



October 14, 1992

Mr. Ernest R. Messer Jr., Treasurer
Off Soundings Club
P.O. Box 1399
New Haven, CT 06505

Dear Ernie:

As per our conversation regarding a gift program for the Off Soundings Club, I have attached a list of suggested merchandise that such a program might start out with.

We believe that a gift program based on royalties has many advantages over direct sales by clubs and especially those with no club house facilities and full time staffing.

- A. No inventory commitment
- B. Volunteer help not needed for shipping and handling
- C. Reduced bookkeeping for treasurer
- D. Greater variety of choice for membership
- E. No sales tax liability for club

As part of our agreement we would do the following:

- A. Supply a professionally sketched single page sales sheet to be included in every club mailing.
- B. Handle current club owned merchandise on a no fee basis until stocks are depleted and replaced by Sportsline. We would of course be accountable for this merchandise.
- C. Consult with the appropriate club officer or officers on any additions or deletions to merchandise offerings.
- D. Maintain a sales table at the spring and fall series locations as well as the annual meeting. There is a demand for this and I know it would be successful.
- E. Supply the Off Soundings Club with quarterly sales reports and royalty payments.
- F. The royalty would be 15% of net sales not including shipping and sales tax charges.

Based on the success and popularity of the gift program we run for The Cruising Club of America I know the Off Soundings Club members would welcome an expanded offering such as we are proposing.

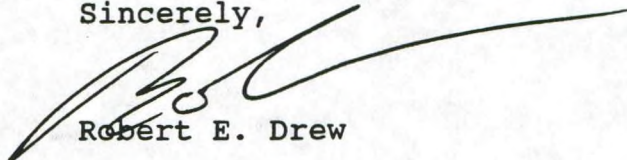
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It is difficult to project sales. The Off Soundings Club is slightly less than half the size of the Cruising Club of America. Event sales however could match those of mailorder.

I'm roughly estimating that sales could be \$15,000.00 or more.

I hope we can put this program together for you.

Sincerely,



Robert E. Drew

OFF SOUNDINGS CLUB GIFT PROGRAM

APPAREL

Polo Shirt - 100% Cotton Pique Mesh Colors: White, Navy, Red, Royal, Forest Green	\$26.00
Heavy Jersey Rugby Shirt - 100% Cotton Colors: White/Navy, Sports green/Navy	\$39.00
Crew Neck Sweater - 100% Cotton Colors: White, Navy, Black, Red	\$47.00
Nylon Shell Jacket Colors: Navy	\$30.00
Three Season Jacket-Supplex Nylon Shell with heavy fleece lining-zippers Colors: Thirteen color combinations	\$65.00
Tee Shirt Heavy Duty Preshrunk 100% cotton Colors: White, Navy, Gray, Red	\$10.00
Sweat Shirt-Fruit of The Loom 95% Cotton Heavy Wt. Colors: White, Navy	\$27.00

ACCESSORIES

Club Tie (OSC Inv.)	
Wool Cap(Poy/Wool Blend)(For Cap Button) Color: Navy	\$ 7.00
Supplex Nylon Cap/w Embroidered Logo	\$14.00
Belt with Woven in Repeating Burgee	\$18.00
Key Ring as above	\$5.00
Embroidered patch (OSC Inv.)	
Gold Bullion Blazer Patch (OSC Inv.)	
Enameled cap button (OSC Inv.)	
Tie Clasp	\$14.00
Vinyl Burgee Sticker 3"x4 1/2"	\$ 2.00
Medallion 2 1/2" for car, bulkhead, etc.	\$25.00

<u>GLASS WEAR</u>	\$25.00
14oz Old Fashion Glass Set of 4 - Two Color Burgee	\$15.00
12oz Tervis Insulated Old Fashion Glass Set of 4	\$32.00

MISCELLANEOUS

Kevlar Zipper Top Tote 15" HT, 18" long 8" wide	\$39.00
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Large Duffel Bag - Kevlar 12" x 28"	\$49.00
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Burgees	
10x15	\$14.00
12x18	\$16.00
14x21	\$16.00
16x24	\$18.00
18x27	\$18.00
20x30	\$22.00

Personalization	
Boat Name	\$ 3.50
Sail Number	\$ 3.50