

FREDERICK W. LANG
TAX & ESTATE COUNSELLOR
214 GRANT BUILDING
ATLANTA 3, GEORGIA

August 8, 1944

Dr. Forrest C. Allen
University of Kansas
Lawrence. Kansas

Dear Dr. Allen:

Yours of the fifth just received as I was about to leave for South Georgia. I have a normalizer in my desk and I am sending it to you today via prepaid parcel post.

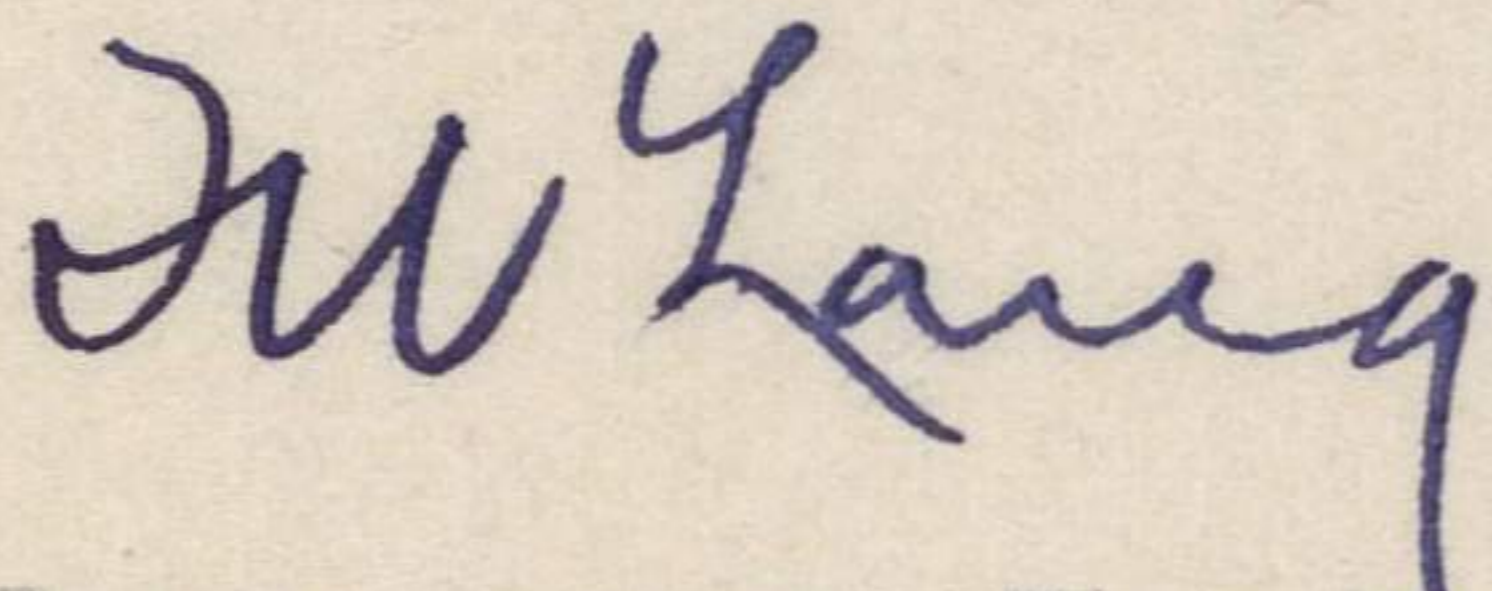
The new price is \$17.50 delivered. Your commission is seven dollars as I am holding the State open for you when the proper time arrives. Then the regular agents would receive five dollars and you would make two dollars from each of their sales.

I am going to mail you the little booklet which I wrote for the Georgia Agency of the Nat. Life. The booklet has not arrived from the printers as yet. My idea is if it stimulates their business here I will allow other life companies and Trust companies to use it free of charge if they give us a small commission on the extra sales made.

If you will use my address here in Atlanta either at my residence or office I will always receive it more quickly than if sent to Forsyth, Ga. I also have brought in a number of Normalizers and have them at my rooms here.

Kindest regards.

Sincerely yours,



Frederick W. Lang