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 wald 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.

to town. However that proposition would have to esse up on them gradually after they were sold on its merits.

Please answer me on this point or what you think of my calling it to their attention. I have been using their Keds experimenting with them for walking. I have walked a measured six miles each morning for the past three months to get my mail. The freedom of motion which they allow my bones and muscles and the protection and cushioning of the rubber against shock seems to be the correct thing.

Did you post your letters to the coscies. Mone have reitten to me direct possibly they would not do so. Regards.

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