

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.