

June 26th, 1955  
G. P. O., Hobart  
Tasmania, Australia

Dear Schuyler:

Your letter of May 30th arrived here some time ago. After reading it and going over some of your earlier missives, I think it would be a good idea for you to make a change. It is my hunch that if you were offered a job that you now have, you wouldn't take it. You seem to be involved in a never ending struggle against great odds. Apparently for this struggle you are receiving only a small reward financially. Also I have a feeling that you are receiving very little personal satisfaction from operating the business because of the never ending headache. The small financial reward might be put up with if the operation provided personal happiness. I doubt this to be the case. When I get back, I don't want to find that you have lost all your hair and developed stomach ulcers.

It has been my observation that the more people one has to deal with, the more complicated and frustrating any operation becomes. If your business was a type where you dealt directly with the customers and the merchandise was of standard repeat kinds, then your main headaches would probably be your employees. However in your case, you have all those middle men in the form of dealers and every separate order is different. If, by some miracle, you could expand your operation by a factor of ten, then you could hire several assistants and thus reduce the number of people you personally had to handle. The way our social setup is in America (just as bad or worse in Australia) the fellow with a small operation is greatly handicapped because he has to go thru just as much rigmarole as a large outfit. It is unpleasant, but should be looked at realistically. Probably Verti-Blinds should have been undertaken by some outfit like Sears Roebuck which already had a large merchandising organization. Then a relatively small and simple manufacturing establishment could be attached on. Furthermore, the large parent company would have in existence a redtape staff suitable for handling negotiations with government, advertisers, insurance agents, material supply, etc. Perhaps it is not too late to try to make some such contact yet.

The alternative you probably won't like either. However it is realistic to note that you have considerable fixed and long term responsibilities. You will get more pleasure out of your family if you can spend evenings, weekends and holidays participating in their affairs, rather than straightening out messes. Also I find that I am slowing up compared to ten years ago and cannot run around working day and night like I used to. Undoubtedly you are experiencing the same feeling. Perhaps the best idea would be to unload most of your business responsibilities on someone else. This means that you would have to join some larger organization. Then you would be dealing with only a limited number of things, situations and people. The work might be just as trying during the day, but when evening came you could put your hat on and walk out the door leaving your troubles behind. I believe you would be a much more acceptable husband and father when you reached home.

If you do make some such change, I would suggest not going to Chicago. Find some medium sized outfit in a moderate size town where you can drive from home to work in 20 minutes or less. Wheaton is no longer the town we

were brought up in. The last few times I've been there, it looked like no bargain to me. Too many people, too much crowding, far too expensive and the public services like schools have broken down. Try to find some solid well going company in a moderate sized place like Rockford, Des Moines or other city of 100,000 people or so. I think many an outfit would be happy to secure the services of a personable fellow like yourself. The salary might not be as much as you would like to start, but it probably would be as much as you are making now. Furthermore when you get out of the Chicago and suburban area the prices of many things will be much more moderate all the way from haircuts to homes.

Please think these things over. I'm ready to get rid of 212 W. Seminary wherever you are. Incidentally, I don't know how you feel, but I'm sure glad we got rid of all the other real estate. Boy, what a headache that could have been!

The results here are continuing to be good. Their details are quite different than I anticipated but satisfactory. I intend to stay the rest of the winter and come back in the spring. I have passage on the Oronsay leaving here in November. Whether or not I bring my apparatus back is uncertain. If there were some special use for it in America that would be one thing. However it was built to a special purpose for use here and fussing with all those government officials of two countries merely to bring it back seems quite silly. My personal opinion is that these incompetent wretches in the civil service are a universal phenomenon in all countries thruout the world. Furthermore thru their efforts the world is gradually heading back toward a second middle ages. If I leave my apparatus here, then I can come back again sometime and use it some more simply by getting myself here.

Australia is an interesting country in many ways. I gather that prior to the war it was merely a small country all ingrown and gone to seed. Since the war they have imported over a million migrants. This is a very large percentage out of a total population of less than ten million. These migrants have been well chosen in that most of them are from the north and west European countries like Norway, Sweden, Holland and more particularly Germany. Some English have come but they have not been very good in that they seem to think they are the salt of the earth and look upon everyone else as a bunch of colonists. These migrants do not have the British background or outlook on life. Already it is easy to find many people who want to kick out the British Governors, scrap all the ties with England and start paddling their own canoe. Australia is not being cursed with the confiscatory demands made by the Crown upon the American colonies 200 years ago. However the seeds of thinking are rather similar and I have a hunch that given another generation and another war plus 30 million inhabitants and Australia will become fully independent.

I am enclosing an article on How to Run a Basson Factory which you may find interesting. Perhaps you could make these as a sideline? Also enclosed is a little story about a fellow sawing wood which Andy and Jeff might like. I think it is rather too intellectual for Todd and Larry. We are now getting into the middle of winter here and it is very mild with temperatures seldom getting to freezing and no snow. Please remember me to the gang.

Best regards,