

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