

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