

September 30, 1939.

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

Dear Mr. Lang:

I am sending a requisition from the University of Kansas Physical Education Corporation, which is the Athletic Association, for one Lang Foot and Arch Normalizer. I am going to use this on my basketball squad in my basketball dressing room.

Therefore, I will use the arch normalizer that you have shipped me, and all that will be necessary for you to do is send a bill to the University of Kansas Physical Education Corporation at the address on the requisition and in that bill make the notation that the normalizer was shipped to me.

I have just received a list from Dwight Keith, the secretary of the Georgia Coaches Association, giving me the names of the coaches who attended the coaching school. I am writing each a letter telling of the benefits of the normalizer and I would like for you to send me about two hundred or more of these folders that have the price of your normalizer and an explanation of your foot implement. I will send you a carbon copy of the letter that I am writing them.

I will also answer your letter which you wrote me concerning someone to handle the product in this area. I believe that I can do this in a way that I will describe to you at a very early date.

With all good wishes, I am

Very sincerely yours,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball Coach.