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214 GRANT BUILDING  
ATLANTA 3, GEORGIA

July 10, 1944

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

Dear Dr. Allen:

Your letter just received.

From the results of a little test that I have just made I am convinced that I shall have to await the termination of this war to place into effect the plan that I have in mind for the Normalizer. However I am convinced that a price of \$17.50 or possibly \$15.00 is the correct price as we are in for a period of mild inflation.

One half as many machines sold at the above name prices will produce as much profit and with lots less effort. I have known many persons who were cured of foot aches thru the use of this machine at the cost of \$10. where they had spent hundreds before all in vain.

I want you to know that I appreciate your past cooperation and that as soon as the proper time ~~time~~-arrives I shall drop you a line and give you the first chance on the territory out your way.

With kindest regards, I am,

Sincerely yours,

*FW Lang*

P.S. I think that I told you that Jim Cox wrote a M.D. friend of mine, in response to his inquiry, that this fixed up the Captain of his Harvard Track Team, where the use of special arch supports failed. The arch supports were ordered by a most eminent Boston Orthopedic Surgeon. Cox would not write me a line.

*JH*