

April 2, 1941

Mr. Frederick W. Lang
Department of Revenue
Atlanta, Georgia

Dear Mr. Lang:

I have your letter of March 24 enclosing the communication from Dr. Don Carlos Peete.

Dr. Peete is one of the outstanding diagnosticians in Kansas City, Missouri, and he also teaches on the faculty of the University of Kansas Medical School at Rosedale. If he finds the normalizer beneficial he would be in a position to do you much good with the American Medical Association and other medical associations.

I am returning Dr. Peete's letter for your files.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball and Baseball Coach

FCA:lg

T. GRADY HEAD
COMMISSIONER

STATE CAPITOL

Department of Revenue
State of Georgia
Atlanta

March 24, 1941

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

Dear Dr. Allen:

The enclosed letter from your friend Dr. Peete is self explanatory.

I just received an inquiry thru you from Clifford Breeding, Coach of Kirbyville H.S. at Kirbyville, Texas who requested that one be sent him upon a thirty day trial. Same was sent on Saturday last. I also wrote him a letter.

Will you kindly return the Dr. Peete letter.

Kindest regards.

Sincerely yours,

F.W. Lang
Frederick W. Lang

April 12, 1941

Mr. Frederick W. Lang
512 State Office Building
Department of Revenue
Atlanta, Georgia

Dear Mr. Lang:

I have a notion that Jimmy Cox does not want to write a recommendation regarding your arch normalizer on Harvard stationery. Jimmy is young and I believe that he is afraid that the Harvard people might get on him for writing a testimonial for something of this nature.

I have tried to get this from Cox for you, but I do not believe that he wants to do it; therefore, I am very hesitant in asking again that he do this. I believe that you can understand my situation in the matter. I have never had any letter from him signifying such a conviction, but I believe under the conditions that I would be hesitant in asking.

I am sorry that I cannot do this since I assure you I would be glad to help you in every way possible.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball and Baseball Coach

FCA:lg



Department of Revenue
State of Georgia

IN YOUR REPLY REFER TO

T. GRADY HEAD, COMMISSIONER

Atlanta

April 8, 1941

Dr. Forrest C. Allen
Lawrence
Kansas

Dear Dr. Allen:

I hate to trouble you but you might be able to succeed with James Cox where my efforts failed for he would not answer Dr. Myers request for a copy of his statement on his Harvard letterhead.

Would you mind writing him saying that your friend Dr. Myers wanted this statement for Gov. Talmadge so that he could include this letter with many similar ones (mostly from Physicians) that were intended to be sent to the Governors friend and Chief of the Staff, of the U. S. Army, for possible Army use, and adoption.

I really want this one letter from Cox as it is a fine tribute to my device only do not let him know that I have read it. I am supposed to get one from the Medical Director of the Pennsylvania R.R. who is sold on its use and then my case is finished. I then expect to get Senator of Wagner of New York to sponsor this for a great friend of mine to whom the Senator is under an obligation to. This man is under an obligation to me so the obligations can all be squared at one time.

I would greatly appreciate this favor.

Kindest regards.

Sincerely yours,

FW Lang

Frederick W. Lang
512 State Office Building

April 16, 1941

Mr. Frederick W. Lang
Forsyth, Georgia

Dear Mr. Lang:

Mr. Julius Marks (a jeweler here in Lawrence) desires that you send him one of your foot-arch normalizers on a 30-day trial.

He has been having foot and leg trouble and I am very sure that this normalizer will give him splendid results. I told him of the great benefit it gave to other users.

When this normalizer arrives I will give him some instructions on using it as he is a neighbor of mine.

Please send it to Mr. Julius Marks, in care of Sol Marks & Son, 817 Massachusetts Street, Lawrence, Kansas.

Very cordially yours,

Director of Physical Education and Recreation
Varsity Basketball and Baseball Coach

FCA:lg

P.S. I am sending a carbon copy of this letter to your address in Atlanta.

F. C. A.

April 26, 1941

Mr. Frederick W. Lang
Department of Revenue
Atlanta, Georgia

Dear Mr. Lang:

Your letter of April 21 advising Dr. Allen
that you had sent the normalizer to Mr. Marks, has
been received.

Dr. Allen is out of town at the present
time on baseball trips. Your letter will be brought
to his attention as soon as he returns.

Sincerely yours,

Secretary to Dr. Ferrest C. Allen



Department of Revenue
State of Georgia

IN YOUR REPLY REFER TO

T. GRADY HEAD, COMMISSIONER

Atlanta

Apr. 21, 1941

Dear Dr. Allen:

Sent the Normalizer via P.P. this day as per your kind suggestion.

Tell Marks to send it back in thirty days time if it doesn't do him any good. Give him the enclosed circular as you said that you were going to instruct him in its use.

Many thanks for your interest in this matter.

You are probably right about Jimmy Cox and so I will let the matter rest. Any way he should thank you for calling this device to his attention for at least it benefitted the Captain of his track team. However I can't make use of the letter which he wrote to my friend Dr. Myers.

Sincerely yours,

Frederick W. Lang
Frederick W. Lang

September 21, 40

Yale Club

Vanderbilt Avenue and Forty-fourth Street
New York

Dear Dr. Allen:

Just received payment from Ohio State University which comes one year late but much better late than ever. Enclosed herewith you will find my check to cover this item.

I am staying in New York with my sister for a visit of a few weeks and my address here is 333 East 68 St. New York City. You might want to write me direct.

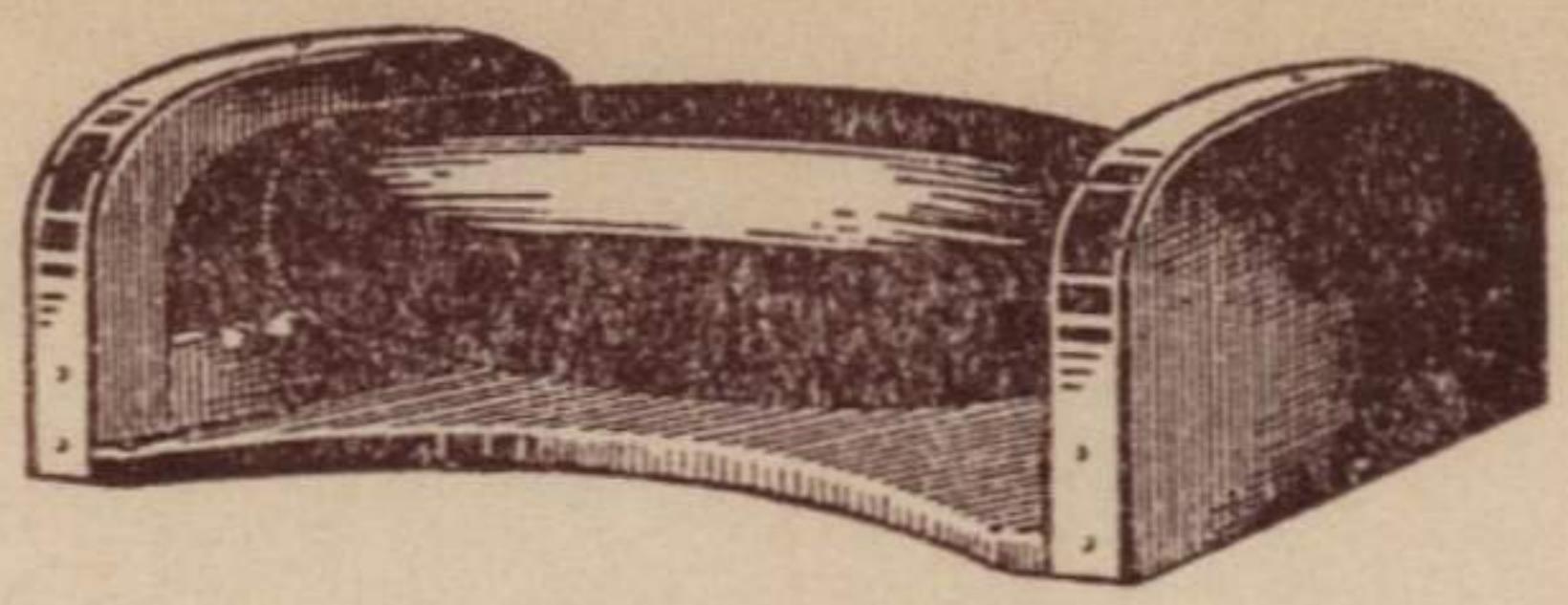
I might be able to get them in the N.Y. Yankees Baseball Club, The Yale Club Turkish Bath Dept. and with the Trainer of the Yale Football Team. Only because I have contacts in all these places. I find that most people are so busy or dont want to be bothered with anything new unless I have some good contact person first.

We should received some other checks soon.

Sincerely yours,

FW Lang
Frederick W. Lang

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

May 12, 1941

Dear Dr. Allen:

Just a line to let you know that Clifford C. Breeding, Coach at Kirbyville, High School, Texas sent the Normalizer back after a thirty day trial. No explanation.

Regards.

Hastily yours,

FW Lang

Fredk. W. Lang

Julius Marks

May 23rd, 1941

Frederick W. Lang
Lang Foot & Arch Normalizer Co.
Forsyth, Georgia

Dear Frederick:

Your note of May 12th received. Sorry Coach Breeding didn't like the Normalizer; apparently he didn't give same a fair trial. Julius Marks is so very enthusiastic over it, that it's difficult to understand.

Wondering how you are getting along with your new job at the State House. I'm sure you'll be satisfied as well as satisfactory.

With kindest personal regards, I am,

Sincerely yours,

Director of Physical Education and

Recreation-Varsity Basketball and

Baseball Coach.

FCA:rc

July 21st, 1941

Lang Foot & Arch Normalizer Co.

Forsyth, Georgia

Dear Sir:

Yesterday I was playing golf with a neighbor of mine, Mr. John Trembly, 730 Mississippi Street, Lawrence, Kansas. I told him what benefits I was receiving from your Lang Foot & Arch Normalizer as well as Mr. Julius Marks and Mr. Van Bruner.

I told him that I would write your firm and ask you to mail Mr. Trembly one of your Normalizers on a thirty-day-trial; that Mr. Trembly was under no obligation to purchase the device unless it was entirely satisfactory to him. If he did not desire the Normalizer he could mail it back after thirty days trial without any cost whatsoever.

I would appreciate it if you will mail him one at your earliest convenience.

Sincerely yours,

Director of Physical Education and
Recreation-Varsity Basketball and
Baseball Coach.

FCA:rc

July 21st, 1941

Mr. John Trembly
730 Mississippi Street
City

Dear John:

The inclosed copy of my letter to the Lang Foot & Arch Normalizer Co. is self-explanatory.

When it arrives, I want to give you a few simple directions. I know that the first time you get on the machine, you'll declare that you can not use it because it feels as though it were scrapping all the tissue off the bone. Although it's of cylindrical form, when you roll your feet over it, the nerves being subcutaneous makes you experience some little pain. But, I'll guarantee after you use it a couple of times there will not be this unpleasantry.

On the other hand, the first time you use it you will denote very definite change as regards your feet and legs.

Trusting they will get this to you in a short while and that you will get as much benefit from it as I have, I am, with kindest regards.

Sincerely yours,

Director of Physical Education and
Recreation-Varsity Basketball and Base-
ball Coach.

FCA:rc

September 24, 1941.

Mr. F. W. Lang,
512 State Office Bldg.,
Atlanta, Ga.

Dear Mr. Lang:

I have your favor of the 15th instant. I am terribly disappointed that you did not send Mr. John Trembly a machine. I am anxious that he have one, and I would appreciate it if you would send one to him at 730 Mississippi Street, Lawrence, Kansas. I played golf with him last Sunday and he seemed to think that I had neglected him. If Trembly doesn't take it I will take it and sell it here in Lawrence. I am sure that I can do that.

You asked regarding the remittance on the 7th of July. No, you did not send anything on that date. I had a coaching school in Iowa and the Iowa trainer told me that he had a visit with you. When you have time to breathe you might check up with these high school boys that you have sent normalizers to and if you feel in the mood I would be glad to have any remittance that I am entitled to.

You mention the fact that you may have difficulty in making these machines on account of the war demand for raw materials. Are you thinking of discontinuing them? This is too valuable a thing to be discontinued. I once wrote you and asked if you would be interested in selling any of the stock. I believe this normalizer is one of the essentials and should not be discontinued. What sort of a proposition do you have? If you should be too busy with your state job perhaps we could organize something, and in my position I believe that we could do some business. I will be interested in hearing from you, but please send Mr. Trembly's machine at your earliest convenience.

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.

Dear Dr. Allen:

9/15/41

Yours of September 10th. received. I am so terribly busy with my State job that I havent time now for much else. It is a little bit of a job to assess and bill out about two hundred million dollars worth of public utility property. This is now what I am eating on.

Re John Trembly I didn't send him a machine but did send one to Harry Mons of Chicago as he seemed anxious for one. I havent many left and when these are gone I doubt if I can get more made on account of the wars demand for raw materials.

Re McFarland Drug man he did take and pay for three at one time and I remember writing to you about this but my records are at the farm. I am sorry that he didn't sell as many as his daughter thinks for we all would be richer. However I do think that I possibly did not settle up with you for one he paid for on 7/7/41. Let me know about this.

A Trainer from Iowa City said that it was a great compliment to my device that you liked it for he said that it was rare that you ever endorsed any training equipment. I certainly appreciate your kindness in behalf of my device.

Sincerely yours,

FW Lang
Frederick W. Lang
512 State Office Building
Atlanta, Ga.

P.S. Also have one out thru your efforts with a high school in College City Kansas

CHECK SERVICE DESIRED OTHERWISE MESSAGE WILL BE SENT AT FULL RATE	
DOMESTIC	FOREIGN
FULL RATE	FULL RATE
DAY LETTER	CDE RATE
NIGHT LETTER	URGENT
SERIAL	DEFERRED
RESERVATION	NIGHT LETTER
TOUR-RATE	SHIP RADIO

Postal Telegraph

Mackay Radio

Commercial Cables



All America Cables

Canadian Pacific Telegraphs

CHARGE ACCOUNT NUMBER	
CASH NO.	TOLLS
CHECK	
TIME FILED	(STANDARD TIME)

Form 2

Send the following message, subject to the Company's rules, regulations and rates set forth in its tariffs and on file with regulatory authorities

RECEIVED ON 2010 JUNE 110 AND TRANSMITTED ON 2010 JUNE 110
THIS TELEGRAM IS FOR THE USE OF THE SENDER
AND IS NOT TO BE USED FOR ANY OTHER PURPOSE.
IT IS THE PROPERTY OF THE SENDER AND IS TO BE
RETURNED TO THE SENDER AS SOON AS POSSIBLE.
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STAN. WILSON

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STAN. WILSON

STAN. WILSON

September 10, 1941.

Mr. F. W. Lang,
512 State Office Bldg.,
Atlanta, Georgia.

Dear Mr. Lang:

Did you send an arch normalizer to John Trembly? I haven't heard from Trembly and I want to know if you sent it and if he sent it back to you.

I wish you would send an arch normalizer on thirty days' trial to Mr. Harry W. Mons, Hill-Clarke Machinery Company, 649 Washington Blvd., Chicago, Illinois. Mr. Mons' son married my daughter last Saturday evening here in Lawrence. The groom's parents came to Lawrence for the wedding and while here last Sunday I demonstrated the arch normalizer to Mr. Mons. He is very anxious to have you send him one on thirty days' trial.

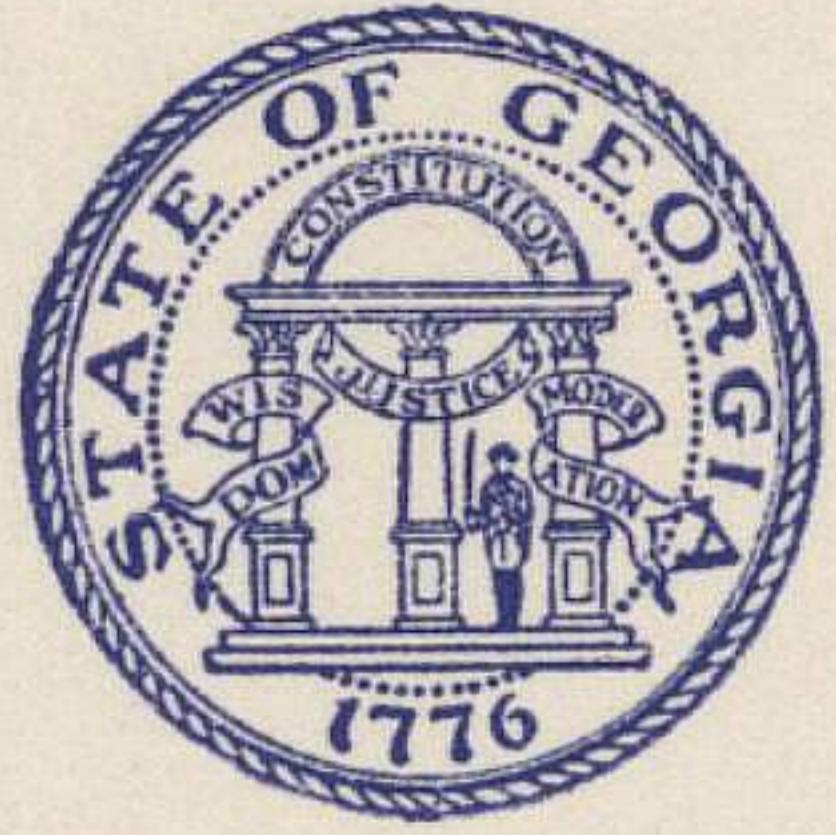
Mr. McFarland, the druggist at Topeka, I am told by his daughter Jean who is the fiancee of my son, has sold a number of the arch normalizers besides the first shipment that you sent him. I am wondering if this is true, and how many he has sold.

I will be happy to hear from you.

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.



Department of Revenue
State of Georgia
J. M. FORRESTER, COMMISSIONER
Atlanta

IN YOUR REPLY REFER TO

Sept. 5th.

Dear Dr. Allen:

Many thanks for your plug at the recent Coaching Convention in Iowa.

I have already heard from one of them Offenbacher Principal and Coach at College Springs, Iowa. Sent him one on trial.

Kindest regards. I am so busy at this time of the year that I had to cancel my trip to Washington.

Sincerely yours,

FW Lang
Frederick W. Lang
512 State Office Bldg.

Sept. 29, 1941

Mr. F. W. Lang
512 State Building
Atlanta, Georgia

Dear Mr. Lang,

I received a letter from Mr. H. W. Mons of Chicago.
He wants to pay for his arch normalizer.

Will you please send him a bill?

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation
Varsity Basketball Coach

Sept. 30, 1941

Mr. F. W. Lang
512 State Office Building
Atlanta, Georgia

Dear Mr. Lang,

Thank you for your letter of the 26th instant which came to my attention this morning.

I am not in a position to offer you money for a share in your company, but I thought perhaps if your factory is at a standstill we might make an arrangement whereby the equipment could be shipped here and perhaps we could start production of the normalizers at this end.

Of course I know nothing of your dies or pieces of machinery, but I thought that perhaps I could promote the normalizer and boost the sales considerably.

We could continue it in your name, or, if you preferred, use yours and mine together.

With the munitions factories and other defense projects putting a considerable group of people out of employment, it might be possible for us to use some of these persons who might be trained in this work.

I feel that the normalizer is a very important item in this defense program.

Write me a little more information about your equipment and let me know what you think about my suggestion of the two of us working together on the proposition of production and promotion of the normalizer.

Sincerely,

FCA/pg

Director of Physical Education and Recreation
Varsity Basketball and Baseball Coach

512 State Office Building
Atlanta, Georgia
September 26, 1941

Dr. Forrest C. Allen, Director
Dept. of Education
University of Kansas
Lawrence, Kansas

Dear Dr. Allen:

Your letter of September 24th. just received.

As per your request I have just sent a machine to your friend John Trembly, via Railway Express. From a former letter of yours I did not gather that he wanted one very badly. Frankly I havent been able to attend to this little business for the reason that my State work is a real mans sized job. I have to take care of over two hundred million dollars worth of assessed valuations of utility property. I have been tired out and my blood pressure dropped to 101. Now I am taking all day Saturday and Sunday out in the open, generally riding my horse on my farm and feel better already.

You and I and about three thousand other users know what benifits have been derived from the use of my foot machine, but even if I, Fred Lang, had the time, it would be a difficult thing for Lang to sell a product under his own name. My present company is a lawfully operating company in Georgia but is not a stock company. Frankly I know that you could do a lot more with this thing than I have done. I am open for a proposition. Give it a little thought and let me hear from you.

I believe that this thing is ready now for an order from both the U. S. Army and Navy. Both Athletic Departments are using it. The joker is how to get the order. It can be done, but the trick is how?

In my last letter to you I was tired and looked for an excuse for not making any more machines. Aluminum end band pieces might not be obtainable but they can be made of many other materials and nickled or chrome plated.

Drop me a line when you find time. With kindest regards.

Yours sincerely,

F.W. Lang
Frederick W. Lang

October 16, 1941

Mr. F. W. Lang
Department of Revenue
State of Georgia
Atlanta, Georgia

Dear Mr. Lang,

Thank you for your letter of the 9th instant enclosing check. I am sorry that I didn't get your letter a little bit sooner. I called Gene Tunney at St. Louis, Mo. three days before your letter arrived. I know Mr. Tunney pretty well and have had quite a bit of correspondence with him. The purpose in calling Mr. Tunney was to call to his attention a very able young man who is Athletic Director at our high school who desired to apply to his group for appointment as an athletic director for the navy. The young man drove to St. Louis and was accepted. Gene Tunney came on to Kansas City and took some more of my boys and the boys said he spoke very kindly of me. But, I would not care to contact him so soon after this experience because he might think there was some connection between the two situations.

A program of promoting this normalizer would have a lot of problems and would require the time and the attention of a young, active fellow who could put most of his time into it. Of course the earnings of such a venture would be slow and someone would have to pay the salary and expenses of this young man. This, of course, is where the rub comes in. It takes money to make money.

Would you kindly write me and give me a background of your industry. Just how much have you invested in the dyes, the wood, and other materials? Personally, I do not know whether this is the time for the promotion of anything of this nature on account of the government's restriction on small industry. However, there will be people out of work due to defense priority and it seems to me if we can help out this general unemployment by giving employment and also improving the health of the nation it is up to us to do something.

I gather that you're feeling much better. You owe it to yourself to get out doors two days a week. In this way you will raise

your blood pressure to normal and you will enjoy life which you so richly deserve.

With kindest regards and best wishes I am

Sincerely yours,

FCA/pg

Director of Physical Education and Recreation
Varsity Basketball Coach



Department of Revenue

State of Georgia

IN YOUR REPLY REFER TO

J. M. FORRESTER, COMMISSIONER

Atlanta

October 9, 1941

Dr. Forrest C. Allen, Director
Dept. Physical Education
University of Kansas
Lawrence, Kansas

Dear Dr. Allen:

I just received a check from Harry Mons of Chicago. I am enclosing herewith my check for this one and one sold thru McFarland Drug Co. last July which I had lost track of. This one is at the rate of two dollars as I had to pay McFarland a four dollar commission, so you and I each make two dollars after cost is taken care of.

I am sending a bill to the Coach of College Park-HiSprings High School, Iowa for one sold thru your recommendation.

Your suggestion is not at all a bad one regarding making the machines in Kansas and when I use up my present stock of machines I will give this serious consideration.

Now I have an idea and I want to see how it strikes you. Gene Tunney is now Athletic Director of the United States Navy and I am wondering if you would care to call to his attention your experience with the use of my machine. If this were to be adopted by the Navy they could use a lot of them. Both the Army and Navy that is the U.S. Military Academy and the Naval Academy Athletic Associations use my machine in their training quarters.

How does this suggestion strike you?

I am feeling better now as I am making a habit of going home to my farm on Fridays and am getting two days a week outdoors. In this way I have raised my blood pressure from one hundred to one hundred eighteen.

With kindest regards, I am,

Sincerely yours,

Frederick W. Lang
Frederick W. Lang

October 23, 1941.

Mr. H. W. Lang,
512 State Office Bldg.,
Atlanta, Georgia.

Dear Mr. Lang:

I have received a letter from Mr. H. W. Mons, of Chicago, who says that recently when he walked on Dr. Larson, an osteopath at one of the Chicago suburbs, he showed him the Lang foot and arch normalizer, and Dr. Larson is going to recommend it to a patient of his who has considerable trouble with her feet.

So you can see that Mr. Mons is really an enthusiastic booster.

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.

20
17 $\frac{1}{2}$
16 $\frac{1}{2}$
18
6

478
50
39.00

November 15, 1941

Mr. F. W. Lang
Department of Revenue
State of Georgia
Atlanta, Ga.

Dear Mr. Lang,

I just had a conference with Dean E.B. Stauffer upon his return. Dean Stauffer states that he would be very happy to talk with you but it would be of little or no benefit. Dean Stauffer is secretary of the Committee of Classifications of Universities and Colleges of the Association of American Universities.

Dean Stauffer stated to me that the committee's action was merely transmitted to him and he gives to the newspapers only the information that he receives from them.

Dean Stauffer further stated that should you come to visit him he could only refer you to Dean Fernandus Payne of University of Indiana, Bloomington, Indiana. Dean Payne is chairman of the committee and Dean Stauffer is secretary. Dean Stauffer is not a member of that executive committee that made the findings. He is merely the secretary who does the secretarial work.

Dean Stauffer states that this association does not meet again until next year and there is no great hurry because since they meet but once a year there is no opportunity to have a special meeting. So I believe, Mr. Lang, that if you could have some connection that would bring you in contact with Dean Fernandus Payne at Indiana University it would be much more efficacious.

I regret that I am unable to be of any service to you in this connection.

If Governor Talmadge should want you to come up and if you are coming to help yourself with the Governor, of course I would be glad to have you talk with Dean Stauffer and I could arrange an audience for you. Dean Stauffer is a very fine and generous gentleman, but in this case I am very sure that he would only give you the information that he gave me. Since you have one man to convince this committee, then I believe your purpose could be accomplished much better through Dean Payne than through Dean Stauffer.

Assuring you that it is always a pleasure to be of service to you and trusting that in the future I may be of more constructive help I am with kindest personal regards

Sincerely yours,

November 29, 1941.

Mr. Frederick W. Lang,
Forsyth, Georgia.

Dear Mr. Lang:

Dr. W. W. Parker, the president of Southeast Missouri State Teachers College, of Cape Girardeau, Missouri, desires you to send him a Lang Foot and Arch Normalizer.

I spoke at the college last Wednesday evening and had the pleasure of being a guest in his home. Dr. Parker and I were colleagues at the State Teachers College at Warrensburg, Missouri, over twenty years ago.

I carry my normaliser in the back of my car and always take it to the hotels or the places I go for the evening. After using this I learned that Mrs. Parker was bothered with foot trouble, as was Dr. Parker. Therefore, I had them use it and they want you to send them one. I told them that they could have the thirty days trial use, but I know they will want it.

Will you please write Dr. Parker and see that he gets prompt attention in this shipment?

I trust that Governor Talmadge and you are getting the matter straightened out about which you called. If I can be of any service at any time, please command me.

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.

December 4, 1941.

Mr. F. W. Lang,
Forsyth, Georgia.

Dear Mr. Lang:

I acknowledge receipt of your letter of the 1st instant. I am sure that Dr. Parker will be pleased with the normalizer, as he is an old athlete and a fine fellow. I think he will do your machine a lot of good because he is intelligent enough to appreciate the worthwhileness of it.

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.



Department of Revenue

State of Georgia

J. M. FORRESTER, COMMISSIONER

Atlanta

IN YOUR REPLY REFER TO

Dec. 1st

Dear Dr Allen:

as per your request I am sending
a machinist to Dr Parker. Thanks
to you.

Re Govt. I thank you for your
effort.

Have finished with my year's
hardest work & am looking for-
ward to a couple of weeks
swimming in Florida soon.

Truly yours

Sincerely

W. Lang.

January 8, 1942.

Mr. F. W. Lang,
State Office Building,
Atlanta, Georgia.

Dear Mr. Lang:

Thank you for your note of the 5th instant enclosing check for the normalizer purchased by Dr. W. W. Parker.

I do not know John Kelly, Director of U. S. Physical Fitness Department. I'll see what I can find out about him.

Glad you had a pleasant vacation in Miami and that you are feeling fine again.

With best wishes, I am

Sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball and Baseball Coach.

Dear Dr. Allen: Enclosed
check for Parker Pres of
Southeast Missouri
State Teachers Col.

Dogan know John
Kelly, Director of U.S.
Physical Fitness
Dept (or same such
Dept) }
Just returned from
a vacation in Miami
& feel fine. Regards
for New Years
J. W. Lang 1-5-42