November 6, 1939.

Mr. Milton Allen,
Ellinwood, Kansas.

Dear Mit and Isabel:

We were delighted that you two and Judy were able to visit us over the week-end. It was a delightful visit and I trust that you arrived safely and in time to set upon your weekly chores with vigor and with renewed zest.

I have just written to Mr. F. W. Lang, president of the Lang Arch Normalizer Company at Forsyth, Georgia, thanking him in your behalf for his kindness in sending you one of these $10.00 machines gratis. I think it would be a very fine thing if you would sit down and write him, and incidentally tell him that you would be glad to boost this machine to middle-aged people or others having arch trouble.

Anyhow, I want you and Isabel to use this each morning and night and I will guarantee that it will do things for your feet that nothing else can do.

Why would it not be a good idea to tell Mr. Lang that you know a great many people of the Stanolind that you would be glad to recommend this to. Here is Mr. Lang's proposition. He agrees to prepay the machine to any of these people and give them thirty days trial for $10.00 the cost of the machine. He will also pay the postage back if they do not keep it. Here is what I have done with a lot of these people. I have told them about the proposition and then I have written to Mr. Lang telling him to mail the machine, just as I did in your case. I would like for you to do this as a courtesy to Mr. Lang for sending you and Isabel one. You do not have to be a high-powered salesman, but when people talk about foot and arch trouble, tell them about this machine.

I would appreciate it if you will write Mr. Lang, and then follow this up by telling some of the executives and other people in that part of the country about the machine. I know they have arch trouble because eighty-five per cent of the people have foot and arch trouble.

With love to all, I am

Affectionately, Your Dad,

FCA:AH

Director of Physical Education and Recreation,
Varsity Basketball Coach.