

ccky

1711 N Lambert Lane  
Provo, Utah 84604

August 28, 1984

Dear Bob and Renee:

I have been waiting until the second package arrived to write to you, but that excuse is long gone. I did get the first and largest package. It arrived in good shape.

I know it is hard to believe, because it should be different, but we had better luck mailing things from Zimbabwe than we did from South Africa. The reason is probably because there are still more whites managing the mail rooms there than in South Africa. That is a prejudiced statement if I ever saw one, but it still remains that the only losses we incurred in all of our mailings were the ones from South Africa.

The dresses were lovely. I am sorry if we put you to a lot of trouble.

What I need to know now is if you spent all of the money on the basic stuffs which you sent us, or did you spend some for yourself so that you realized something on the deal. If not, how or what can we do to give you some compensation for your kindness?

We have on hand, including the dresses you sent to us, 128 dresses of various sizes. Tracy could just not pass up the crocheted goods in Zimbabwe, and we had two, Ruth and Stella, who came every week. We spent all our P Days washing, drying and mailing crocheted goods. After we gave all our grandchildren and children dresses/ and or tablecloths, we still have quite a few left. The last few months we ordinarily would have stopped sending things, but our youngest daughter had just had a baby and needed to earn some extra money. She thought she could sell them locally and stay at home with her second baby. She had worked almost all the time with her first. So we mailed a lot to her, but even at bargain prices, she couldn't peddle them in Provo. You need to be in a place where there is a lot of money around, and Provo is not that type a town. Besides the women here, when it comes to handcrafts, look at the thing and go home and make it themselves.

As I said, though, we have 128 dresses including your shipment, and I have found an outlet for them, and am thinking of another, and if this works we might have a market for them.

We went on an overnight to Brianhead, a ski resort area in Southern Utah during July, and they had opened a new Hotel, which we took a tour of. After coming home, we wondered if a little shop there would handle our goods. Last week I wrote to the Hotel, and the proprietor of the shop called me. We took about 20 of the dresses down to her, and she took all of them and was ecstatic about them. I asked \$90. for the adult dresses and 25 or 30 for the children's dresses. We figure that with shipping and adding the US price extra for what we paid in Zimbabwe (30% then) it cost between 28 and 32 US for the adult dresses. The proprietor didn't quibble at all. She is going to add one third to one half to the price. It will be interesting to see if they go. We will get \$90., and she will get whatever she marks them up from that.

We are going to contact several other ski areas in Utah and try the same tactic. Also, I have a small house in Payson, Utah which I have redecorated.



I did this before we left to go on our Mission, and rented it out. It is now up for sale, but until I sell it, I am thinking of opening up a shop there and seeing if we can sell some of the Zimbabwe crocheted goods. If we can attract tourist trade off from the thru-way, which goes right by Payson (a small town), maybe we can sell some more of them. It is on the direct route from Los Vegas, which is a popular gambling place in Nevada, just over the border from Utah. It is also on the direct route to Los Angeles and San Diego, and all skiers coming to Alta and northern Utah Ski resorts, who do not fly in, come by Payson. I know one thing. We can't sell them to the Mormons--or at least the market is not great--because there is just not that much money, especially in Payson, a small farming town 20 miles south of Provo. If I can get six or seven women who want to sell Hobby Crafts of their own to go in with me, I will do it. I do not want to be tied down seven days a week, but I wouldn't mind doing it one day a week.

A thing I forgot to mention. The shop in Brianhead took the items on consignment. If they do not sell, we do not get any money. They send us twice a month anything which has sold. If they sell we will eventually get our money back, and may have an outlet for the black saints in Zimbabwe to sell crocheted goods if they want to mail them from time to time. We would take a certain percentage for handling and mailing them, and send back batting and checks for the balance. As it gets harder for the gals to get to South Africa to sell their goods, it might help them a little. Charles Mutize wanted us to sell them for him and keep the money here so he could come to school, but he would need two or three thousand dollars, and he will be a grandfather before we could sell that many, unless we really found a lot of outlets. At our age, I don't know that we want to bother.

We have a ward where almost every woman could be the RS President and almost every man the Bishop. So I had (at my age) relaxed and thought that I would not have to worry about being made RS President. I will be sustained Sunday into that position. Where there's life there's hope, I guess. So I will be busy for a few years. Here they do not ordinarily keep the RS President more than three years. Sometimes Five. I am hoping for the short term. I guess I could get out of it by going on another mission. Is that stepping from the frying pan into the fire?

We think fondly of our visit to Zimbabwe and South Africa. What a beautiful place. We hope that South Africa can be stabilized somehow so that the black and white man can live in peace together, but at least that it will be one place in Africa where the white man can live in peace and the prosperity which his own efforts make possible. We would like to visit the places we were again, and see the people we knew. If you and Renee come to the US to visit, we hope you will stay at least a few days with us during your visit.

If you mailed the second package when you mailed the first one, I guess the smaller package has disappeared in the mails. I am afraid that shipping through the mails from Zimbabwe will get worse and worse, too, as the whites leave the country.

We have marked all the ones you sent us with a B.C. so we can distinguish the ones you sent us from the ones we mailed home. If you haven't realized some advantage from your service to us, if you will let us know approximately how much Zimbabwe you paid for the dresses, we will add the U.S. and the mailing, and then split the profit with you as they sell. You could call us long distance to tell us how best to do this. Hoping to hear from you soon,

Sincerely,

Ida-Rose Hall



I have sent you a marking plan for the crows-track mark, but you may already have one. I made it out of pellon which can be pinned to your quilt top to do the marking. The instructions are in the envelope. I would not mark it any farther apart than 4 inches no matter how you tie it. Be sure and baste (is that the word you use there) the edge. Put the folded under edges together and tack them with long running stitches and then do the edge with a blind stitch, quite close together to make it strong and attractive.

Get it done, if you have time, to enter into the fair. I have heard that there is a lot of theft going on in Zimbabwe, and putting it on display may pose a problem if the place is open or not guarded during the night.

The basic cost to you is about \$60. If you prefer, see if one of the white sisters would like to buy it at cost and then use your money in easier or more lucrative ways. Maybe you could take the finished quilt to the department stores and ask them what they thought they could sell the quilt for. Some of them may take advantage of you, though, so maybe that is not a good idea. In Zimbabwe there are wealthy blacks now that might love to get hold of a lovely thing like this will be--and its not wasy to come by in Zimbabwe. Of course the wealthy blacks may be able to get into South Africa to get what they need. But even there handmade quilts like this one would be hard to come by.

Or be really selfish. Make it up for yourself and put it on your own bed. You will be amazed at the comfort. After I made the one I did in Zimbabwe, it made all the difference in our comfort. It was just right for your summer temperatures, and not too hot for spring and fall, but in the winter we did not use it.

My daughters want to order some of the ornaments. So, since I do not want to send all the money in one check, I will send it at different times. Let me know when you have it all. You should have the four orders within a month. They will be essentially all the same except that two will be for white ones and the other two for ecru ones--or the off white like the bells and the large snowflake you sent in the first order.

They only want four of the six patterns, and since they are the hardest and the ones which use the most thread, you may want to offer your crocheters a little more money for doing them. Say 34 dollars or 35 instead of 27, but we will leave that up to you. In this envelope I have sent you \$70. U.S, I called the bank and the exchange rate they quoted is 1.46 which would mean you should realize About \$102. U.S. from it. If you do not realize at least \$100. ~~xxxxxxxxxxxx~~ Zimbabwe dollars from the \$70. check, then let me know because we want you to realize enough profit personally to justify tying up your women. Did you use any of the LDS girls or women? Edith Kaseke does quite nice work and could certainly use the money with her large family.

The total order you sent me included 50 of each of six patterns. Change that to 75 or each of four patterns. I have enclosed a sample in my other envelope and from now on, I will order them by number. The number is on the sample.