

TO: Dory Richards Waxman  
Program Director  
Old Port Wool and Textile  
Westbrook, ME 04092

From: John Schafer  
Director of Operations  
Hyperlite Mountain Gear  
40 Main Street  
Biddeford, ME 04005

Date: January, 23, 2019

RE: Hyperlite's Continued Support for your School for Professional Stitching

Dory

On behalf of Mike and Dan St.Pierre, Co-founders of Hyperlite, and myself of course, we are very appreciative for the valuable service that you are providing to our industry. You and I have often discussed how we have lost an entire generation of stitchers as most manufacturers have moved off-shore. And without a skilled workforce, it is extremely difficult to establish and grow a new company requiring stitchers here in Maine. That is why the work you are doing is so important not only to our industry but also to Maine's economy.

During the past year, we have hired eight folks that have successfully graduated from your program. Without exception, they are all (1) extremely competent stitchers, (2) very reliable employees with a great work ethic and (3) strong contributors to the continued growth and success of Hyperlite. I know that your program not only teaches these folks how to sew but also how to be a good employee, a quality that seems to have been lost on some of our current generation.

Next week I am setting up interviews with four more of your folks as we continue to build our workforce to support the exponential growth that we are anticipating in 2019. As we look forward to grow our business, we see the need to similarly expand our workforce and that is why I am anticipating hiring an additional twelve stitchers. And I am obviously relying on the continued success of your School to provide me with these folks.

I can't thank you enough for the great stitchers that your School is developing. Hyperlite's growth is dependent upon your continued effort to develop a competent workforce of stitchers in Maine.

Best.

John Schafer