

February 12, 1955

Dear Grote:

It has been some time since I have written, but rest assured that we have been thinking about you. It is nice to learn that you are settled in comfortable quarters, and that the people are congenial; it certainly sounds much more attractive than Maui where you were isolated geographically and intellectually from most everyone.

Today I got the graph paper at the dime store, and it matches your specifications exactly except that there are three holes instead of two. So far I haven't had a chance to get the cord for your hearing aid, but will do so next week. There arrived a box of coils from the Broadway Coil company in Chicago which I will include in the same package. In addition I'm enclosing a variety of communications including a couple of Christmas greetings.

All this will go forward by water together.

I got the revised price information on the Insurok discs from Richardson, and the price is around \$3.00 each so it amounts to an \$18.00 deal. In one of your recent letters you indicate you don't need them now+++-- let me know if you want me to order them in your next letter.

I'll take care of your box rent and the other expenses out of a dividend check for \$60.00 that arrived from the Gary Wheaton Bank+++--I think they'll cash it for me!---AND deposit whatever is left at the Harris. Also, received a check from the So. P. R. Sugar Co. for \$14.20 which will send to Harris.

There have arrived in addition stock certificates for 37 shares of So P. R. Sugar and 200 shares of Tampa Electric which I will put in my box at the bank for you.

The model of your equipment I delivered to a Mr. Thwait who is the Chicago man for the Research Corp. He took me to lunch and we had a nice chat. Apparently, the Research Corp. thinks you are doing a bang up job!---just what is their stake in your Australian activities??? I didn't get a receipt for the model, and I told them to keep it as long as they liked. Thwait was leaving for NY the week after I saw him so it was hand carried all the way. I think this all took place about a month ago.

We are all in good shape here at 212 even though the weather has been below zero for the last couple of days. Plenty cold, and plenty of snow to go with it. This makes for difficulty in getting around, more clothes to put on the children before going out etc. However, spring can't be far behind.....

The business has not been good the last six months of last year, and while this condition was more or less general in the industry, we sure didn't like it. I've let the salesman go that had been with us since February of last year, and I'm back in the territory

following up the dealers. We have cut down overhead at Geneva, and we should have fired the salesman five months ago, I am finding out. All in all, since we didn't have too much fat on our bones, the last few months threw us for a loss. However, I've got things back to a minimum overhead, and with an increase in volume this spring we should be all right. If we can't do a job, this year, I'm afraid I'll have to turn in my button, because I can't support my family on what I'm taking out of the business. I hope this doesn't happen for a thousand reasons, but principally because no one likes to admit that he's liked.

I'll write again soon to let you know when this package goes off, and how about bringing us up to date on your operations and plans++how goes it???

All the best from all of us,

Schuyler

Answered on 2-20-55. Told him to don't send anything except graph paper + hearing aid cord; forget the disks + hold the coils.