

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.

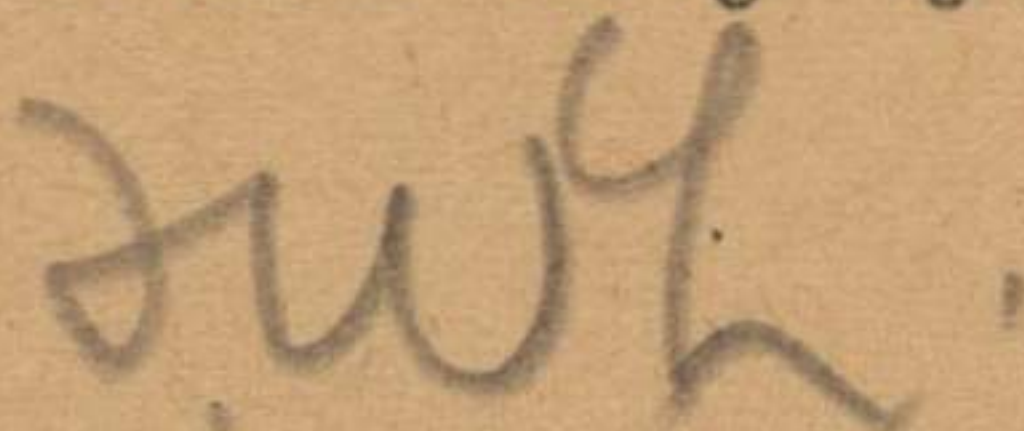
Just received a check from McFarland for six machines for \$28.55. which minus postage and boxing and circuoars etc. doent make it a good deal for us. I would much prefer to sell them one at a time. But we can try anything once. How do you want me to adjust this with you, as I want you satisfied.

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.