

Order just received from one A.E. Hawkinson of 4325 Holmes, Kansas City, Mo. together with his check therefore the enclosed check of mine to you. He probably heard of the Normalizer from some of your students or some satisfied user in your territory. We will now get many orders thru the advertising of satisfied users. I told you that all orders from your district ~~wuld~~ would be credited to your efforts. I still think the best way to make a success of any business is to play fair. I am getting a lot of pleasure out of plugging away at this thing.

How about selling your local Police Department.

I would like to take the Bernarr McFadden walk next spring of 350 miles and wear a pair of Keds if I could work up a proposition with the U.S. Rubber Co. believe that we could both help one another. This would have to come about in a gradual way.