

July 20, 1940

Mr. James Cox  
Head Trainer  
Harvard University  
Cambridge, Massachusetts

Dear Jimmy:

I had a letter from Mr. F.W. Lang of Forsyth, Georgia saying he had sent you a bill for the normalizer but had not heard from you as yet. I told him that doubtless you were off on vacation. I guess he writes me feeling that you are in our family.

I would be glad to know of the success you have had with the normalizer. We have had wonderful success here. Last fall Ed. Hall, our fullback, injured his foot and while waiting for Dean Nesmith, the trainer, to treat him Dean told him to go ahead and roll his feet on that normalizer. He came back in about ten minutes and said, "Well, the kink is out of my foot and I am o.k."

I had an experience with Mr. Lang at Atlanta, Georgia last summer. My foot was bothering me and Mr. Lang asked me just to roll my feet back and forth on the normalizer for a few minutes. I really wasn't in a sales receptive mood but after I had done that I asked him to send me one. I use it every morning and night and find it keeps my feet in tip-tip shape. I would be glad to hear of the success you have had with it.

Our regards to your wife and your family. With all good wishes, I am,

Sincerely yours,

FCA:kg

Director of Physical Education and Recreation  
Varsity Basketball Coach