Mr. F. W. Lang, 214 Grant Bldg., Atlanta, Ga.

Dear Mr. Lang:

Mrs. Glenn Charlton, the wife of a highly successful insurance man here in Lawrence, just called me this afternoon asking where she might obtain a Lang Foot and Arch Normalizer. I told her I would ask you to send her one on trial, and you may, of course, bill her direct. Her address is:

Mrs. Glenn Charlton, University Heights, Lawrence, Kansas.

Sincerely yours,

FCA: AH Vars

Director of Physical Education, Varsity Basketball Coach.