

Under the tax and other set-ups I cannot understand why you and others take the attitudes you do. The facts are that it is an advantage to have the product pass thru as many hands as possible, each taking a profit or paying royalties or the like.

For example, we could manufacture parts of the unit which we can make to advantage, it could then be shipped to Pa. for completion. They could add a few parts and complete the assembly, then send it on to your company, who would possibly varnish it and place some decorative styling sheet on it, or the like. Your company would then sell it to a construction housing company who would incorporate it in the prefabricated house you would also furnish.

We could make a small profit here, or margin, the Pa. Co. could make a margin and also pay me a royalty, you could make a margin and also pay me a royalty and also the construction company. You and all of us would set in on the various companies from Pa. on and either receive salaries or retainers or royalties, as the case may be. There is positively no use you and B. being hoggish. You can make all you can keep and also allow us to do likewise.

You conjure up all sorts of reasons, and insult us with your blasphemy, when in fact you are miles away from the facts. You have a very vivid imagination for evil and damn little for good. I do grant you that you will fight for a friend and I admire you for it and also extend you the credit that you usually won't stand for breaking promises, etc. What good is a man who goes back on his word, anyway?

You think we have some ulterior motive for wanting to build the models out here. Whereas the facts are that we would be damn glad to have you fellows do that work. We have ample other work to do. We would like the arrangement you and B. have proposed - i.e. for them to build the models back here and furnish us an income so we can work at other things, but we want to make certain you know how to do it right, for we want no flops. This is our only concern. We know we can do it better and cheaper here. We try to tell you that but you only get angry, so we'll have to let you have your own way and you take the consequences.

We've been up against this before and know that it usually ends disastrously when we permit models to be built by the other fellow. We simply can't pound the "know how" into their heads. I don't know why they are so dumb but for thirty years now we've found it to be the case. They all have the same notions B. has let that J. persuade him to, but in the end they all wish to hell they had let us do the work. I can't stay back there for long. I may be willing to furnish them drawings and let them do their best but I can't stay there and teach those dumb clucks anything. Lee and I can do the work while we are trying to teach others.

We better all meet and talk this trough - you, B. and myself.