

ORIGINATORS OF
NON-POISONOUS
SKIN TOUGHEN-
ING TO CLEAR
AND PREVENT
ATHLETE'S FOOT

ONOX, INC.

EASTERN
OFFICE
4206
FIRST AVE.
BROOKLYN, N.Y.

121 SECOND STREET
SAN FRANCISCO

April 30, 1940

Dr. Forrest Allen
Basketball Coach
Kansas University
Lawrence, Kansas

Dear Sir:

Norman Meeks once told me Dr. Forrest Allen is a "swell fellow". Taking that as an introduction I am going to ask your advice on straightening up a little misunderstanding.

When Norman was studying advertising he became interested in our revolutionary skin toughening method of athlete's foot prevention. He was so enthusiastic that when he went back to K. U. he got the approval of Trainer Nesmith on a trial order of Onox for a 60 day test. Results are so outstanding with this product that we make a prepaid shipment subject to approval test. If it is not found to be better than old methods and O.K. in every way, then you pay nothing either for the Onox or the mats.

For some unknown reason Nesmith has not answered any of our letters and we know nothing of results of their test. You will realize, of course, that we have been to considerable expense in making this shipment and in providing the sponge rubber foot-mats. Naturally we are a little jealous of our reputation and would at least like to have a report. If Nesmith understood it was a straight donation of the Onox and the mats we will accept it that way although you will see from the signed copy of the order that it was apparently on our regular terms - 60 day approval test.

For your information, I will enclose one of several letters that we have written Nesmith.

Now, Dr. Allen, let me say a word to you. Basketball coaches pretty well over the country have written us very highly complimentary letters on the condition of the feet of their players where they use Onox. Many of them have told us that benzoin toughener was unnecessary and that Onox kept the feet in better shape than benzoin. Regardless of the outcome of the Nesmith matter, we would be very glad to have you make a test with your basketball players. I can truthfully say to you that