

October 28, 1944

Dear Aunt Eva and Uncle Henry,

How would you feel if you had spent most of your working lives swabbing decks, stoking coal, and loading cargo ... and then after awhile you became second mate ... then first mate ... finally a skipper -- always working for someone else ... and then you FINALLY owned a little harbor tug of your own and were making your first pay run in business for **YOUSELVES?**

Well, that is something like the way Tedi and I feel right now! After 20 years apiece working for others, we are making our first pay run in a 'tug' of our own ... with orders for 1487 units sold in one week's showing -- orders covering 11 states and 1 territory -- orders from Chicago, Indianapolis, Boston, Grand Rapids, St. Paul, Buffalo, Cincinnati, Philadelphia, Washington D.C., Honolulu, and others.

What is this all about?

Four years ago, Tedi got an idea about a different way of constructing a child's garment -- an idea born over an ironing board. It was to be a garment that would lie FLAT for "quick and easy" ironing, yet could be made to return to the desired shape afterwards. In her spare time, during the ensuing four years, she experimented with 4 methods and 3 modifications of construction containing some 14 subdivisions and with 19 different applications! Put those numbers in your permutation and combination machine and see what you get! A 'large' variety of style possible on a basic construction idea.

One year ago, we started action with a patent attorney to secure basic mechanical patents covering the few features we wished to promote first.

Today, we can see behind us the following progress:

A. BASIC DESIGN

The structure of the garments "simplified" for 1) speedy and easy manufacture and 2) speedy and easy maintenance by the users. The style of the garments "beefed up" by a successful motion picture designer.

B. COMPLIANCE WITH STATUTORY REGULATIONS

Negotiations successfully completed with WPB, CPA, State Board of Equalization.

C. PLANT

1. Temporary ~~xxxx~~ working space provided -- painting, flooring, roofing, power conduits.
2. Production equipment provided -- 7 power machines, 1 punching machine, 1 pinking machine, 1 blind stitcher, 1 power cutter, 1 steam iron, 1-18' cutting table.
3. Temporary storage facilities provided -- not much but enough for the present.
4. Material provided -- approximately 5500 yards available.

D. MANAGEMENT

Here is where I immodestly indulge my exhibitionist complex. I started studying Industrial Engineering at night in 1940 at UCLA. Today I am employed at Lockheed with a rating of Senior Industrial Engineer in the Master Manufacturing Planning staff. Further inconclusive data might be provided by stating that I am a Charter Member and the Recording Secretary and Historian of the local chapter of the American Society of Industrial Engineers. Maybe I can help, too.

E. SALES

Assurance from buying offices and competent local manufacturers in the "rag business" has been received that the idea holds definite postwar possibilities and is not just another war baby whose sole sales appeal is the providing of merchandise for a ~~xxx~~ goods hungry market.

F. ADVERTISING

Enthusiastic reception was given ~~xxx~~ by the buyers to our point-of-purchase sales aids in the form of caricature posters and "essquisses" for window displays. A little by-product revenue from our free-lance advertising days.

Why bring all this up? Well, I started off simply to ask if you are still interested in buying out our share of the Florida property. We need operating capital until some of the deliveries are made and the accounts receivable start paying off. Excuse me for getting off the subject -- I got a little enthusiastic -- but here I am back on it again at the end.

A manufacturer of 35 years experience offered to buy into the firm and others have volunteered financial assistance as silent partners, but we would like to keep it in the family ... if possible.