

September 12, 1940

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

Dear Mr. Lang:

Mr. Emil S. Liston, the Athletic Director and Football Coach, Baker University, Baldwin, Kansas, called me this morning regarding an injury to a boy's foot. He desired that I look at it. I told him about your foot-arch normalizer and gave him your address. Doubtless he may write you for one. If not, you might contact him and maybe you can sell him one.

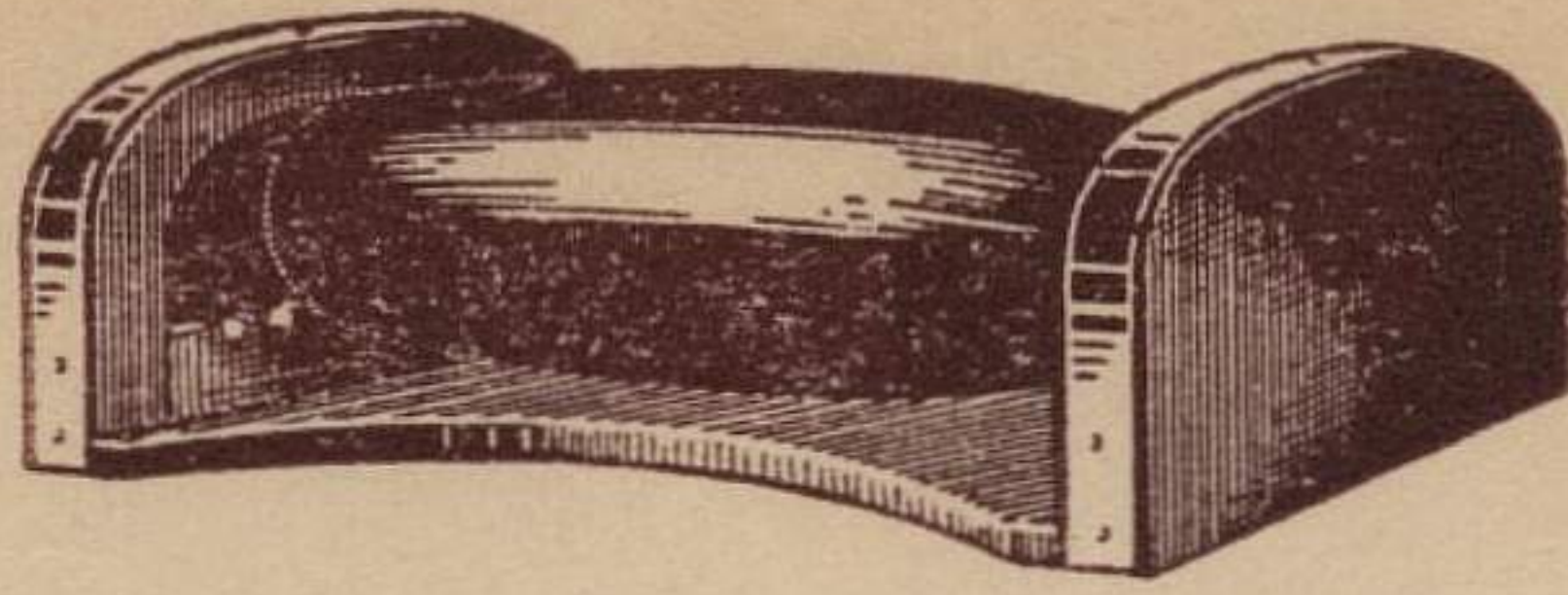
Very cordially yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

P.S. I find that I do not have Mrs. Nitchke's address. I also find that I have misspelled the name previously, but I believe if you address the letter to Mrs. Nitchke, in care of the Nitchke apartments, East 19th Street, Austin, Texas, that she will get it.

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

Aug 30th.

~~Miss~~
~~Neitche~~
Dear Dr. Allen:

Enclose check for Van K. Bruner. His just recd.
He was a little late.

When you get back home you might write me the
name and address of the Neitche woman as I
will send her some data on the N. and might
sell her. That is the one whose apt. house you
lived at.

Have heard from only two coaches from Texas so
far but guess I will be hearing from more as
time goes on.

Leaving tomorrow for Cleveland. Write me when
you care to at the same old address and it will
be forwarded to me.

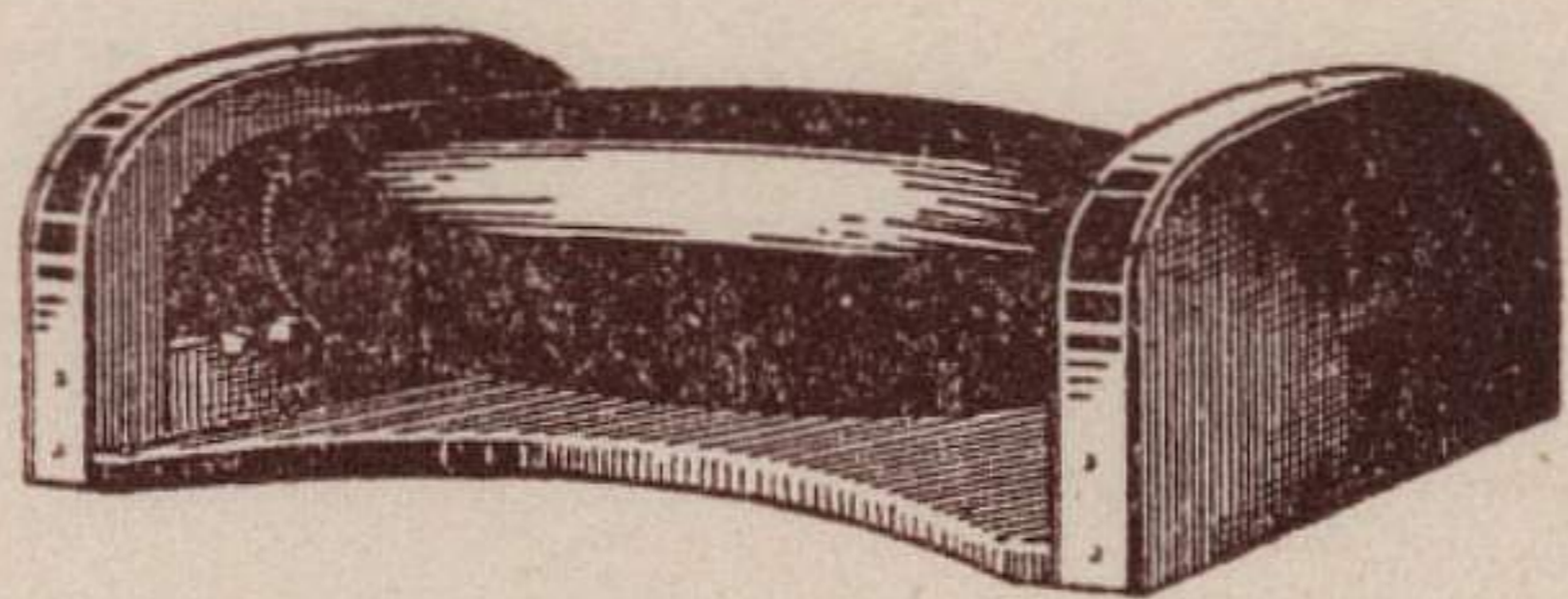
Kindest regards

A handwritten signature in cursive script, appearing to read 'F. W. Lang'.

Frederick W. Lang

A faint, illegible handwritten scribble or signature at the bottom of the page.

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

Sept. 19, 1940

Dear Dr. Allen:

I might like to go to West Point to see Roland Logan the Trainer while I am up here. Would you be kind enough to send me a short note of introduction to him. Dont mention my machine in your letter as I will show him your letter on that subject with others.

Havent been paid by Cox of Harvard yet maybe he is waiting to test it this football season. We will give him a chance.

We should be getting some checks in soon.

Kindest regards.

Sold the Pennsylvania Railroad Medical Dept. in New York also have started after the New York Central.

Sincerely yours,

Frederick W. Lang

Lang

September 19, 1940

Mr. Frederick W. Lang
333 East 68th Street
New York City

Dear Mr. Lang:

I am very happy to have your letter and am glad indeed to know your normalizer is going over so well with the medicos and the dentists.

Coach Elmer Schaake of the Lawrence High School was up for treatment of one of his boy's feet this morning. I had the boy work on the normalizer and it helped him. I told Coach Schaake of your offer of 30 days free trial for the machine and suggested that he get one, but I believe it would be a good idea if you would write him at this address: Coach Elmer Schaake, Lawrence Memorial High School, Lawrence, Kansas, and tell him of your offer. I believe he will get one for the athletic department.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

RICHARD F. MARSH,
GENERAL MANAGER



The **HOLLENDEN**



CLEVELAND, OHIO

September 16, 1940

Dear Dr. Allen:

Your letter was just forwarded to me in New York City, My address here is 333 East 68th St. I will be here for about two weeks.

I just received a trial order from Baker University thanks to you.

It is time for Ed Shinn of Cureo High School to pay off so I sent him a bill.

I exhibited at the Am. Congress of Physical Therapy in Cleveland and am astonished at the reception the doctors there gave my machine.

I ~~id~~ did very well at the Am. Dental Convention. Every dentist has trouble with his feet.

I am grateful to you for your kind interest in my machine.

Kindest regards.

Sincerely yours,

Frederick W. Lang

October 5, 1940

Mr. Frederick W. Lang
333 East 68 Street
New York City

Dear Mr. Lang:

I beg your pardon for not answering your letter sooner. I will have to be honest. Next to your letters were some that I have been slow in answering, and finally when I ran through my mail and found yours, I felt you would be leaving New York before I could get a letter to you; consequently, I neglected to send the same.

I must admit that I have never been busier in my life than I am this fall. The opening of school, together with so many new students and new situations for them has kept me going at high speed. I simply have not got half caught up with my correspondence. I dislike such delays very much but it has not been humanly possible to do better, so I am making a full confession.

I am happy that you found things so favorable to your set-up at West Point. I dislike to say this, but you cannot bank too strongly on Roland Logan. Jimmy Cox of Harvard is very dependable, as is Milton Kelly of Texas and Elwyn Dees of Nebraska, but the same cannot be said for Logan.

Roland Logan depends quite a bit on bluff, although he has a wonderful personality and if he would apply himself he would go far, but he takes short cuts. Enough of that because we discussed your device before and I told you at that time that Logan did not think that you were the original inventor of this machine.

Yes, I instructed Coach Bob Hunt of Overbrook to write you, which he said he was going to do, and I also advised E.S. Liston of Baker University to write to you.

I was in Beardstown, Illinois this fall and John Glenn there tells me he has two or three of the bankers using your machine, but I think you straightened me out on this before, saying that the other people returned the normalizers. I do not believe that John Glenn knows about this.

Oct. 5, 1940

Mr. Glenn is one of the most energetic and personable young men that I have met. I suggest that you write him asking how his normalizer is working, and also ask him if there are certain dentists as well as the high school football and basketball coaches there who might use one. John's family is very wealthy as they own all the utilities in that town. He could place one with the high school coaches and doubtless with the dentists and other people there.

I want you to know that John Glenn thoroughly believes in the normalizer as he uses it each night and morning. Our family was guests in their home and I demonstrated the larger uses of the machine for John Glenn and his mother. He would appreciate a letter from you and I am sure that you would make several sales.

Glenn is a graduate of Northwestern University and the Roger Babson School of Business in Boston. Tell Glenn about your reception at the Walter Reed hospital and your contact with the Surgeon General. He would be interested in that.

What about McFarland in Topeka? He was very enthusiastic about the device. Has he sold any?

I agree with you that the Texas schools are always a low pay, but I believe they are good.

Any way that I can help boost your sales will always be a pleasure to me.

Very cordially yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

Yale Club

Vanderbilt Avenue and Forty-fourth Street
New York

October 3, 1940

Dear Dr. Allen:

You probably did not get my letter in time for me to receive the letter of introduction requested to Roland Logan. I went to West Point last Saturday with a former West Point all round athlete, Col. Geo. Beavers and met not only Logan but the Physician in charge of the team.

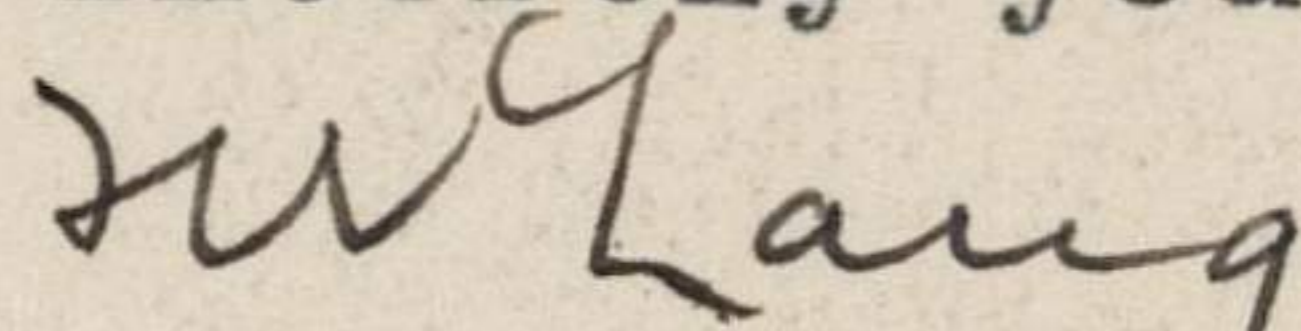
My device has been in use there I find for the past three years and they are well pleased with it and use it all the time. Logan did not think that the device was mine as their former trainer purchased it and the label had worn off. Strange thing the new team physivian is the same doctor that I met at the Walter Reed hospital in Washington and who was in charge of making the report on mybdevice to the Surgeon General.

Recd an order for a trial to go to Overbrook H.S. Coach Bob Hunt. You told him about it. I sent it off today from N.Y. where I am for the present.

We uave some money coming from two Texas High Schools but they are slow pay.

Kindest regards.

Sincerely yours,



Frederick W. Lang

333 East 68 St. New York City use this address

October 10, 1940

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

Dear Mr. Lang:

Mr. Earl Jones, Manager, A.G. Spalding Sales Corporation, 1012 Grand Avenue, Kansas City, Missouri, came to see me last week regarding a chronic injury to his hip. He also has some foot trouble and I definitely advised him to use one of your arch normalizers. Doubtless he has written you to order one.

I thought if you do not get an order from him soon, you could write Mr. Jones and say that I have written you about him. However, I think he will write you immediately because he was anxious to get a normalizer.

I trust you have returned from New York and a very successful trip.

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

October 11, 1940

Mr. Frederick W. Lang
333 East 68 Street
New York City

Dear Mr. Lang:

My, you are getting to be a big city dweller again. Well, doubtless it feels very good since you spend so much time on Manhattan Island, but personally I am one of those country folk who like the simple things of life, and the further I get from a big city the more I like it. However, I can appreciate your situation because if you can get the normalizer adopted by some of the big wigs, I think you will be sitting pretty the rest of your life.

You are quite right about John Glenn. I do not believe he knows about the people sending the normalizer back.

I am happy to acknowledge receipt of the check for the Edinburg school. These Texas schools are slow, but they are sure pay if there is any opportunity of their getting any money.

I am going to write Jimmy Cox another letter and see if we cannot stimulate him to action. I will send a carbon copy of the letter along to you.

Yes, you did tell me the good luck you had with the Physician in charge of West Point football. That is a great break for you. I knew that if you could get your normalizer before the responsible people that they would appreciate it.

Regarding the inquiry from the University of Texas for their corrective gym, I might explain to you that I spoke before the corrective class in physical education at the University of Texas this summer. Dr. Ruth Bass, who is a graduate of the University of Iowa, asked me to lecture. I had my foot and arch normalizer, which I always take with me on trips, and I took it to class, demonstrated the normalizer to a group of about 30 or 40 and explained its use. I also told them where they might purchase the normalizer, giving them your address, and that we had one in each of the football and basketball varsity training rooms, and one each in the women's and men's physical education department in the gymnasium. Then I told them what they should do, so you may get several inquiries from people in physical education who are not coaches, because these people were working under Dr. Bass.

Oct. 11, 1940

So enthused was one of the students there that he followed me here at the University of Kansas to work on his Master's Degree and to take my course in Theory and Practice of Athletic Training, which I am offering now as a graduate course, and also to take my work in basketball. His name is John Pfitsch. It was from him that I got Dr. Bass' given name.

I think you would do well if you would write Dr. Bass, telling her that you had written me saying you had received an inquiry from the University of Texas for their corrective gym, and doubtless it was she who inquired. She is a very enthusiastic person and I believe she would give you the names of a lot of physical education people, especially graduates of the University of Iowa, where she took her Ph.D., and also graduates of the University of Texas who are out in the physical education field.

This man McFarland is a real booster. I played golf with some people last Sunday in Topeka and they were stating how McFarland was boosting the foot device, so I believe it would be well to stimulate him to further activity.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

Yale Club

Vanderbilt Avenue and Forty-fourth Street
New York

Oct. 10, 1940

Dear Dr. Allen:

Your letter just received. As per your suggestion I will write to Mr. Glenn again. I imagine he thinks that a couple of his friends still kept the machines that he had me send to them, as I remember it one was the President of his bank.

Enclosed you will find a check for the Edinburg Rural Schools of Texas of which D.C. Cannon is the Coach. They were late with this but better late than never.

I am still in New York as I am getting some wonderful contacts here and my overhead is nothing as my sister lives here and has space going to waste.

After this present football season ends I think that we should get some action out of Jimmy Cox of Harvard. Probably up to now he has had no opportunity to test it out.

I do not remember if I told you that I met the Physician in charge of the West Point football team when I was in West Point last week or so. I had meet him in Washington at the Walter Reed Hospital in connection with my machine. They are using it now at West Point every day as they have an unusual of foot injuries at this time. He is delighted with it. I replaced the

old machine with a new one at no cost to them as they claim their budget was low.

I just received an inquiry from the University of Texas for their use in their corrective gym. Last year thru you I sold the football trainer. I expect this new order to come thru.

I have just written to McFarland. I believe that he sold one in Calif. expect to hear from him soon.

I am going to write to Glenn now. It might bring forth some results. Anyway it will act as a reminder.

Sincerely yours,

F. W. Lang

Frederick W. Lang
333 East 68 Street
New York City

October 14, 1940

Mr. Frederick W. Lang
333 East 68th Street
New York City

Dear Mr. Lang:

I acknowledge receipt of your favor of the 11th instant.

In regard to McFarland, you handle the situation just any way you want, and whatever you think is fair will be agreeable to me.

I imagine business conditions over the country are bad, due to the high taxes. As we think of England and some of those other countries, it looks as if the war situation will eat us all up, but I do not know anything else we can do under the conditions. I would rather have our own taxes eat us up than have the Heinies over there do it.

Congratulations on your ability to get your normalizer in the Pennsylvania Railroad, General Foods and the Union Carbide Corporation. If you can crash the subway also it would be an additional feather in your cap. I can appreciate how reticent administrators are in spending money now with so much going out and so little coming in.

If I were you I would write Elwyn Dees, and tell him what Kelly of Texas had to say and also tell him about West Point. Dees told me that he was waiting to get his medical room all fixed up before he ordered one, but I told him I would not wait for that because it is such a small device that he could fit it in anywhere. I believe if you will write him you will get an order. I would suggest that you send him a normalizer on a thirty-day trial, and tell him you want him to try it out, and if it does not prove satisfactory he may send it back. In this way he could take no offense and it would cost you nothing.

Yes, I did notice your ad on page 15 of the Southern Coach and Athlete. Doubtless the good that you will get out of this will be that the coaches will see in what schools your normalizer is being used. Probably it will take a follow-up by someone to call their attention to the fact that the normalizer is helpful. This may be the first line of defense to break through, by using these names, and the people may be interested in them but not interested enough to buy a normalizer. Maybe if someone else mentions it, they will say, "Why yes, I remember seeing where it was used--" and so forth. So I am hoping that you have some luck with your ad.

Personally, I believe that I could sell a lot of these, but naturally I do not have the time.

Oct. 14, 1940

Mr. C. F. McCreight, of our University of Kansas Business Office, was walking up the street showing a limp in his right foot. I asked him what was the trouble and he told me. I told him about the normalizer and he said he had been talking to Van Bruner out at the Country Club and Van had said it helped him. I told McCreight I would write you and have you send him one. Please address him as Mr. Charles McCreight, in care of the Business Office, University of Kansas. He will want it on a thirty-day trial but I am very sure he will keep it after he tries it out.

Last Saturday Miss Maxine Jo Woody of the Physical Education Department, Wyandotte High School, Kansas City, Kansas, was in my office. She has been having arch trouble and I gave her your address and she said she would write you. If you do not hear from her in a few days I suggest that you write her telling her that I gave you her name and told her about the thirty-day trial proposition. I am sure she will find much benefit from it.

I took Miss Woody out to the gym and showed her the normalizer that we have in use and gave her the directions how to use it. I believe you will hear from her. I told her also to speak to Miss Barnett, who is head of the physical education department for women in the Wyandotte High School. When you write Miss Woody you might mention it would be a fine thing if Miss Barnett could put one in her corrective room there at the High School. This High School is one of the largest and finest in this part of the country.

When you get correspondence from Miss Woody and Miss Barnett you might ask who is head of the men's department there. There has been a change lately so I think it would be best to write the women first and then write the head of the men's department, and tell him that we are using it at the University of Kansas and if the women use it I believe the men should have one also, especially for the football and basketball groups. The basketball coach is Mr. Elbl, but I am not sure who is heading up their physical education department.

This should give you some leads to work on.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Redrecreation
Varsity Basketball Coach

Oct. 14, 1940

Mr. C.F. McCreight, of our University of Kansas Business Office, was walking up the street showing a limp in his right foot. I asked him what was the trouble and he told me. I told him about the normalizer and he said he had been talking to Van Bruner out at the Country Club and Van had said it helped him. I told McCreight I would write you and have you send him one. Please address him as Mr. Charles McCreight, c/o the Business Office, Frank Strong Hall, University of Kansas. He will want it on a thirty-day trial but I am very sure he will keep it after he tries it out.

Last Saturday Miss Maxine Jo Woody of the Physical Education Department, Wyandotte High School, Kansas City, Kansas, was in my office. She has been having arch trouble and I gave her your address and suggested she write you. If you do not hear from her in a few days I suggest that you write her, telling her that I gave you her name and told her about the thirty-day trial proposition. I am sure she will find much benefit from the normalizer.

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When you get correspondence from Miss Woody and Miss Barrett you might ask who is head of the men's department there. There has been a change lately so I think it would be best to write the women first and then write the head of the men's department. You might tell him we are using the normalizer here at the University of Kansas, and if the women's department of the Wyandotte High School use it the men should have one also, especially for the football and basketball groups. The basketball coach is Mr. Elbl, but I am not sure who is heading up their Physical Education Department.

This should give you some leads to work on.

With all good wishes, I am,

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

Am writing to Mr. Glenn today.

333 East 68 St
New York City
Oct. 11, 1940

Dear Dr. Allen:

Pardon paper as I am trying to conserve the samll stock of company letterheads which I have left.

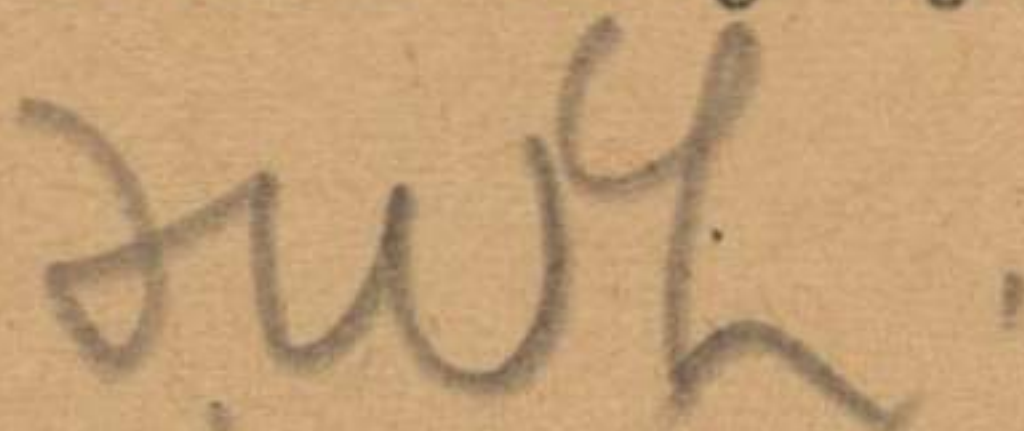
Just received a check from McFarland for six machines for \$28.55. which minus postage and boxing and circuoars etc. doent make it a good deal for us. I would much prefer to sell them one at a time. But we can try anything once. How do you want me to adjust this with you, as I want you satisfied.

Business conditions in New York are very bad. Real estate is taxed to the breaking point. Unless we get a change in the federal administration I do not know what will become of New York property and business. I could do a lot of business here if conditions were better. I sold the Pennsylvania R.R. Medical Examiner and the Med. Depts of General Foods and Union Carbide Corp. and believe that I will get the Med. Director of the Subway Co. as he seemed well pleased with it. However business is so bad they dont feel like spending any money.

Just thought of your friend Elwyn Dees of Nebraska. Isnt it time that he had a machine for his football team. Would you suggest that I try him on my own account?

I expect to leave here some time next week.

Sincerely yours,



Frederick W. Lang

Did you see the ad. in the Southern Coach. I havent had an order from it yet. Frankly dont expect much.

November 5, 1940

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

Dear Mr. Lang:

I wish to acknowledge receipt of your letter
of October 21.

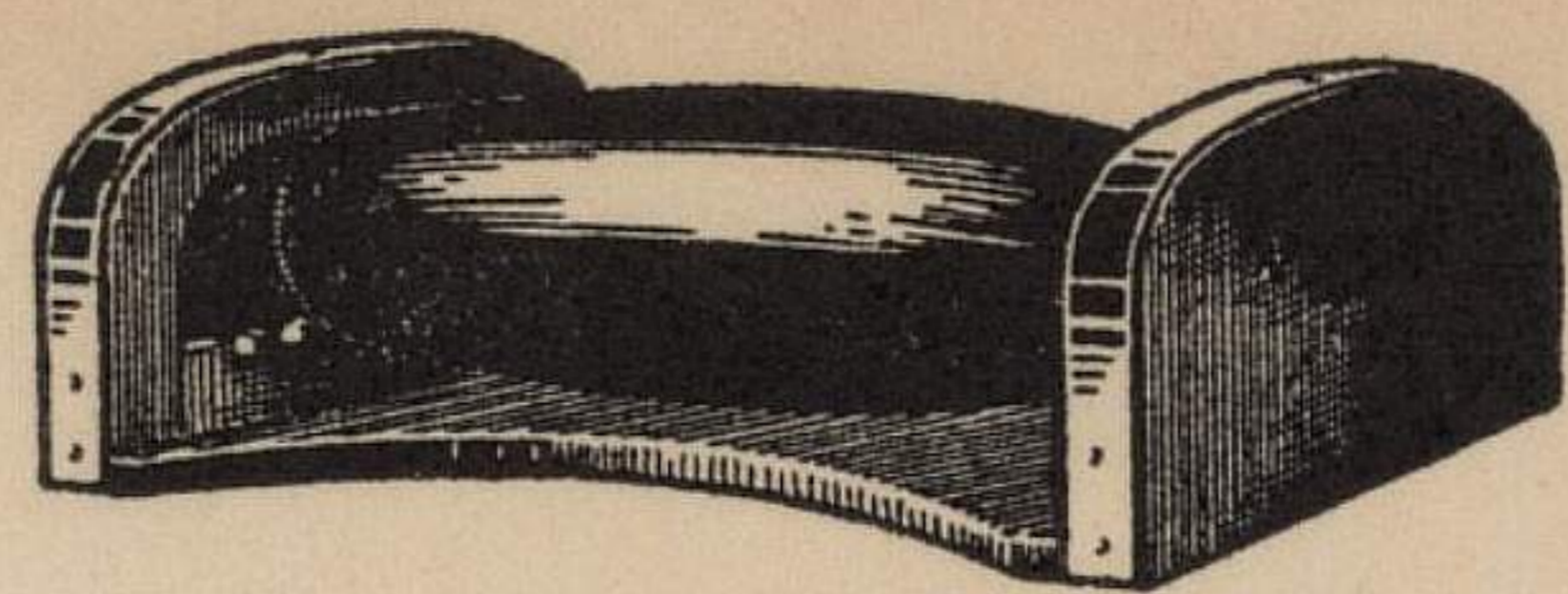
Dr. Allen is out of town at the present time
speaking at the State High School Teachers Associations
meetings, athletic sections, in Toledo and Milwaukee.

It was Dr. Allen's desire to answer your
letter before he left town, but not finding time to
do so, he has asked me to tell you that you may count
on his taking up the matter as soon as he returns.

Sincerely yours,

Secretary to Dr. Forrest C. Allen

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

Oct. 21, 1940

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

Dear Dr. Allen:

Yours of the 14th. received upon my return to Forsyth.

Stopped off upon my way down at the U.S. Naval Hospital. They were interested to try it out. Have had it on test at the U.S. Marine Hosp. in New Orleans.

Enclosed you will find check for one half profit in case of McFarland. We do better selling them one at a time.

Ed. Shinn Coach at Cuero High School sent one back without any comment. This is in Texas. He had it a month.

Enclosed you will find a letter from Glenn to whom I wrote as per your suggestion. Please return it for my files.

I have sent a N. to McCreight as per your suggestion.

I will write to Miss Woody and also to Elwyn Deesbas per your suggestion.

Kindest regards.

Sincerely yours,

Frederick W. Lang
Frederick W. Lang

J E McFarland Drug Co

7/5/40 - Six Norm.

via express charges \$

prepaid by me 1.52

200 Circulars .95

Cost N. 2⁰⁰ ea (6) 12.00

Total Cost \$ 14.47

McFarland check \$ 28.55

Profit \$ 14.08

1/2 " check to you \$ 7.04

10/21/40

W. H. [unclear]

Cashier.

McCaughey & Co

*1000 - [unclear]
[unclear]
[unclear]
[unclear]*

1000 - [unclear]

1000 - [unclear]

1000 - [unclear]

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1000 - [unclear]

10 | 5 | 1 | 0

January 2, 1941

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

Dear Mr. Lang:

While Dr. Allen is out of town I have been doing some "catching up" on my filing, and I ran across the enclosed letter which you asked to be returned to you.

Sincerely yours,

Secretary to Dr. Forrest C. Allen

Enc.

November 29, 1940

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

Dear Mr. Lang:

Thank you for the check which accounts for the University of Texas remittance.

I am wondering if you will kindly mail me a Lang foot arch normalizer. I would like this normalizer to replace the one I now have which I will return in the same carton in which you send me a new one. The fiber gear has worn down so completely that the roller strikes the bottom of the box. You can see that this normalizer has been subjected to a constant and heavy use. I have used this normalizer every morning and night for nearly two years and I feel you would be happy to replace the gears in this one, but while I am waiting for you to do so, I would like to have you ship me another. Then, if you desire, you may send the old one back and I will return the new one in a short while.

I trust that I am not presuming too much, but I do not want to be without one. It has been a source of much benefit and correction to my feet and I boost it constantly to all the people I meet.

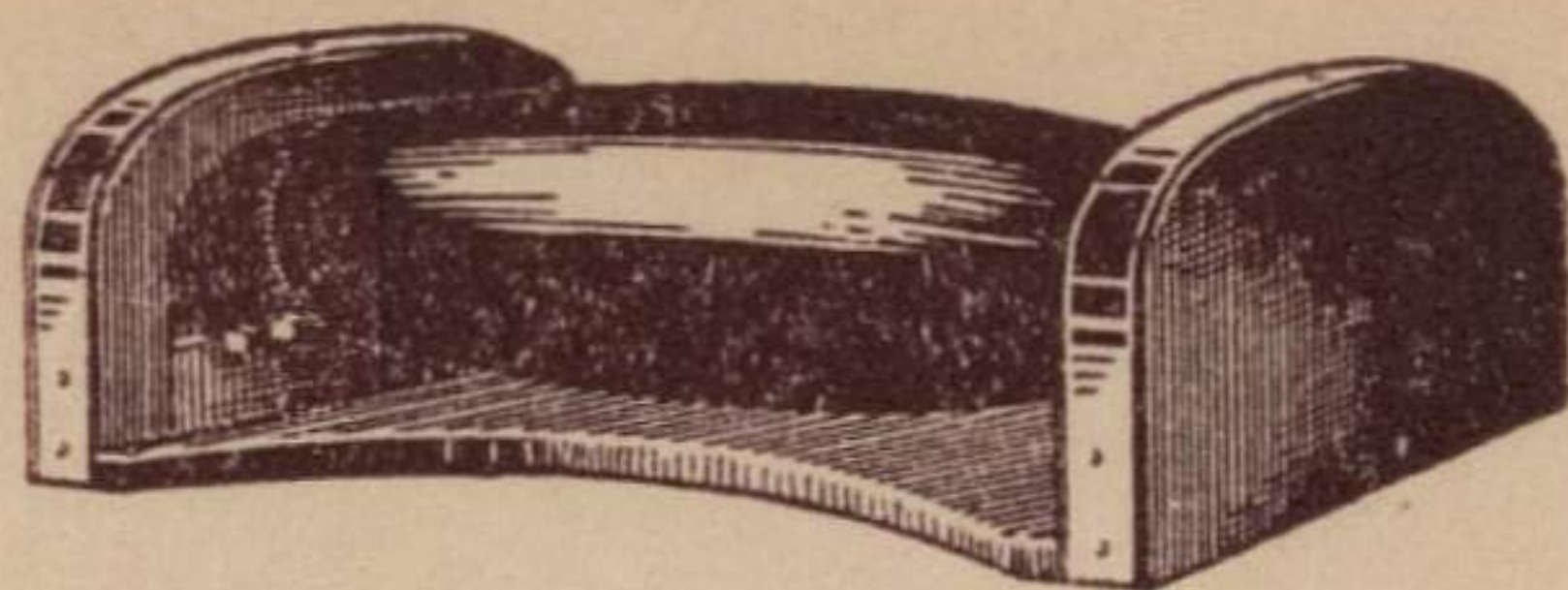
With all good wishes, I am

Sincerely yours,

Director of Physical Education
and Recreation
Varsity Basketball Coach

FCA:lw

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

Oct. 24, 40

Dear Dr. Allen:

Just received the order for the University of Texas to go in their mens gym. You know that we already had one with Milton Kelly.

Have written to Elwyn Dees and all the others as per your suggestion in your last letter.

Many thanks for your kindness, I am,

Sincerely yours,

A handwritten signature in cursive script that reads "F. W. Lang". The signature is written in dark ink and is positioned above the printed name.

Frederick W. Lang

December 13, 1940

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

Dear Mr. Lang:

Thank you very much for your kindness in sending me the new normalizer. It is a dandy. I have returned the old one and you can see that I really put it to use.

I am sorry that Mr. McCreight sent his normalizer back because his feet were in bad shape. But he just did not use it. He is one of those kind that do not, but I had hoped that he would keep it and it would help him.

It is very nice of you to offer me a normalizer for a Christmas gift for a friend. Unless I could to you a definite amount of good I would not impose upon you, but if I think of someone that it would be helpful to and it would increase your sales, I would be glad to accept your very kind offer. I may write you and give you the name of some friend, but if I do not, you will know that I am not in favor of running up any expense for you. You have been very kind and I want to do everything I can to play ball with you.

I just looked up in the directory and the man that I thought was basketball coach at the Naval Academy is Val Lentz, but they have him listed at the U.S. Military Academy at West Point, but I think they are mistaken. However, I do know the track coach, Earl Thompson. He was the national champion hurdler when he hurdled for Dartmouth. He broke the world record in 1920; I saw him in that game. He is a very close friend of mine and I know I can put a deal across for you.

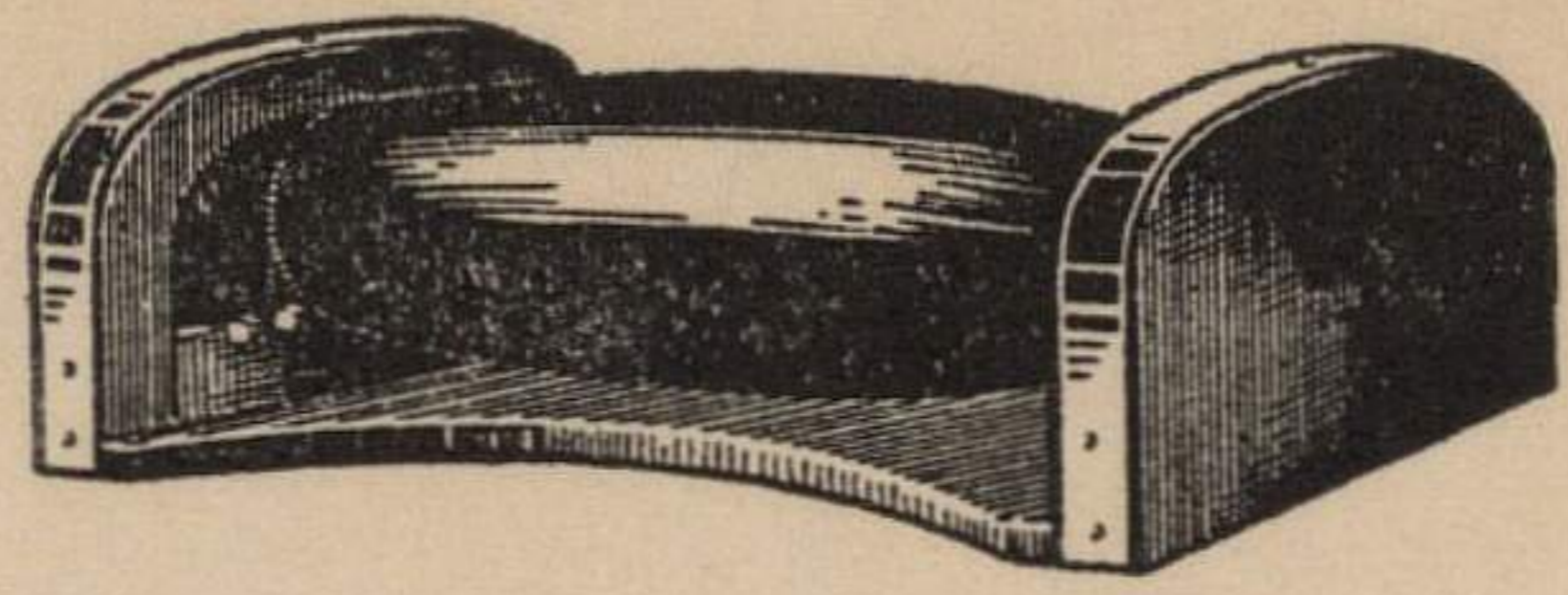
Tell me what you want me to do and I will be only too happy to comply.

Sincerely yours,

Director of Physical Education and Recreation
Varsity Basketball Coach

FCA:lg

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

December 2, 1940

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

Dear Dr. Allen:

Yours of the 29th. of November was just received. I am delighted that you have used your Normalizer so much that you wore out the fibre track. I am sending you a new one today with no charge to you. This you are to keep and if you will send back the old one and please wrap the ends in the same way that the new one is wrapped, otherwise the ends get damaged.

Your University business office man, McCreight sent his back. It does not look as tho he used it. He does not give any explanation of the reason why. This is of course perfectly O.K. but neverthe less is not very enlightening.

I wrote to Jimmy Cox at Harvard to see if he wanted to have his University pay for the one that he has kept since last March. He has had a fairly good trial period. It is O.K. with me if he wants to return it. Some do and most do not. We cant make them all think alike.

Now that the Xmas season is about here if you would like to give a Normalizer as a gift to some friend I would be only too glad to send it to you or to your friend direct. You could send a card to enclose with it. This of course is at no cost to you.

With kindest regards, I am,

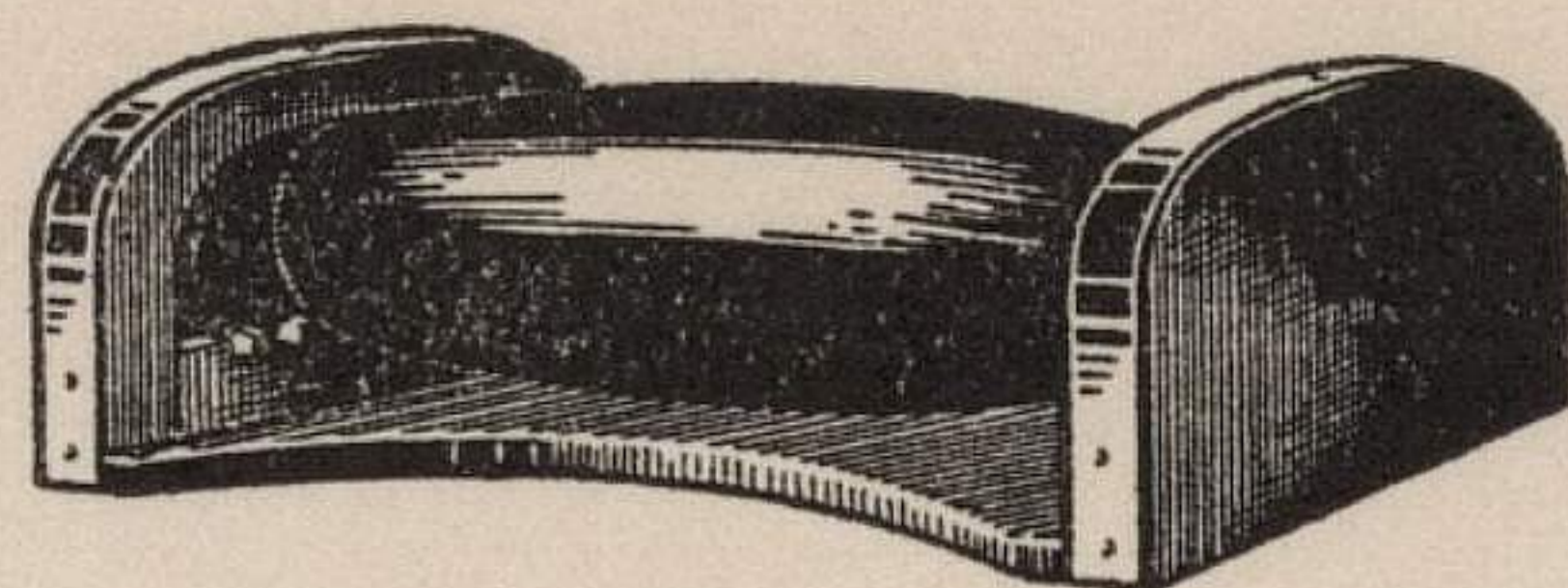
Sincerely yours,

A handwritten signature in dark ink, appearing to read 'F. W. Lang'. The signature is written in a cursive, slightly slanted style.

Frederick W. Lang

P.S. Do you happen to know the basketball coach at the U.S. Naval Academy? I would love to get one in there.

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

December 13, 1940

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

Dear Dr. Allen:

I received the damaged machine which you returned. The new one to act as a replacement you must have received by this time.

The machine which you returned was not made properly in that the base was too long for the roller and therefore the roller did not engage but one half the width of the fibre track and cut it in two. We had one other machine to act this same way so our record is not so bad. We now try to be extremely careful to have the rollers and bases cut the exact length required.

I will wager that you can't wear out this new machine in ten years time. I am hoping to get in a couple of checks before Xmas but collections are very slow.

I just received a letter from one New York Physician who said that he requisitioned the City for six Normalizers for his Physical Therapy Department. Despite the fact that many Physicians use them the American Medical Association will not accept it as approved. They are a tough crowd.

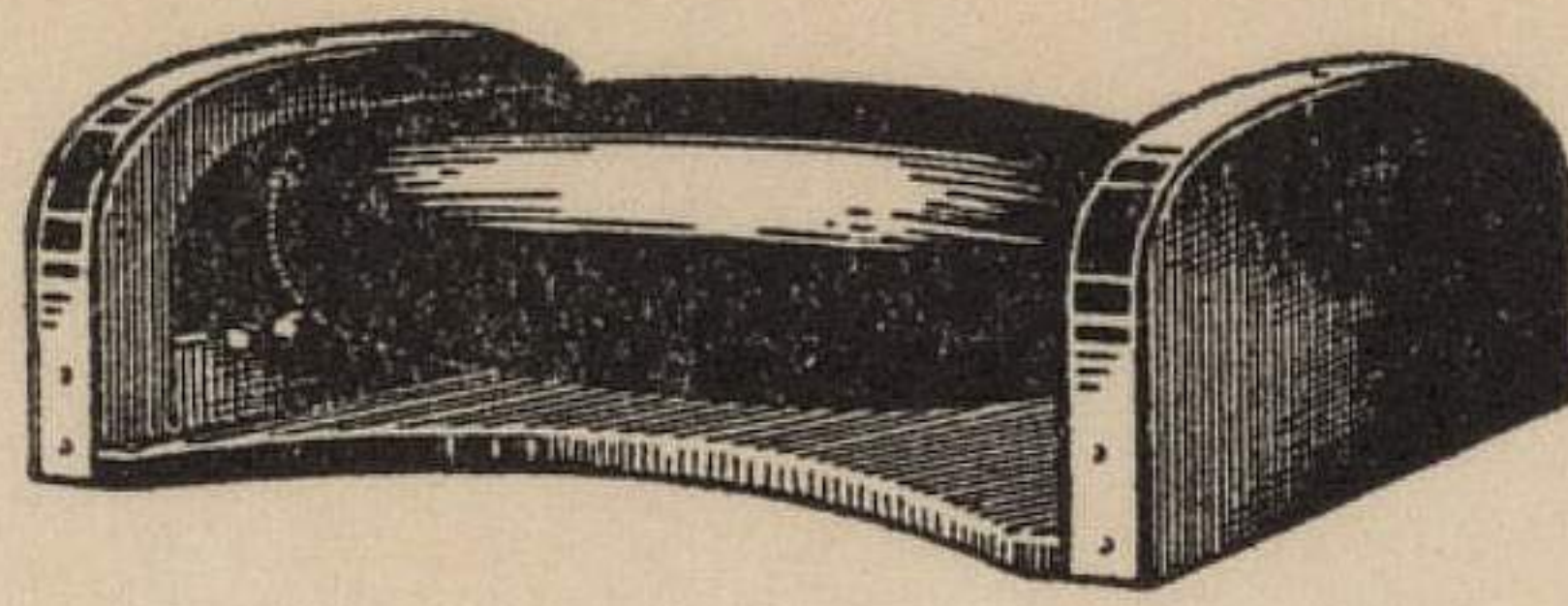
With kindest regards, I am,

Sincerely yours,

A handwritten signature in cursive script that reads "F. W. Lang". The signature is written in dark ink and is positioned above the typed name.

Frederick W. Lang

Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

December 20, 1940

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

Dear Dr. Allen:

Yours of the 13th. inst. was received. Many thanks for the information contained in same.

Would you mind writing to your friend, Earl Thompson track coach at the U. S. Naval Academy, Annapolis, M.D. stating your experience with my device and the fact that it is now being used by some twenty five of the leading college trainers and coaches among whom are Lawson Robinson Robertson of track coach of the U.S. Olympic and U. of Penn. Asking him if he would make a three months free test of my machine and that if it proves satisfactory the price is ten dollars.

You might state that I requested you as a great favor to me to try to get one of my machines in the Naval Academy as I had no friendly contact there. You might state that I have had one in use with the football trainer at the U.S. Military Academy for the past two years.

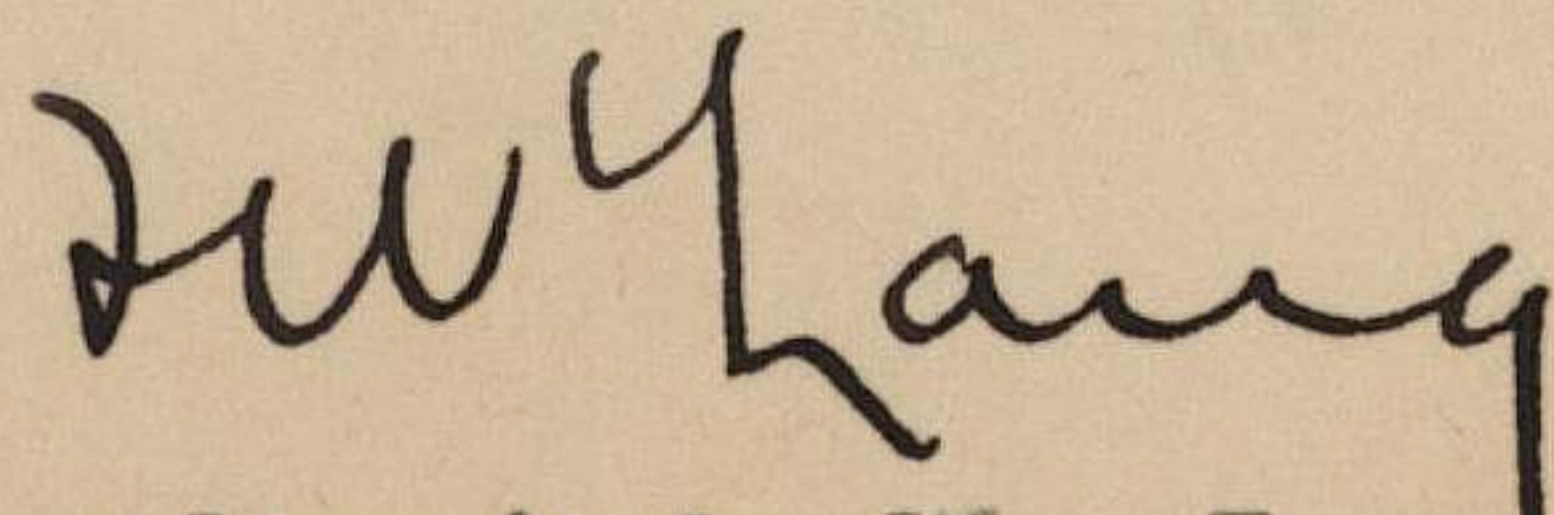
I was in hopes of getting in some of our checks so that we could have them for Xmas but perhaps they will come in before the first of the year. Possibly Jimmy Coax has put thru my bill at Harvard and they might be slow pay.

Gov. Talmadge is one of my best friends. Later on in January I am going to ask you to write him a letter so that it will cause him to investigate into the merits of my device with a view to having him forward his finding on to the War Dept. in Wash. If I can get this thing considered by someone other than the Surg. Gen. (who plays ball with the Am. Med. Ass) I can do business.

Let me know what Earl Thompson says.

With best wishes for a Merry Xmas.

Sincerely yours,


Frederick W. Lang