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ATLANTA 3, GEORGIA

October 16, 1944

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

Dear Dr. Allen:

Yours of the 12th just received. I wrote you the Sunday night that I phoned you and sent you the names of Medart, Wilson, Goldsmith, Rawlings asking you to call to their attention the merits of my Normalizer, etc.

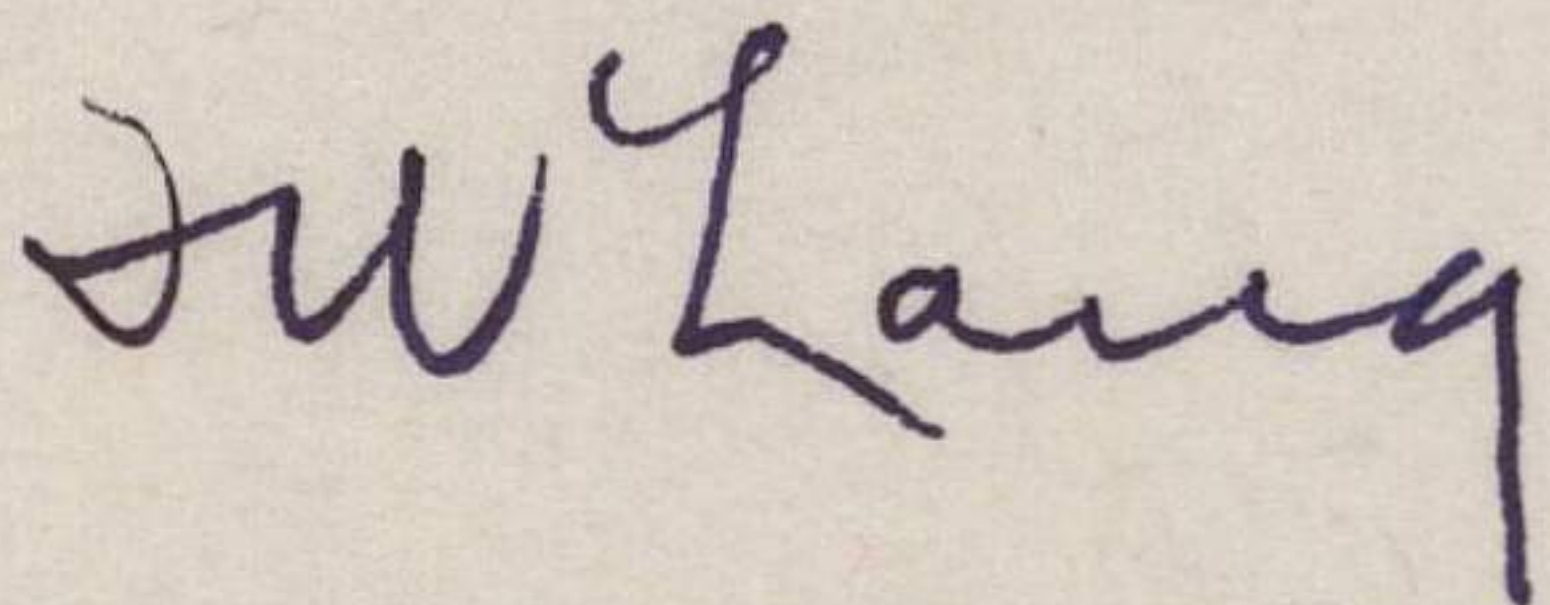
You later suggested that you might like to make an arrangement to take over the Normalizer business. Frankly I want you to have first chance at it. If I make a deal with the above companies thru your calling it to their attention I will cut you in for ten per cent. Now which way do you desire to handle it?

I believe that this country is in for the biggest business expansion that the world has ever seen. I want to get myself in shape to handle it. To this end ~~my~~ associate the owner of the Georgia Agency of the National Life Ins. Co. has just contracted to sell his Agency and he and I are entering into a partnership to handle general business, real estate and insurance brokerage. We expect our business brokerage to be our biggest field. We cannot make a formal start until Jan. 1st.

I am enclosing a list of the Southern Colleges that are not using my device. Possibly you know some of the Coaches.

Kindest regards.

Sincerely yours,



Frederick W. Lang