

October 25, 1939.

Mr. F. W. Lang,  
Forsyth, Georgia.

Dear Mr. Lang:

I beg to acknowledge receipt of your favor of the 19th instant in which you state that the enclosed check is for the order sent to Dean S. I am wondering if this is Dean Stouffer or Dean Schwegler.

I quite agree with you that the numbers are entirely satisfactory, but for my own information I would like to know which persons have paid. I have just received also your note of the 21st enclosing check #4 for two normalizers. Are these the orders sent to Wesley Lomis, Dutch Chapman, C. C. Carl, or some of the others? It would help me very much if I knew who had paid.

In regard to your old model normalizers, I think this is a fine idea in your desire to help the nurses and other people in special fields of this kind.

I am wondering if you would be kind enough to send one to my son who lives at Ellinwood, Kansas. He played on the varsity basketball team and has some trouble with his arches. His name is Milton P. Allen, Ellinwood, Kansas. I took my arch normalizer out to Ellinwood a couple of weeks ago when Mrs. Allen and I drove out on a visit. I let him use it and he liked it very much. I got his wife to try it out and she also liked it. These youngsters are just getting started in housekeeping and have one young baby, and I thought I might be able to impose on your generosity to let him use it a while if you have some of the old style normalizers that you are not using at the present.

You may think that I am the original number one chiseler, but Milton is now with the Stanolind Oil Corporation, which is the producing company for Standard Oil. He is well acquainted in that area and I thought that if he would use it for a while and he could really be sold on the proposition he would be able to help out in the distribution of a number of them in that country. Please do not feel any hesitancy in not