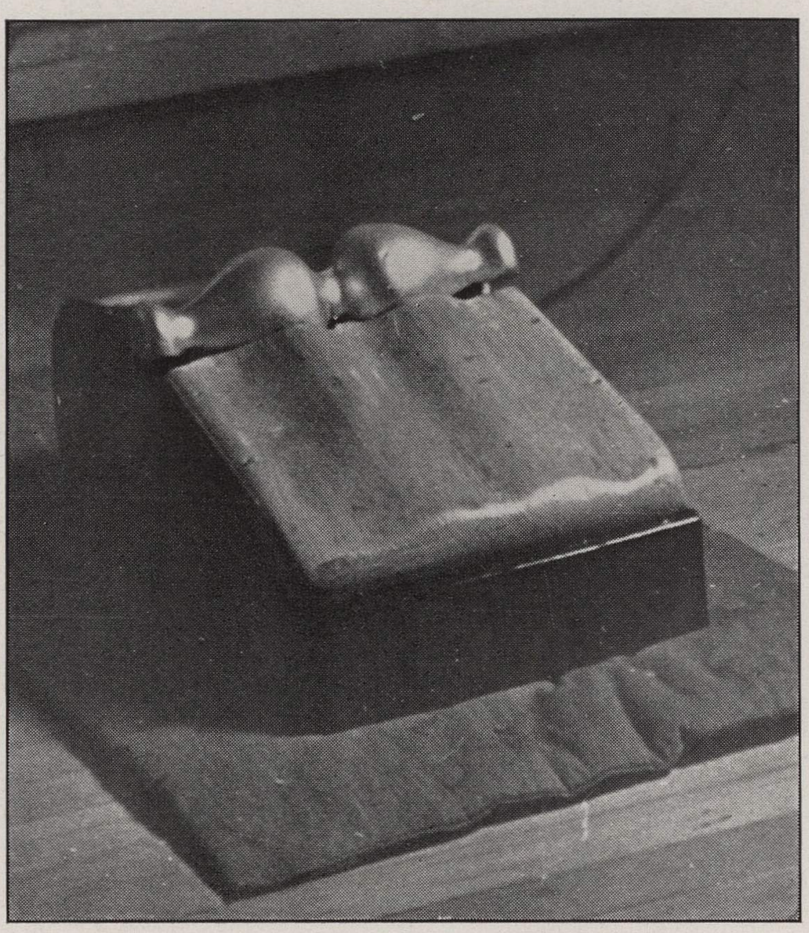
Charles Lester Davis

CHARLES LESTER DAVIS, PRES.

CLD:HM

Speaking of Feet!

Vibra-Säj



Sends them away with a "two-foot" smile

"VIBRA-SAJ"

DAVIS MANUFACTURING CO.

1836 San Pascual Street

Santa Barbara, California

70% need Vibra-Säj

Most authorities agree that better than seventy per cent of our population have bad feet. Scientists know that races of people who go barefoot suffer comparatively no foot ills. This is because the muscles of the feet have full play as nature intended they should, and as a result the proper tone of muscles and ligaments and the proper circulation of blood to all the parts insures health throughout the foot.

Nerves and blood vessels become pinched and unused through the wearing of shoes coupled with insufficiency of correct exercise. Then come inflamation, pain and the creation of symptoms of arthritis, rheumatism and other ailments. Many a case of back ache — strained eyes — neuritis of hands and arms — and even indigestion have been finally traced to "bad feet" which have so disturbed the body balance that bad posture and mal-alignments are caused in other parts of the body.

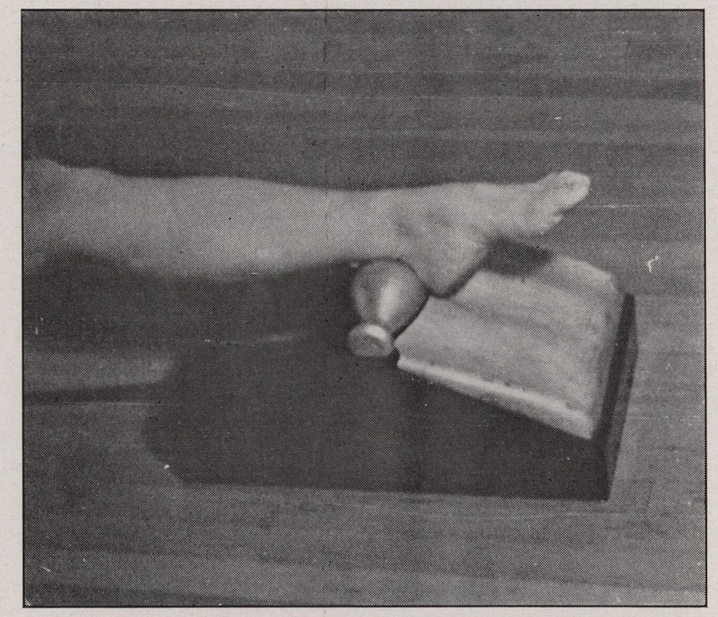
Why you need Vibra-Säj

In recent years there has been an ever increasing demand on the part of the public for greater foot comfort and relief from foot troubles.

Much is being done to meet this demand and there have been many improvements in foot-wear, but nothing has been found to take the place of scientific massage and exercise to establish and maintain Health in the Feet.

"Vibra-saj" is science's answer to this demand. A rolling, vibrating massage combined with the latest laboratory-proved exercise.

"Vibra-saj" lifts and strengthens the arch, massages sore muscles, alleviates the swelling in tired feet and ankles and normalizes the circulation to these parts.



Vibra-saj through the establishing of correct foot tone and foot balance helps correct body balance and establish correct posture. Correct body balance and right posture are impossible when feet are wrong.

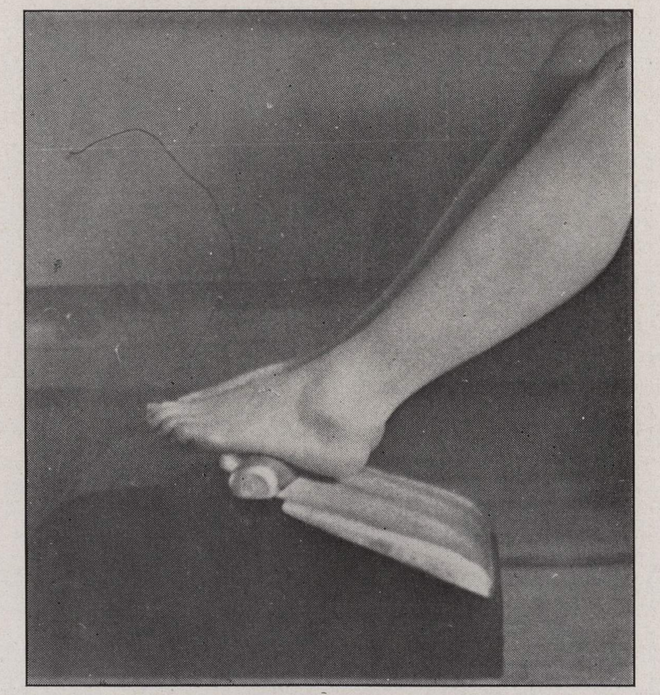
Vibra-Säj an aid to charm

Women buy books on charm and men read "How to Win Friends and Influence People," when what they really need is foot comfort and plenty of it!

Bridge games and business conferences have been spoiled and chances lost because tired, aching feet have made the participants "edgy" and nervous. Watch people on the street, in the office, at the Club. Where do they show lack of poise most? In the nervous shifting of the feet!

Experts on dress and personality tell us that a most important factor in the appearance is a free walk. People cannot walk freely if they are walking on sore aching feet, that protest with each step.

"Vibra-saj" brings comfort and health, and that "two-foot" smile!



"Foot Fatigue" is a gangster who exacts his toll from every hour of the day

ORDER BLANK

"VIBRA-SAJ,"
DAVIS MANUFACTURING CO.,
1836 San Pascual Street,
Santa Barbara, California.

Gentlemen:

Please send me:

One **Vibra-Saj** - - - - - - - - - - - - $52.50

for which I enclose my check.

Dr. .....

Address .....

City ..... State .....

Terms on Request

May 16, 1939.

Mr. H. G. Volz,
First Trust Company,
Lincoln, Nebraska.

Dear Mutt:

This will acknowledge your favor of the 13th instant. May I say in all frankness that I stated to the Big Six coaches that I desired a word of explanation as to why I was not recommending you as one of the officials for Kansas to use, since heretofore, from the start, I had been the chief booster in respect to your officiating.

I reiterated the experiences that I had since Earl Falkenstien came to me and told me your objection to the expense account, and I told them of the letter that I had written to you. I think Brownie perhaps misquoted me on saying that you wrote a sarcastic letter to me. The sarcastic statement, as I recall, was made to Mr. Falkenstien about the Big Six not wanting the Big Six officials to travel in a dignified fashion consistent with their work.

In your letter of January 14 you state, "Will you be kind enough to accept my apologies if I seemed to be a little unjust in my expressions to Mr. Falkenstien." It was nothing that you said to me, but rather what you said to him that ceused me to write you in my first letter of January 12, and again on January 16.

With all frankness I wish to say that not only I noticed a change in your attitude since these letters, but all the boys on the team complained very bitterly of your attitude in the games. Particularly did they mention the three games that we won - Missouri at Lawrence on January 18, Kansas at Manhattan on January 20, and on February 25 Oklahoma at Lawrence. Generally the boys do not kick when they win. Frankly, Mutt, it seemed to me like we were on the spot, and upon two occasions I resolved that I was going to say something to you about it immediately after the game. And then I changed my mind.

Mutt, I want to say that my friendship and admiration for you has also been of long standing, but I felt if I had endeavored to straighten this difficulty out with you that if you felt that way about it there was nothing else that I could do. I will be glad to personally meet and discuss with you this matter any time at your convenience.

Very sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH

May 16, 1939.

Coach W. H. Browne,
University of Nebraska,
Lincoln, Nebraska.

Dear Brownie:

Just a note following up your conversation with Mutt Volz at the State High School Track Meet last Saturday.

With all good wishes, I am

Very sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH

The First Trust Company
of
Lincoln, Nebraska

May 13, 1939

Dr. Forrest C. Allen
Director of Physical Education
Varsity Basketball Coach
University of Kansas
Lawrence, Kansas

Dear Doc:

I ran into Brownie at the State High School Track Meet yesterday and asked him about the Basketball Coaches' Meeting during the Big Six Track Meet. He informed me that the Coaches had already met and chosen their officials for the season of 1939-1940.

Much to my surprise, Brownie informed me of the comments you had made regarding me before the coaches. He said that you had said that I had padded my expense account and spoke rather sarcastically to Earl Falkenstien and had likewise written you a most caustic and unkind letter. To all of this I plead innocence, but if that was your impression I sincerely regret it and at this time offer my apologies.

My friendship and admiration for you has been of long standing, and I want you to know how deeply I feel about it all. I hope we can personally meet and discuss this misunderstanding in the near future.

Very sincerely

M. G. Volz

M. G. Volz

MGV:FB

January 12, 1939.

Mr. M. G. Volz,
First Trust Co.,
Lincoln, Nebraska.

Dear Mutt:

Mr. Falkenstien said to me after the game was over that you were not happy with the expense allowance that was given you. Won't you write me and tell me of your difficulty?

Earl Falkenstien wants to be fair, and I can assure you that you will receive just treatment at his hands. He is a good fellow, but he is forced to follow the set rules on allowance of expenses. I am sure if you show him where you were out more money, that he will be glad to reimburse you. The difference, as he understood it, was that you had two pullman fare charges where the day rate would be a parlor car instead of a pullman.

But you write me and let me know how much you are shy in your expense account and I am sure that he will want to do the fair thing by you.

I was sorry that I did not get to see you after the game. I was detained over at the auditorium and when I returned you had gone.

Hope to see you Saturday.

With all good wishes, I am

Sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH

January 16, 1939.

Mr. H. G. Volz,
First Trust Company,
Lincoln, Nebraska.

Dear Mutt:

I have just received your good letter and have had a conference with Mr. Falkenstien concerning your expenses. I believe his check was $17.45.

Mutt, first I want to say that these boys running the athletic departments in most of these Big Six schools are having a terrible time keeping out of bankruptcy. Of course, Nebraska's football generally puts her over, and Oklahoma might have a breathing spell this year, but from my knowledge of athletic department revenues I can assure you there are none of these fellows but what are deep, deep in the mire and in the red.

These heavy stadium obligations have left no breathing spell financially for any of these boys who are trying to promote competitive athletics in the Big Six Conference. Each year it is necessary to either borrow money or in some way to keep within respectable distance of the bondholders or the bankers.

Mr. Falkenstien just came in the office and he tells me that the train from Lincoln to Kansas City is the Burlington Zephyr. I have ridden the Zephyr, and personally I would rather ride it than lots of parlor cars on the ordinary railroad. Since I am not athletic director now I can frankly say that I believe if the football and basketball officials in the Big Six were confronted with the financial obligations that the athletic departments in this conference are confronted with, they would be more than willing to ride even in a day coach rather than in the up to date Burlington Zephyr or any other like railroad to allow these people to keep their heads above water.

I would say that three meals at $1.00 was a very fair allowance; not a super-abundantly extravagant one, but one certainly within keeping of the funds of all Big Six schools.

Indulging in a bit of facetiousness, I am convinced that since you are an officer in the First Trust Company that you would advise any of your clients to be economical in their expenditures, and since I have noticed a gradual widening of your girth and a slight slipping of your chest in the past few years I would suggest that you go to the Frigidaire in the

morning and eat that half a grapefruit and get those two 3-minute eggs and a piece of toast and a cup of coffee before you leave Lincoln. That would still permit you to have three meals at $1.00 a day and keep the athletic association out of bankruptcy.

If I were one of the liberals of the Supreme Court justice staff I would have to agree that the brain trusting officials in a basketball way have been treated very fairly considering their ability to pay.

It was good to see you Saturday, although I couldn't feel good about much else other than greeting the fine Nebraska coaching set up, and the other friends who gathered at Lincoln to see a rather sorry Kansas team meet a hard-fighting and successful scarlet-clad Nebraska outfit.

With all good wishes, I am

Sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH

The First Trust Company
of
Lincoln, Nebraska

January 14, 1939

Mr. Forrest C. Allen
University of Kansas
Lawrence, Kansas

Dear "Doc":

Thank you for your very gracious letter of January 12.

I am exceedingly sorry if I in any way conducted myself out of order to Mr. Falkenstien. I fully appreciate Earl's position and know only too well that it was a matter over which he had no control.

By way of explanation the following is a list of my expenses:

Round Trip fare from Lincoln to Kansas City	$9.35
Parlor Car rate from Lincoln to Kansas City	1.05
Pullman rate from Kansas City to Lincoln	2.65
Round Trip rate from Kansas City to Lawrence	1.50
Taxi fares - Lincoln and Lawrence	.75
Four Meals	4.00
	$19.30

Burlington Zephyr 1930 205 17.25

17.45

The latest that I can leave Lincoln to go to Lawrence is 7:30 A.M. and I can not return until 9 A.M. the following morning. As a representative of our particular conference, I have always felt that to properly represent our conference I should always travel in the best possible manner. This not only reflects on the conference but also on the official and I believe you will agree in what I am attempting to explain.

Will you be kind enough to accept my apologies if I seemed to be a little unjust in my expressions to Mr. Falkenstien. I hope the above explanation coincides with your opinions and that the expenses as figured are found to be correct.

With kindest regards,

Most sincerely

M. G. Volz

M. G. Volz

MGV:FB

4

June 5, 1939.

Vince Laboratories, Inc.,
113 West 18th Street,
New York City, N.Y.

Dear Sirs:

I recently received a trial supply from your laboratories of VINCE, for which I wish to thank you. Personally, I like it very much and use it quite regularly.

In our work as director of physical education we come in to contact with all the students majoring in this department, a hundred in all, and have many occasions to recommend your product to them. If it would be possible for you to send us a supply of sample tins of VINCE I am sure that we could put them out to good advantage. We stress the value of health education to these students, and since I believe so strongly in your product I feel that these future teachers of health and physical education should know about the use of this excellent antiseptic.

Again thanking you, I am

Very sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

July 5, 1939.

Mr. Ernst A. Uhrlaub,
831 Louisiana Street,
Lawrence, Kansas.

Dear Dutchman:

I played golf with Ed Ash and Art Lawrence the other day at the Country Club. They are both in the Summer Session here. I asked them about the coaching position left vacant by the recent death of Percy Parks, and they both told me they were sure the Board of Education would fill the position from Percy's assistants. They do not believe they will take an outside man.

I would be glad to help you in any way that I can, but I do not believe this position will be open.

With all good wishes, I am

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

~~W. W. WARING, PRINCIPAL~~
~~ASSISTANT PRINCIPALS~~
~~O. E. HODGSON, WASHINGTON~~
~~C. A. BROOKS, LINCOLN~~
~~V. S. HASS, ROOSEVELT~~
E. A. Uhland

Salina High Schools

Lawrence
~~SALINA~~, KANSAS
831 La Shreb

June 27, 1939.

Dr. Forest C. Allen
University of Kansas
Lawrence, Kansas

Dear "Phog"

I am sorry I didnt get to see you again before I left. I heard there. Mr Chandler, that there may be a turn over in the K.C.K. coaching system. Do you think you could write to John Carlson and find out if there is anything to it. He would tell you about it and what he or they would want in the change if they have any.

Sincerely Yours
Ernest A. Uhland