

Sept 23, 1985

Dear Sarah:

You should have told me before you had your ladies do the crocheting, how much they were charging you, so that I could have collected enough to cover your expenses and make half again for you.

That's why I was trying to get you to figure the cost before I placed the orders, and you told me that I was sending you plenty of money.

You should have told the ladies that if they didn't want to do them at the old price, that you would have to wait until you wrote to see if I wanted them at the new price.

It is too late now to collect more from my daughters. I do have some that I ordered above what my daughters ordered, and from the figures you gave me from the original orders, you would have been making one dollar for every dollar you paid the ladies.

Our letters crossed. I sent you a letter last week when I got your package. So just bear that letter up. Tomorrow we are going to visit a ski resort, and I will try to sell some of the snowflakes, that I have extra. Any profit I make on them, I will send to you. If you have paid so much for them, as you say, you are losing money. Well. What I want you to do now is to figure out exactly what they cost you, and what YOU want to earn and then we will see if we can have a buyer for you.

When I got to the resort area, I will see if I can find someone who will deal directly with you personally. Then you can send them directly to him or her.

Since you have mailed all the orders, then, you don't owe me any more of the ornaments. Thank you.

About the starching. The Americans like the starched stiffer. I am going to tell anyone (if I can find someone who will handle them next year) that you will just send them wash and they can starch and block them here. If you will remember, that is what I told you to do for us. That way it doesn't take so much time.

I will also try to sell some of the extra ornaments to the ladies at Relief Society.

This is what you told me they were costing you now:

20 cents each for the large ones.	Per
Add twenty cents for you, that's .40	40.00
10 cents for the bell and the smaller (bell)	20.00
snowflake	
10 cents for you.	small snowflake 20.00
Shipping per 300	10.50
Thread (22.50 for 100 small snowflakes	
and 100 bells)	22.80
Thread for 100 lg snowflakes	12.00
	<hr/>
	\$125.30
	(125.30)

I figure the actual cost to you, then, was \$125.30 and which means that after you got \$100. for my \$70 American you were only making 5.70. I hope you got more for those last two checks, that will help. I understand the Rand is only 40 cents to the American one dollar now. It was \$130.00 American to \$1.00 Rand when we were there. Now more than the reverse.

From your letter:

100 Lg snowflakes at .20 C each	20.00
100 sm snowflakes at .10 ¢ each	10.00
100 " Bells at .10¢ Each	10.00
Cost to mail 300 (100 of each)	10.50
(I will not figure starch as it is just as well you just wash them)	
Thread for Lg snowflake	12.00
" " bell and small snowflk	22,80
Your total cost	<u>85.30</u>

Then you need to figure in your transportation, etc.

Breaking them down another way:

Lg snowflake at 20¢ each	for 100	\$20.00
Thread "		6.00
Shipping		3.50
100 bells or snowflakes	10.00 Cost	<u>29.50</u>
Thread	6.00	<u>35.50</u>
shipping	3.50	<u>39.00</u>
or about .60 each	19.50 X2 Or	40.00

I don't know how much they would have to pay to have each of them blocked. But I'm afraid you are getting to the place where the American women can compete with you on a wholesale basis, and the threads are better here. While the foreign exchange is like it is you might be able to interest someone, but when the dollar drops to equal the Zimbabwe dollar, it wouldn't be worth it to American buyers, I don't think. What I will do is sell them that you charged me .60 cents each for the lg one and .40 cents for the smaller two. But that they will have to get you to tell them what you charge as costs may have increased. O.K.?