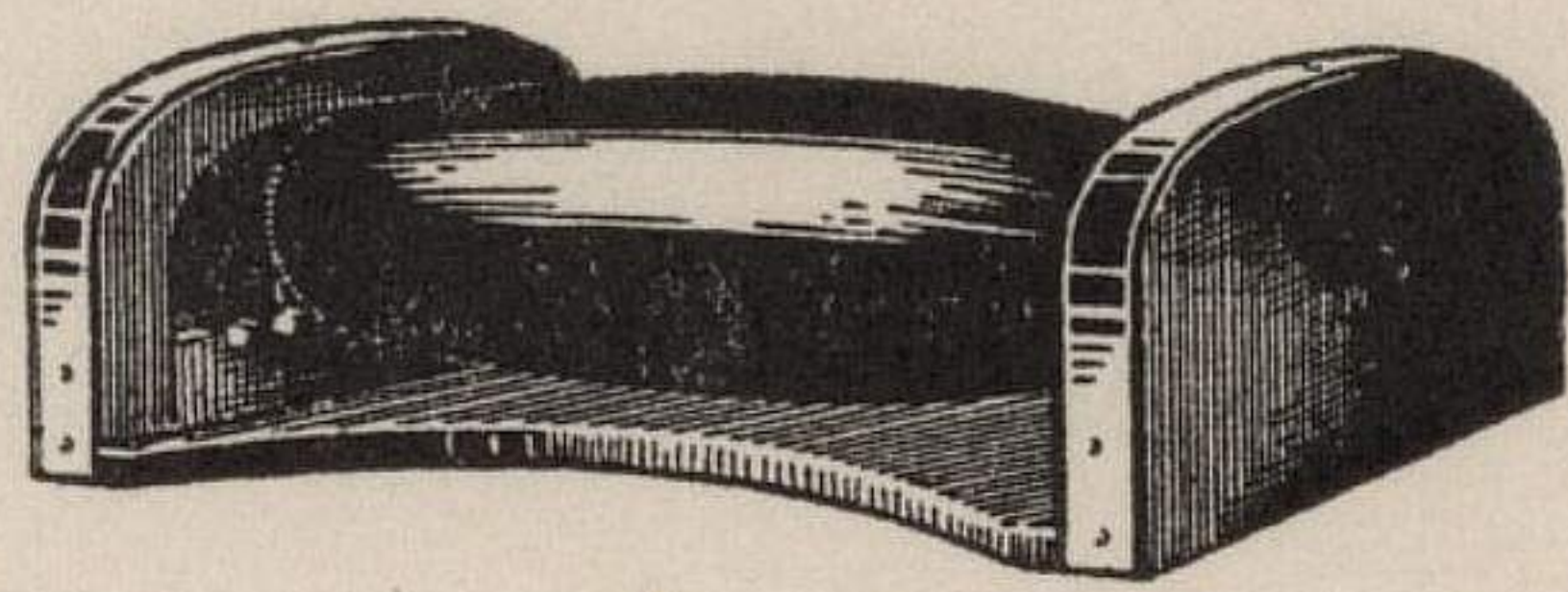


Roll Away



Your Foot Troubles

LANG FOOT & ARCH NORMALIZER CO.

FORSYTH, GEORGIA

October 11, 1939

Dear Dr. Allen: Your two letters just received.

Normalizers have just been shipped and letters to each: Mr Carl and Mrs Schwegler.

Havent received any payments as yet but am not worried about that end of it. They will come in soon.

As to stamps and stationery for the five hundred letters so that we pay for it jointly in this way. That I will advance it as a guarantee and deduct it from the first two or three sales which would cover it. Is that O.K. with you. Judging by Swede Olssons your letter will pull big returns for the Swede is young in the game compared to yourself. suppose

I will send the five hundred testimonial rotoprints of both Jones and Max Carey letters.

I have no selling in California now. Had an Agent there three years ago but he was an older man and ill but he showed that the possibilities were there.

I note your letter to Roland Logan. Some three or four years ago I sent one to Wayne Hauck whom I thought was the head trainer there and perhaps he was at that time. He liked it. If he left there he probably took the Normalizer with him. However it was was one of my first models and not so good. Noisy etc . as it had all iron gears. Our new ones are quiet on account of the fibre track.

Was down to my last Normalizer. But my new high speed fibre track cutter was delivered and we can cut fibre track in one minute. It has solved that problem. I just bought a power paint sprayer and have finished some with lacquer spray and they are perfect. Our others like the one you have was done by hand with shellac and was not hard enough to stand the galif. Am getting the production problems ironed out.

Have tried to reply to each of your questions. Am pressed for time to catch the mail, so excuse mistakes if any.

Hastily,

Ju Lang