

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

January 17, 1945

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

Dear Dr. Allen:

As per your letter of recent date I shipped a Normalizer to the New Ulm High School of New Ulm, Minn.

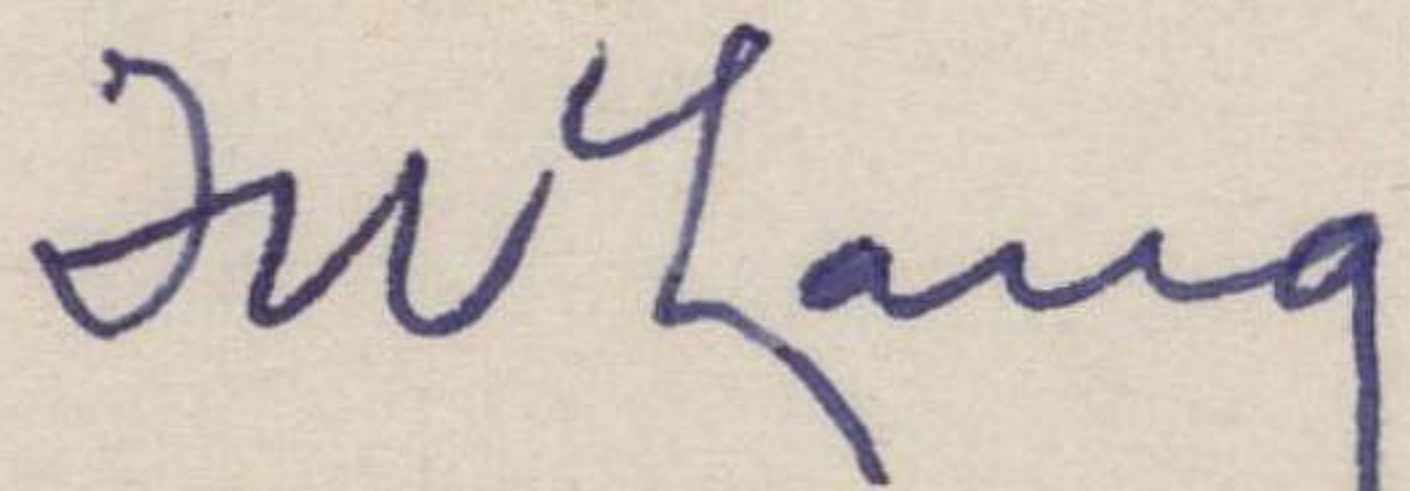
I recently had an inquiry from Champ Johnson a business man of Shawnee, Okla. Sent literature on Dec. 20th. but havent received an order as yet. Do you know him.?

My interest with the National Life Insurance Co of Vermont terminated as of last Saturday so now I am free to devote myself to promoting different enterprises. Right at this time some things cannot be pushed on account of scarcity of materials.

There is a sporting chance that I might be able to set up my foot machine business on a fairly large scale if and when critical materials are again released. Should this come to pass I am wondering if you would be interested in a contract for a term of years as Promotional Sales Director. I seriously doubt if this could start until the end of the war. I realize that this would not be interesting to you unless my company had some real financial backing. I am now trying to interest a company that has some sixty thousand dealers. Business after this war is going to be done on a very different scale and many companies are now making their post war plans.

At your convenience I would be glad to hear from you re my inquiry.

Sincerely yours,



Frederick W. Lang