

December 11, 1939.

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

Dear Mr. Lang:

Thank you very much for your two letters and checks, one dated December 7th, the other December 9th.

Yes, I agree with you that this endless chain of sales is going to be great.

While I was in Kansas City last week I ran across C. E. McBride and he told me that he had sold two Normalizers - one to Mr. A. E. Hawkinson and one to Mr. Turner, a fellow-worker on the Kansas City Star. Hawkinson is a crack tennis player. I think it might be a good idea if you would write McBride and thank him for these orders. He has tremendous influence. He is immensely pleased with his Normalizer and says it has done his wife more good than it has done him, and he is very happy about that. Mrs. McBride had a great deal of difficulty with her knees and she says she is going to take the Normalizer with her either to Miami, Florida, or to Pasadena, for this winter's football season.

I appreciate your sending me the check for Mr. Hawkinson's Normalizer because that shows me that you are keeping an unerring set of books and play the game with me one hundred per cent. I agree with you that to play fair is the best way to success.

I was in Warrensburg, Missouri, the other evening where we played a basketball game, and while there I made three contacts which means three sales for the Arch Normalizer. I wish that you would send one to Mrs. Erna Crossley, 209 E. Gay Street, Warrensburg, Missouri. Mrs. Crossley is one of the wealthy women of Warrensburg and the wife of the former lieutenant-governor and senator from Missouri. Mr. Crossley is editor of the newspaper at Warrensburg and has one of the large political administrative jobs on the national alphabetical dispensation list.

Also, please send one to Mrs. Tom Cheathan, 414 South Holden Street, Warrensburg, Missouri. Mr. Cheathan is president of the Citizens Bank at Warrensburg, and one of the very durable citizens in that community.