

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

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