

January 16, 1945

Dear Kathryn

Thank you for your interest in the little dresses. We are glad to know that you liked them.

Your letter plainly stated that the buyer for the Palm's store left on the 14th, but... I hope you schedule your work better than we do. This is the first time I have had an opportunity to write you.

Do you know what happens?: a machine breaks down ... the bank is calling ... a shipment is about to go out ... it is too stuffy in the workroom ... an operator cuts her finger ... it is too drafty in the workroom ... a man from the State Board of Equalization is at the door (kind of nasty, too!) ... the resident buying office wants to know how many garments can be made from 3000 yards of fabric ... the kneelift will not work on the overlocking machine ... the shop traveller has not been made out for the cutting on style number 121 ... somebody wants to know if 240 yards of trim is enough for 60 size 5's ... the zoning commission is on the phone ... a buyer from Allentown, Pennsylvania is on his way out and will be here ~~xxxx~~ in a half hour (he got here in 15 minutes) ... the payroll has to be made out ... the income tax estimate has to be sent in ... the letter to Kathryn George has to be written (well, that is being taken care of, anyway!).

In case anyone ever asks again, here is the dope: we have found that the most satisfactory way of dealing is through the resident buying offices. I am enclosing a list of their names and addresses. Of course, if a store buyer does not want to deal through them, he may call on us direct at 626 No Arden Blvd. A telephone call (HO-1342) in advance will assure someone's being here who can take care of him. Also, more specific directions over the phone sometimes (in fact, always) saves a great deal of time in getting here.

Thanks again, Kathryn! Give our regards to John!

Sincerely,

Jim and Tedi
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RESIDENT BUYERS

Los Angeles, California

ARKIN, SIDNEY
336 So Lapeer Dr
Beverly Hills, Calif
BR 2-2291

ASSOCIATED MERCHANIDSE CORP
842 So Broadway
Los Angeles 14, Calif
TU-2581

DAVIDSON, LEON & FRANK
846 So Broadway
Los Angeles 14, Calif
MI-3933

HEGARY-TODD
756 So Broadway
Los Angeles 14, Calif
TU-7945

*TAYLOR, JANE
810 So Spring St
Los Angeles 14, Calif
MI-8834

*the JANE TAYLOR buying office is the biggest and best. She has cooperated with us to the extent of publicity (for which she has paid) and tie-ins with textile mills to obtain material (which she has financed). Since the most of the material available for sale to customers that we have on hand was procured through this office, a customer would have more chance of getting delivery by dealing through her.