

November 1, 1944.

Mr. F. W. Lang,  
214 Grant Building,  
Atlanta 3, Ga.

Dear Mr. Lang:

I wrote you that I would take active responsibility for fifty per cent of the earnings. I do not know how much you have invested, but I would be willing to take over and if necessary set up a small factory using what equipment you have on hand, and any new mutual investment we would go on a fifty-fifty basis with the earnings fifty-fifty.

Now, regarding the large amount of testimonials. While these might serve some purpose, I believe that the only way that we will sell this to someone else is for me to go to those people and sell them the possibilities of this thing, using my background of anatomy, physiology, orthopedics, and so forth, and personally demonstrating it to them with explanations. If they would not want to manufacture it, then I believe that I could set up a small factory and sell them to firms like Wilson and Company, and so forth.

I doubt very much whether these firms, unless it would be Medart, would care to manufacture them. But whether we make them or whether we sell them to anyone, it would be up to you and me as to the determination of the policy. Any expense involved in this sales trip would be borne equally by both of us and any earnings would be likewise divided.

Very sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

FCA:AH