

1711 N Lambert Ln.
Provo, Utah 84604
April 4, 1987

Dear

I have opened a little store in a near-by town and am selling the crocheted goods which we have left from our stay in Zimbabwe. If they sell well, I may be able to buy regularly from branch members to supplement my stock.

For now, I will let you send me one nylon dress (adult) and one cotton dress (adult). The dress should be at least 39" to 47" from back of neck of dress to bottom of skirt. The biggest problem we have had with the dresses is that the tops are too narrow or I have enclosed a pattern measurement which tells bust, hip, and waist measurements for average women's sizes and for average children's sizes. In crocheted work these measurements should not be the "stretched" measurement, because most merican women would rather have the dress top a little full than a little tight.

Write first, and tell me how much dresses are selling for in Zimbabwe.

I can buy them outright if I can get them under \$50. for women's dresses, and ten to fifteen for children's dresses in both cotton and nylon. If you can wait for them to sell in my shop you can get 80 to 100 for a really nice cotton or nylon woman's dress. Then the shop will take 20% off of that. Children's dresses (we hope) will go for 25 to 30 dollars and the store will take 20% off of that. You would get \$20 to 24 for them.

Thus: If a dress sells for \$80, the store would get \$16.00 and you would get \$64. If the item does not sell within a month I will send it back to you, or keep it on sale depending on your wishes. Your check would be sent when it sells and would be in Whatever American money is worth at the time of the sale.

Later, I may take some tablecloths and bedspreads, but not now. Peter, if you are still making rugs, let me know the prices for the small, shippable ones. I will have to know what you want for them, and the store will add 20%. The "homespun" look of those rugs are very popular right now in America. You could send me a small one and see how it goes for a starter.

The best selling sizes are the 8 to 14 sizes. American women are wearing their dresses longer this year, so I would not send any dresses which are shorter than 40 inches. If the women add to what they already have, it MUST be done by the same women who made the dress originally, because each crocheter has a different tightness or looseness of stitching.

Look for spots. If the seller can't get out the spots before she sells it, they usually don't come out. If there are spots on the ones you send, I will just return them to you. I have about three or four on hand now with spots and I am having to try to sell them for less than I paid for them.