

February 27, 1946

Mr. Frederick W. Lang  
214 Grant Building  
Atlanta 8, Georgia

Dear Mr. Lang:

Please find enclosed my check for \$20.00 in payment for the two normalizers, which I have just now received.

I am in the same fix that you are in that I am covered up with details that net me more income than I would normally expect from organizing a small syndicate. I wish I had the time, but I do not have.

I would like to know how many normalizers you have sold since you have been in business. I think you can see by this that it would take a lot more promotion than that which has been done to justify organizing a syndicate. If you would want to do something on a percentage basis, we would both gain and would loss nothing. In organizing a syndicate there is always an opportunity for people who put their money into that you lose. This other way there is no loss; in fact, there is a gain because you are doing something with a deal which lies quiescent when you are too busy with other things.

Sincerely yours,

Director of Physical Education,  
Varsity Basketball Coach.

FCA:MF

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