

September 28, 1939.

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

Dear Mr. Lang:

I would like for you to write a letter to Dean D. M. Swarthout and Dean E. B. Stouffer, of the University of Kansas. We let them use the Normalizers that we purchased for our department, and they were both very well pleased. I think a letter from you would do a lot of good.

Dean Swarthout told me that he would want to buy one in October. You will remember I wrote you that he was the one who kicked about the price. I believe that you can sell him one. Dean Stouffer liked it very much and if you would offer to send one on trial you might be able to sell one to him.

The other day I saw Earl Chapman out at the Country Club and he told me he had your letter in which you explained the difference in price. He is going to write you and send you the \$10.00.

I was in Kansas City yesterday and saw Mr. C. E. McBride, sports editor of the Kansas City Star. I would like for you to write him and also send him a Normalizer on trial. I know he will take it.

I will write you another letter tomorrow and describe the electric foot exerciser that I mentioned to you previously.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH