

July 3, 1944.

Mr. Frederick W. Lang,
730 Piedmont Avenue,
Atlanta, Ga.

Dear Mr. Lang:

Your letter of the 29th ultimo was very interesting. Your offer to me is tempting, but I rather shudder at the price of \$17.50. Personally, I have a great many questions on the price of \$10.00, but I would think \$17.50 would scare most of the buyers out.

I am pleased indeed that you placed your normalizer with the U. S. Army Physical Conditioning Department of the Lawson General Hospital at Atlanta. I think it is a great device, but I am still turning over in my mind the price. But you should know more about it than I do.

I would like to ask the medium that would be most efficient. In other words, an individual in what capacity might handle this more efficiently for me? Would you kindly give me the results of your experience in dealing with other agencies in other states whereby you can get the most advantageous output.

Very sincerely yours,

Director of Physical Education,
Varsity Basketball Coach.

FCA:AH