

April 12, 1940.

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

Dear Mr. Lang:

When our team stayed at the Hotel Continental in Kansas City, which was formerly the Kansas City Athletic Club, our boys ate in the dining room of the coffee shop and while there we discussed with some of the girls who were on their feet your splendid arch normalizer.

I told Miss Jane Darling, who is cashier at the coffee shop, and Miss Curtis, who is cashier at the hotel, that I would ask you to send them one of your arch normalizers so they might try it out. They complained of their feet bothering them so much, and I told them I had the exact answer.

In the name of the Kansas basketball team, I would like to have you send Miss Darling, at the address I have given you, one of your arch normalizers on trial. Frankly, I believe that if this normalizer helps the girls as much as I think it will, that this would be a very good advertisement for your normalizer among cashiers who are required to be on their feet.

I am going to Kansas City, Kansas, today, and then I am going over to the hotel to settle the bill for the Kansas team as well as the other teams that played in the national tournament. I will tell the young ladies that you are sending them a normalizer on trial, and I am very sure that the normalizer will give them good service and they, in turn, will recommend it very highly after they have received benefit therefrom.

With all good wishes, I am

Very cordially yours,

Director of Physical Education and Recreation,  
Varsity Basketball Coach.

PCA:AH