

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

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