

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