

November 6, 1939.

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

Dear Mr. Lang:

I am glad to know that you received an order from the University of Texas signed by Milton Kelley. He is one of my old boys and he is a dandy.

I saw H. H. Stephenson out at the Country Club yesterday afternoon and he said that the arch normalizer is certainly giving him good service and he is going to keep it. So I think we are all happy that out of the whole group there has been only one returned, so far as I know. The two fellows, Wellman and Loomis, were together, and Loomis really ordered the two normalizers - one for Wellman and one for himself. But I imagine Wellman does not have the income sufficient to pay for it. Loomis is the boss and Wellman is the hired man, so I guess he was forced to send it back.

Personally, I am contacting only the people that I figure can financially take care of it and who I think will get their money's worth.

Do you not think it would be a good idea for you to write each one of these people that have sent orders in and inquire as to how they are progressing and ask them for any comment. I think a friendly follow-up would be a good thing.

I am definitely planning on getting this letter out to the basketball coaches this week. We have had the National Corn-husking here and I have been on three committees besides a lot of other committee work, and I just simply haven't had the time to even compose a sensible letter. However, I am getting to it this week without fail and will send you a copy and also the names of the people to whom I write.

I am also dropping a note to Milton Kelley telling him that we are using the normalizer both in our athletic training quarters and in our physical education departments. If I were you I would write a letter to Jimmy Cox, head trainer at Harvard, and tell him what we are doing here. I believe he may get one, as he is a very progressive young man. Only last week I received a letter from Elwyn Dees, the trainer at the University of Pittsburgh, but he did not mention the arch normalizer. If I were you I would write him a good letter. I expect to say something about it when I answer his letter this week.

Regarding the West Point proposition, if I were you I would either make them admit something or I would let them pay for the machine.

Here is one more request that I would like to make of you if you feel that you can do it. Mrs. Alberta Hulteen, my secretary,

Regarding the West Point proposition, if I were you I would either make them admit something or I would let them pay for the machine.

Here is one more request that I would like to make of you if you feel that you can do it. The mother of Mrs. Alberta Hulteen, my secretary, is bothered with so-called arthritis of the knee. I suggested to Mrs. Hulteen that she take the normalizer that was used in the women's department to let her mother try it out. She did, with splendid results, but we will soon be in need of the normalizer for the women's department and must call it in. We have received our rubber foot baths and we are using sodium hyposulphite in them. We have been holding off in playing the normalizers in the gym until we could protect the students against athlete's foot. I would not want the normalizers in our department to be under any criticism. I expect to have hundreds of students using these each day under proper care. Mr. Commons, Mrs. Hulteen's father, is on the retired list as a rural mail carrier and I do not feel they are in position to spend this much money for this article. I am wondering if you would extend the courtesy to me to mail them one of the old style arch normalizers, the kind that you sent to Milton Allen. I will appreciate it as a personal favor.

Milton and his wife were in yesterday and they acknowledge receipt of your normalizer with their gratitude and thanks. They report that it is doing great work for both of them. Milton, as I told you, played on my varsity for three years and he is now with the Stanolind Oil Company, which is the production company for Standard. As soon as they are definitely sold on the proposition I am going to have Milton tell Mr. Kerr and the other executives of Stanolind about the benefits of this machine. I am very sure that they will be able to do much good in a sales campaign out in that part of the country. Ellinwood is just ten miles from Great Bend, which is a fine town in Western Kansas. Milton is well acquainted out over the state, and although I do not expect him to sell them himself he will have an opportunity to boost the product.

Mrs. Hulteen's sister is secretary to Dr. Powell, one of the outstanding eye, nose, throat and ear specialists of Lawrence, so I am sure that the effectiveness of this machine will not lose any boosting by this kindness on your part.

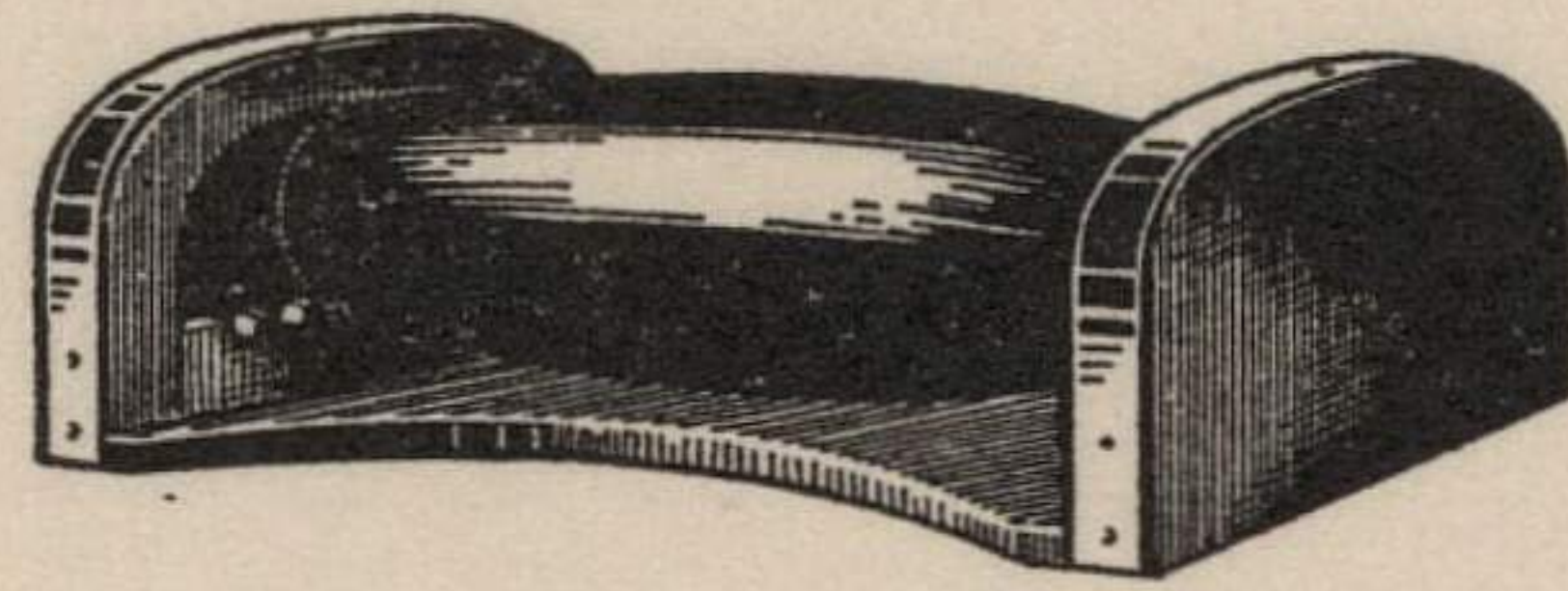
With all good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA: AH

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

FORSYTH, GEORGIA

November 9, '39.

Dear Dr. Allen:

Enclose check from Dean Swarthout acct just paid. Am sending Earl Chapman a bill now as he has had the N. for over a month. Am sending you a N. this day for your Secretarys mothers use. I hope that it does her a lot of good. Tell her to observe a good diet, exercise moderately if she can, and to be sure to have her teeth, tonsils and intestins checked. To drink lots of water and lemonade with very little sugar added.

Made a sale to an Exucitive member of the Atlanta Red Cross and sent her one gratis for the use of the Red Cross members. They like it and use it she told me yesterday. Might get otherysales thru this.

Will write the letters as per your suggestion. How about your ploice department in Lawrence and Kansas City. They would be fine for the men on the force.

FWL

He is the resident Physician at

Dr. Darwin J. Nagel
Hotel Pennsylvania-----, M.D.

New York City

December 5th. 1936

Mr. F. W. Lang
Lang Foot & Arch Normalizer
Forsyth, Ga.

Dear Mr. Lang:

***** I only wish that I could recommend your device more frequently, but orthopedic conditions are so much out of my line, that I have little opportunity to avail myself of the chance to do you a good turn.

I have had one patient, a lady from London, who for years has been under the care of the best Orthopedic Surgeons of England, for muscular strain of both legs. But she did not respond to any of their treatments.

She took the Lang Normalizer which you left with me back to London. Let me quote from her letter of September 14, 1936.
"I want to say how much better my knees are and what a relief it is. I am grateful to you for your advice and for that splendid Normalizer. The relief is wonderful after several years of discomfort".

Kindest regards, etc.

Sincerely yours,

Name-----, M.D.

11 Nevada St.
Worcester, Mass
Nov. 25, 1936

Lang Foot & Arch Normalizer Co.
Forsyth, Georgia

Gentlemen:

Last December when Dr. Martin W. Pretorius was here in Worcester, I told him about the awful trouble I was having with my feet. He advised me to try your Normalizer, which I did.

I cant possibly express in a letter how much good the Normalizer has done me.

I had doctored with Specialists in Worcester and Boston, and had even been to Canada to see Dr. Locke twice, but nothing seemed to help. But after using the Normalizer for nine months, I hardly know I have feet. Could anything be grander?

I wish that I could tell the whole world how much I have been benefited.

Wishing you great success with your product, I am,

Sincerely yours,

Louise J. Mitchell

This letter has been copied exactly from the original, which was in long hand and the exact signature was photographed.

November 9, 1939.

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

Dear Mr. Lang:

I am sending you a copy of a letter that I received from Elwyn Dees, trainer at the University of Pittsburgh, regarding the arch normalizer. I am also sending you a copy of my reply to him regarding this item. I believe that he will order a couple of these in the very near future, so if you do not hear from him soon you might follow up in about two weeks with a letter to Dees.

With my suggestion that you write Jimmy Cox at Harvard, and the fact that you are going to handle the West Point situation, and the added fact that you received Kelley's order from Texas, this takes care of the four trainers that we wrote concerning the normalizer.

Our trainer here at the University of Kansas has ordered another normalizer for the football training room. I had one placed some time ago in the basketball room. These two, with the two ordered by our Department of Physical Education, makes a total of four here.

Thank you for the check just received this morning for the normalizer sent to Wesley Loomis.

The letter to Dr. Ferguson and the coaches is being sent you in a very short while.

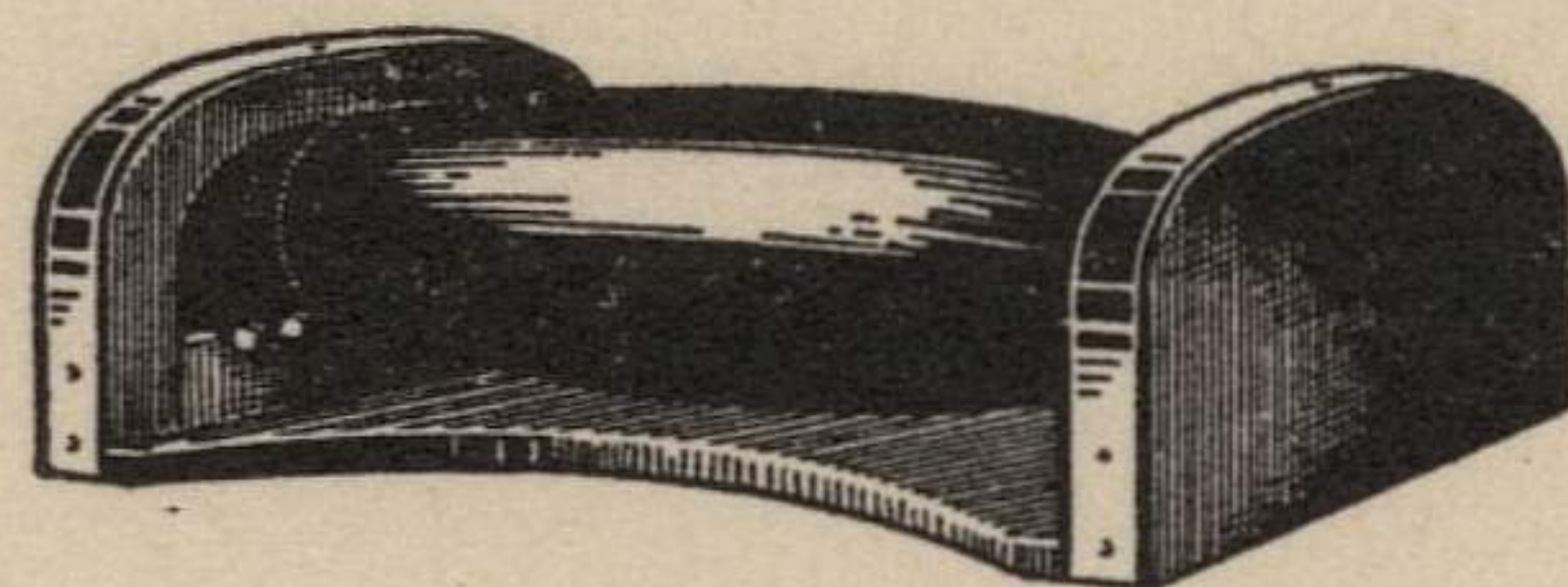
With all good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FGA:AH

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

Dear Dr. Allen:

FORSYTH, GEORGIA

Nov. 6, 39

Enclosed you will find check re Loomis. He kept one machine and liked it but could not sell the other one and he says that he is returning it. He wrote me inquiring as to how I was selling it and thought that he might be able to do something re advertising etc. I am afraid that it sounds like spending a lot of money but I answered his letter just the same. If thru any of your contacts I am able to do anything I will consult you first in order to give you your proper share of anything that might accrue thru your efforts.

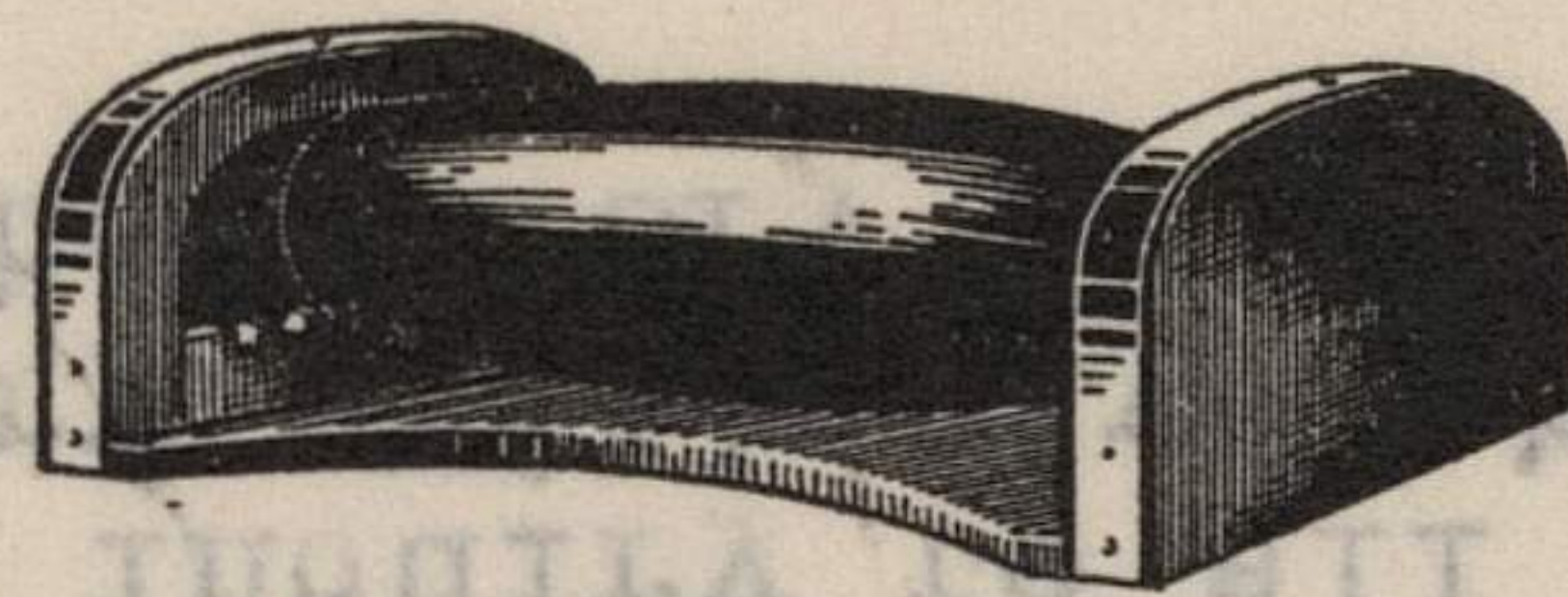
Have just sent Chapman a bill as he has had the N. the full thirty day period. You still have some others that will be due soon. I havent had any more letters from your trainers or coaches except the Texas man. Regards.

FWL.

1-7.A
1-A.B

2-P.E.

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

Dear Dr. Allen: **FORSYTH, GEORGIA** Nov 13th.

Yours of the 9th received. Have already written to Dees and Cox and sent them circular literature with letters of endorsement etc. Re Cox, on Oct. 23 I sent one to Asst. Coach of Harvard Rich. Harlow, but because you wrote to Cox and know him if he takes it I will consider it your sale and will pay Swede Olsson a commission too. He only knows a limited number of Coaches as he is only a youngster. He has them on trial with the football coaches at who are close personal friends of his at: Brown, Catholic, Fordham, Columbia, Georgetown, George Washington, Georgette Alabama, Boston U., Detroit U Maryland U., Niagara, Albright, Ohio State. Their are two hundred more football coaches whom he does not know. Also Washington Redskins Pro. Football Club. They are really trying it out seriously according to some of Swedes friends on that team where he played for five years.

Now all this college stuff is nothing more than a build up for the real business which should follow. I want to reach the industrial

field. I have made a start with the greatest company of them all, The New York Telephone and Telegraph Co. I have been trying for a chance with the Ford Motor Co. for the past two years. I got it last Friday. One of my best friends knew the Asst. Mgr. of one of the big branches. That does not say that it is in the bag but even tho their local Ford Doctor likes it I couldnt get to first base without this mans kindly help.

I also want to reach the big Accident and Health Insurance Companies.

I am a real Irishman. I love my friends more than money and those who help me are never forgotten.

Do you think that it would be a good thing for you to select a particular coach of Track to try to interest Track Coaches and Trainers We might make more in the end. However that looks like a small field. We could rearrange the commission end of it for this purpose. If you get any other new thoughts on this subject drop me a line. It is a pleasure to work with you, and I am trying not to cross the wires. Regards.

FWL.

I will write letters of inquiry to all whom have been sold in your partb of the country. Will give them a little more time. Expect to get Earl C. check very soon I sent him a bill.

November 13, 1939.

Dr. Cecil B. Ferguson,
Osteopathic Physician,
Miami, Florida.

Dear Doctor Cecil:

Last summer I was conducting a coaching school for the Georgia Coaches Association at Georgia Tech. While there I had the pleasure of meeting Mr. P. W. Lang, of Forsyth, Georgia, inventor of the Lang Foot and Arch Normalizer. He showed me a copy of a letter written to him by Max Carey, president and treasurer of the Miami Baseball and Athletic Training School.

I want you to know that I tried out one of Mr. Lang's arch normalizers and I found it a very definite help to some foot and arch difficulty that I had been experiencing for a few years. I am positively sold on this apparatus and am just writing you for old time's sake. I have not forgotten the battles that we used to have in baseball years ago. Personally, I would like to hear from you and to know how the world is treating you. I have heard a number of times indirectly from you and now take this means of saying hello to you personally.

I would be very happy to have you write me and tell me if you came directly in contact with the normalizer and just how much it was used down there at the school.

By the way, Johnny Montgomery, who is one of our graduates and a very personal friend of mine, was promotional manager of the Miami Biltmore. Is he still there? If he is, do not fail to give him a ring and tell him I said hello.

With continued good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

November 13, 1939.

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

Dear Mr. Lang:

Will you please send a Foot and Arch Normalizer to Mr. H. W. Stowitz, of the Stowitz-Rexall Drug Store, 847 Massachusetts St., Lawrence, Kansas?

Mr. Stowitz is one of the leading druggists here in town, and he has been having a great deal of trouble with his arches. Yesterday noon I told him of the great benefit that I had from this arch normalizer and he has asked that I write you and have you send him one on thirty days trial. I am sure that he will experience great benefit from the use of this machine.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball Coach.

P.S. Thank you for the check for the sale to Dean S., which was received this morning. I am enclosing the copy of my letter to Dr. Ferguson, which I promised you some time ago.

F.C.A.

UNIVERSITY OF KANSAS
Lawrence

Department of Physical Education

November 15, 1939.

Dear Coach

My, how time flies! It seems but a short time ago when we were together at Atlanta for a lot of fun with our football and basketball problems. I do not know of a more enjoyable occasion than the time I spent at Atlanta during the coaching clinic.

While at Atlanta I met Mr. F. W. Lang, of Forsyth, Georgia, the man who spoke on the roofgarden of the Hotel Ansley on Wednesday night during the time that Wilbur Hutsell and I spoke on treatment of athletic injuries. Mr. Lang also spoke on the benefits of his foot and arch normalizer. He got me to try one out on my feet that day and I want to tell you that I have never had anything that has meant so much to basketball players so far as their feet are concerned. I had been having some arch difficulty due to my pivoting and pounding in demonstrating fundamentals in the coaching school there during my coaching work. My feet were tired; in fact, I wondered at times if I would be able to carry on with the same zip and pep that I had done previously.

I used this normalizer and got immediate relief by the weight of my body pressing upon this rolling cylinder. This caused the bones of the plantar arch to be worked back into shape normally, and of course that relieved the nervous tension caused by aching arches. So impressed was I with this normalizer that I ordered two for the Physical Education Department (one for the men and one for the women), and one for the basketball squad. We have been getting great service from these normalizers, and I personally wanted to tell you of this aid.

Mr. Lang asked if I would write you and tell you about his machine. Here is his proposition. He will prepay the postage to you for one of these normalizers for your inspection and trial use of thirty days. If at the end of thirty days you do not care for it, if you will write him he will pay the return postage and there is no obligation. If after thirty days use you feel that you want this machine it will cost you \$10.00 with no additional amount for postage. I consider this one of the cheapest and most efficient aids to the training and treating room in the basketball quarters. Personally, I would not be without one, and if I could not purchase another at the price of \$10.00 I would not take \$50.00 for the one that I keep in my bedroom. I roll my feet on it a hundred times both morning and night.

Personally I would like to know how you are progressing. I would like to hear from you. I wish for you all the happiness and success possible. Our basketball season starts soon and I am hoping that the fates will be kind to you and to us.

With all good wishes, I am

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

UNIVERSITY OF KANSAS
Lawrence

Department of Physical Education

November 15, 1939.

Dear Coach

Last August at Georgia Tech, at Atlanta, Georgia, I conducted a basketball clinic for the Georgia Coaches Association. During my visit there I met Mr. F. W. Lang, the inventor of the Lang Foot and Arch Normalizer.

This normalizer is the most ingenious little rolling pin device built on aatchet that I have ever seen. The weight of your body irons the bones of the foot and arch back into their normal place and gives you immediate foot relief. The basketball player depends on his feet more than any other athlete because he takes such a severe pounding on the floor. If the feet are in good shape the player definitely goes places.

Personally, I found that after a hard day of basketball practice my feet and legs were very tired and the next morning I felt the effects of the strenuous floor work. By using this foot and arch normalizer morning and night I have regenerated the muscles of my feet and legs in such a way that I do not have that very tired and heavy feeling that I experienced heretofore.

Mr. Lang felt that I was so well pleased with this machine that he asked if I would call your attention to his proposition. He will prepay the postage to you for one of these normalizers for your inspection and trial use for thirty days. If at the end of thirty days you do not care for it, if you will write him he will pay the return postage and there is no obligation. If after thirty days use you feel that you want this machine it will cost you \$10.00 with no additional amount for postage. I consider this one of the cheapest and most efficient aids to the training and treating room in the basketball quarters. Personally, I would not be without one, and if I could not purchase another at the price of \$10.00 I would not take \$50.00 for the one that I keep in my bedroom and use a hundred times both morning and night.

With all good wishes, I am

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

November 16, 1939.

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

Dear Mr. Lang:

My mother and I are indeed grateful to you and to Dr. Allen for your kindness in having sent the Foot and Arch Normalizer. We are both strong boosters for the machine, and you may be sure that we will miss no opportunity to spread the good word.

The few times that my mother used the normalizer which we borrowed from the gymnasium relieved the pain she had been suffering in her legs and knees for years. She is using the normalizer which you sent very diligently, and I am positive that she is going to be greatly benefited.

Thank you again for your generosity and kindness.

Sincerely yours,

Secretary to Dr. F. C. Allen.

November 21, 1939.

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

Dear Mr. Lang:

Sunday afternoon I was in Kansas City and saw Mr. Clyde E. Cummings, 3629 $\frac{1}{2}$ St. John Avenue, Kansas City, Mo. Mr. Cummings is a brakeman on the railway, but he suffered a compound fracture of his right leg in an automobile accident some year and a half ago. The doctor who put the leg in a cast failed to tape the arch properly and he has a very stiff foot.

I examined the foot very carefully and find there is some movement between the bones of the foot, but it is a bad case. After examining the foot I recommended your Foot and Arch Normalizer and told Mr. Cummings of your thirty day trial offer. I feel so sure that your Normalizer will correct the difficulty in his foot that I am writing to ask you to send the Normalizer to him at his Kansas City address. He understands if this Normalizer is not satisfactory he will return it; otherwise he will send you his check for \$10.00.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

November 21, 1939.

Mr. Clyde E. Cummings,
3629 $\frac{1}{2}$ St. John Avenue,
Kansas City, Missouri.

Dear Clyde:

I am enclosing a carbon copy of the letter that I have written to Mr. F. W. Lang, of Forsyth, Georgia, regarding the Foot and Arch Normalizer. It should arrive there in less than a week's time.

You can write me here at the University after you have received the Normalizer telling me of your progress. I am sure that it will fix that foot of yours. But be sure to rest both feet on the Normalizer and roll both feet over the same plane as it will equalize and distribute the weight.

It was good to see you and Winnie, and I trust this will do the job for you. I saw Jim Milton and he is much interested in the Normalizer. If it does you good I think he wants to get one, as he has foot trouble.

With all good wishes, I am

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

November 21, 1939.

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

Dear Mr. Lang:

Mr. Don Elser, the former Notre Dame football, basketball and track star, and at present assistant football coach and head basketball coach at St. Benedict's College, Atchison, Kansas, was in the office with one of his athletes to have me correct a knee injury. While here I showed Mr. Elser the Foot and Arch Normalizer that was in the treating room, and he was impressed with it to the extent that he has asked me to write you and have you send him one for his basketball squad on the thirty days trial offer.

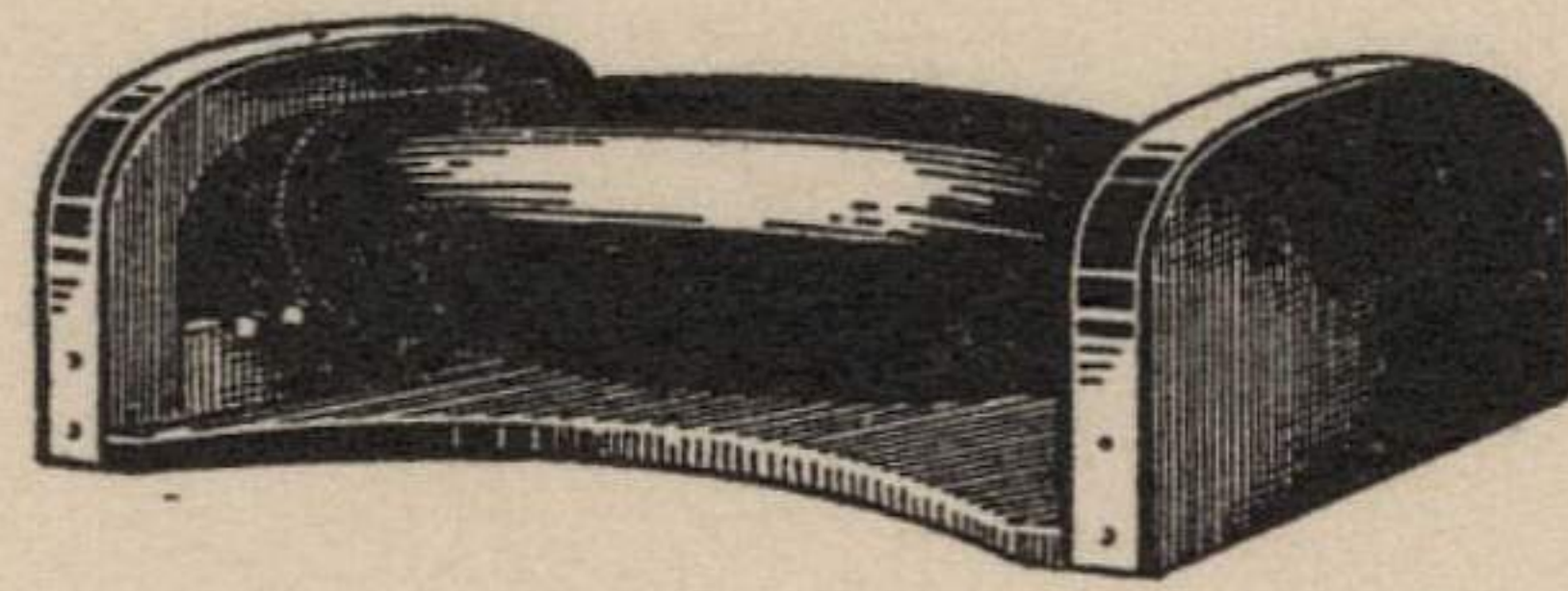
He agrees to pay you \$10.00 if the Normalizer is satisfactory, and I am sure that he will like it. I imagine that you will bill it to the St. Benedict's College Athletic Association, but of course Mr. Elser will have to o.k. the bill.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

FORSYTH, GEORGIA

Dear Dr. Allen:

Nov. 22, 39

I just received a letter from your friend Loomis who wanted to see what he could do in placing devices with the retail shoe stores. The idea is splendid if it will work.

Loomis' friend Wellman sent me an inquiry re the price of my childs size Normalizer which price is just the same as the adults size. I havent heard from him yet if he wants one. Havent had time to get his answer back.

No other news. Kindest regards.

FWL

November 23, 1939.

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

Dear Mr. Lang:

Thank you very much for sending the copy of a letter you had from Dr. Ferguson, which I am returning for your files.

I am also sending you copies of the letters we sent out several days ago to the coaches in Georgia and in California, together with the two lists of names. I am expecting some good returns from these letters.

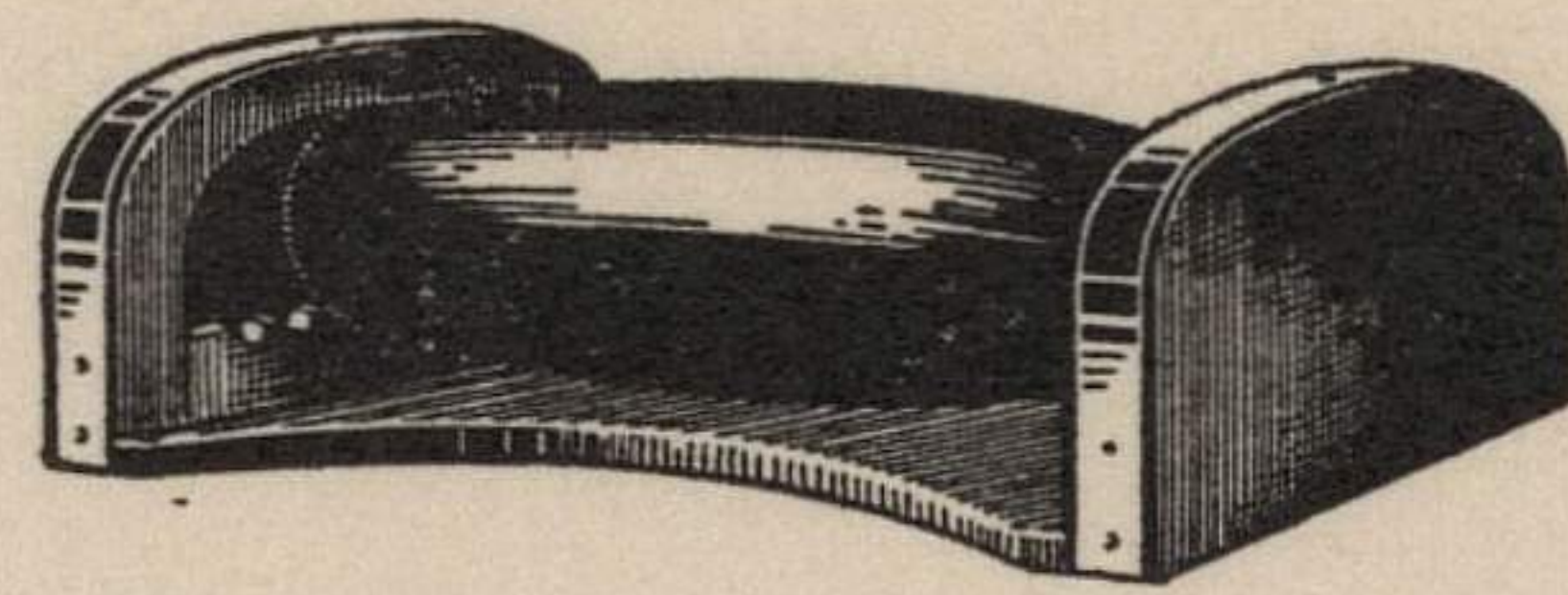
Mrs. Hulteen is very appreciative of your offer of another Normalizer, but at present she is living with her mother and the one that you sent is being used by the family. However, we may call on you some time in the future.

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball Coach.

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

Dear Dr. Allen:

FORSYTH, GEORGIA

Nov. 16. '79

Enclose letter from Dr. Cecil Ferguson of some three years ago. The next time you write me please return, but no hurry. F. has a very fine practice in Miami but I believe that he is also a M.D. and is getting away from Osteopathy. Anyway I know that he has very little interest in foot work but if he can make an extra honest dollar he wont turn it aside.

I believe that I am going to get some good letters from the Red Cross in Atlanta and possibly from N.Y. and Wash. This will take about 3 months. Have the stage set for it. This is fine for a build up.

Re Stowits I sent him a device and wrote him re 30 days free trial I do that with all your orders. If this works with him ask him about the chance of his getting the Rexall stores to handle them They are a great outfit.

Sent a red device to you for Mrs. Hulteens mother. Does your Secty want one for herself. She is doing a lot of work for our outfit. If you want any more for your fri ends let me know.

FWL.

November 25, 1939.

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

Dear Mr. Lang:

Mr. A. R. Lamb, an attorney, from Coffeyville, Kansas, called on me this morning. He has some knee trouble and I worked on his sacro-iliac, and I also detected some arch trouble. I recommended the arch Normalizer to him, and wish you would send him one on the thirty-day trial offer. I am sure it is going to benefit him very much.

I played with Mr. Lamb in 1905 on the freshman football team here at the University of Kansas, and have known him very well for years. He is a very responsible man, and I would appreciate your sending him the Normalizer.

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

November 26, 1939.

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

Dear Mr. Lang:

Mr. John H. Glenn, of Beardstown, Illinois, a very dear friend of mine, came to visit me yesterday. The Glenn Utilities own about all the utilities in Beardstown, Illinois, and he is a very influential individual in that town.

Mr. Glenn is a graduate of Northwestern University. During his time there he was manager of the basketball team and was also manager of the all-American all-star professional football game that was played there under the direction of the Chicago Tribune. He may do us a world of good with this Normalizer. If he does, it will be on account of the many friendships that I have extended to him.

I wish that you would send Mr. Glenn one of these arch normalizers on your thirty-day trial offer with the option of paying \$10.00 for it if and when it is satisfactory within the thirty-day limit. I showed him how to use it, let him work on the one I have here, and he is not only able to pay for it but very willing. I sometimes think that you have a better booster when you have a sale of this kind, than if things were given gratuitously.

I am leaving today at noon for Cleveland where I will have a conference with H. G. Olsen, varsity basketball coach of Ohio State University, and L. W. St. John, athletic director of Ohio State, as well as Floyd Rowe, director of physical education for the Cleveland public schools. This is on the national basketball rules interpretation meeting, but I am taking my normalizer along with me and I will have an opportunity to demonstrate it to those individuals.

Just write Mr. Glenn the usual letter that you write all of your customers.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

December 1, 1939.

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

Dear Mr. Lang:

Upon my return from Cleveland I find your letter of November 25th. I do not believe I would send another Normalizer to C. C. Carl, since he has returned the first one you sent. It may be that the failure of the machine to roll freely caused him to return it.

Mr. Stephenson said that his stuck and wore a hole in the end, and he said he was going to send it back to you in exchange for another one. I believe I would inspect all of them pretty closely before mailing them out.

Dean Schwegler and his wife are both very much better, and are enjoying their Normalizer.

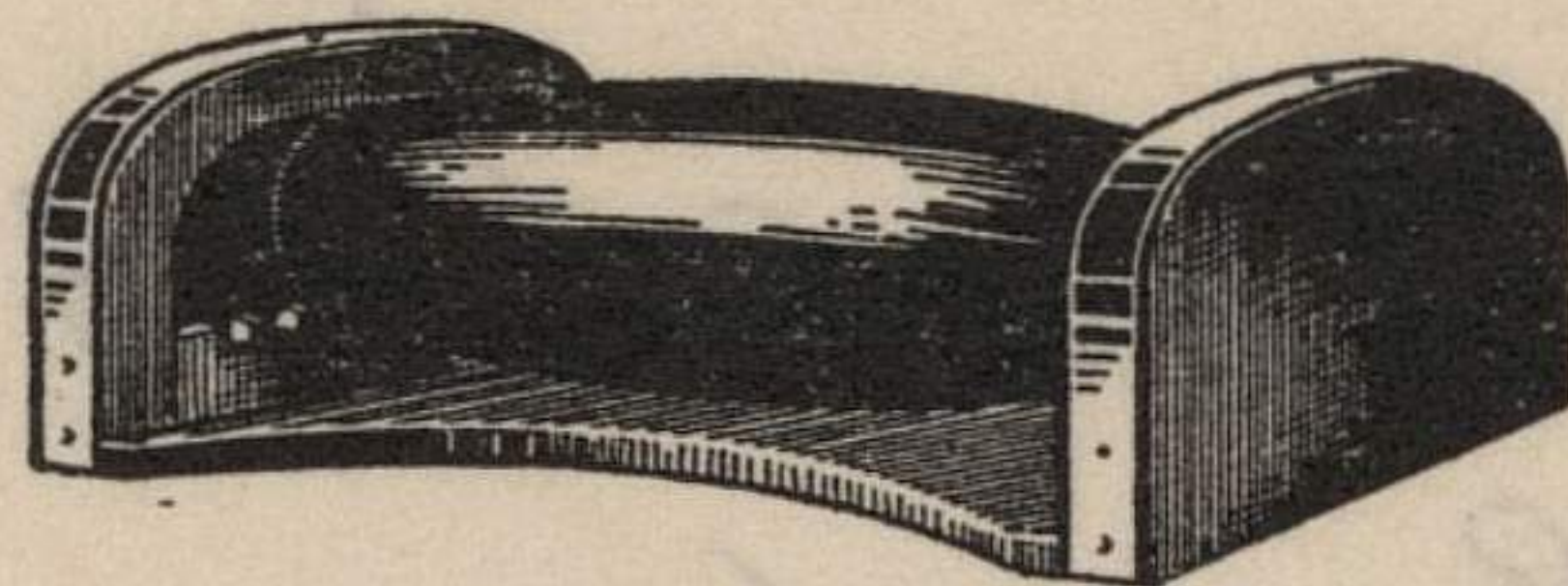
I took my Normalizer to Cleveland with me and showed it to H. G. Olsen, head basketball coach of Ohio State University, and to L. W. St. John, the director of athletics at Ohio State. I told them that you would be glad to send each of them a Normalizer on a thirty-day trial. It might be well for you to write both of these gentlemen. You could tell them that I wrote you and suggested that you write to them.

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

Dear Dr. Allen:

FORSYTH, GEORGIA

Nov. 25, '39

Enclosed you will find check for U. of Texas sale. C.C. Carl sent one back. No comment from him. The machine when returned did not roll freely, possibly that is the reason for the return. I am writing him to see if he wants me to send him another machine. We try to fit the roller snug and a big jar in shipment might have made it bind.

When are you intending to mail out the letters to all the basketball coaches. Send me the expense account when you do.

Received the following notation form a dentist in Miami. " I wouldnt sell my Lang Normalizer for \$500. unless I could use something to replace it. I had not enjoyed a golf game in years until I began using the Normalizer. Dr. E.C. Lunsford.

Earl Chapman is due to pay, hasnt paid as yet. Schwegler also due. Have mailed both bills. Regards.

FWL.

over

I just rec'd your letter with enclosed
copies of letters to coaches & list. This
is fine & we should get some results

L.L.

FORSYTH, GEORGIA

Dear Dr. Allen:

Enclosed you will find check for U. of Texas sale.
C.C. Carl sent one back. No comment from him. The machine when returned
did not roll freely, possibly that is the reason for the return. I am
writing him to see if he wants me to send him another machine. We try
to fit the roller snug and a bit far in shipment might have made it
bind.
When are you intending to mail out the letters to all the basketball
coaches. Send me the expense account when you do.
Received the following notation from a dentist in Miami. "I wouldn't
sell my Lang Normalizer for \$500. unless I could use something to re-
-place it. I had not enjoyed a golf game in years until I began using
the Normalizer. Dr. E.C. Lunstford.
Earl Chapman is due to pay, hasn't paid as yet. Schwesler also due. Have
mailed both bills. Regards.

L.L.

November 28, 1939.

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

Dear Mr. Lang:

This will acknowledge receipt of your letter and check of the 25th. Dr. Allen is in Cleveland, Ohio, as he wrote you. Doubtless he will write you upon his return to the office the latter part of this week.

Sincerely yours,

Secretary to Dr. F. C. Allen.

December 5, 1939.

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

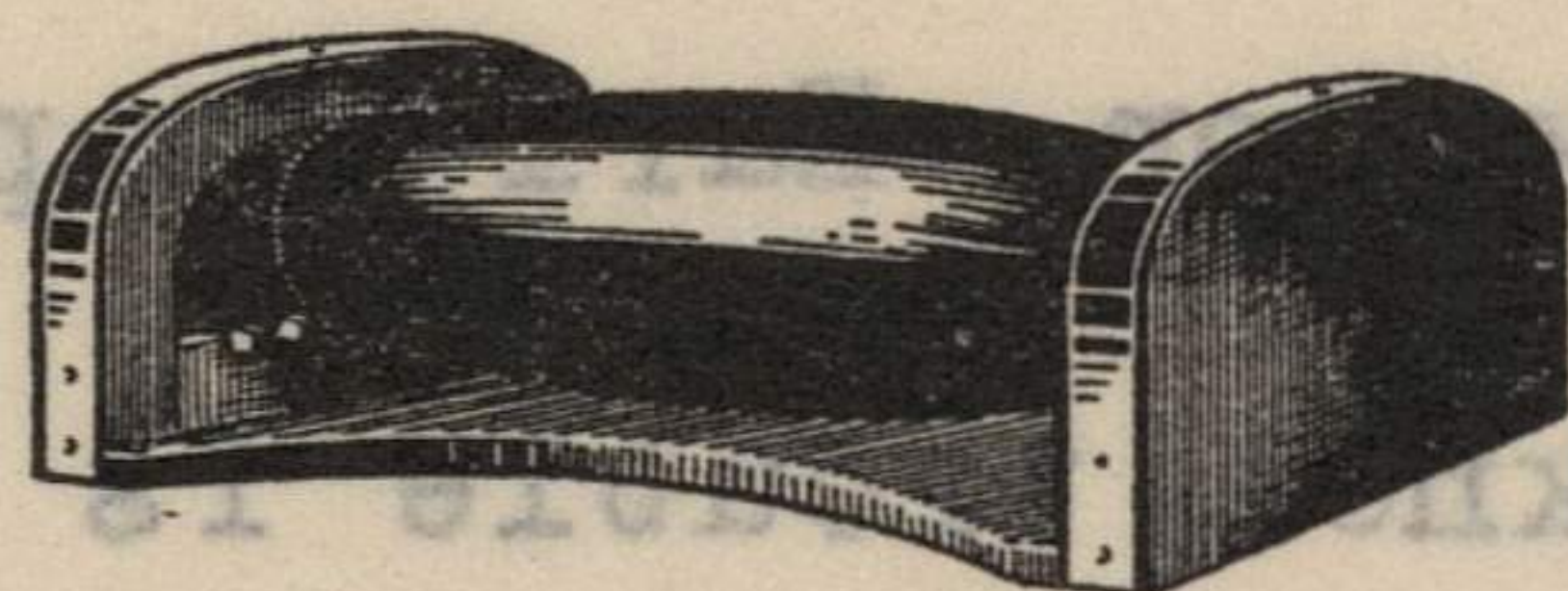
Dear Mr. Lang:

This will acknowledge receipt of your letter
of November 30th, and the check for sales to Chapman
and Stephenson. Thank you very much.

Sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

Roll Away



Your Foot Troubles

LANG FOOT-ARCH EXERCISER CO.

FORSYTH, GEORGIA

Dear Dr. Allen:

November 30, 1939

Do you happen to know a Dr. Martin T. Myers, an Orthopedic Surgeon, of Atlanta, Ga. Somehow I have a hazv idea that he was a former basketball player of some note. Where he went to college I do not know. If he was any good at basketball you would probably know him.

I just received two fine letters of testimonial from two dentists in Miami and order for another dentist in Jacksonville thru them. Dont forget the Nurses.

Glenn and Lamb orders have gone forward. Fine work. Regards.

FWL

OVER

Enclose my check for Earl Chapman and H. H. Stephenson.

Stephenson says that his knee trouble is better.

Should any of these machines get out of kilter I will be only too pleased to give them new ones. I have plenty.

FORSYTH, GEORGIA

November 20, 1920

Dear Dr. Allen:

Do you happen to know a Dr. Martin T. Myers, an Orthopedic Surgeon, of Atlanta, Ga. Somehow I have a hazy idea that he was a former basketball player of some note. Where he went to college I do not know. If he was any good at basketball you would probably know him.

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OVER