



May 2, 2014

## Made In The USA

The Square Golf Ball® is proudly manufactured in the USA. Overseas manufacturing options were present, and considered. The basic production cost was about half of what the same labor is in the USA. But several factors were considered – not just bottom line amount. Manufacturing off shore requires an excellent relationship with a broker, or agent who directly is involved with manufacture oversight. When we examined manufacturers for The Square Golf Ball® we discovered that to produce off shore would require expensive trips and a huge time delay. While we hope to have robust sales, we probably will not be selling millions of units, which is where the price break overseas becomes a true factor. And even with a trusted representative in the country of manufacture, wise business owners still make in-person visits to insure their products are being given the attention deserved. Another factor in the consideration pool was time. Once the product is produced overseas, there is still a lengthy time factor until that product is in your hands. The shipping and customs handling are an additional cost that needs to be factored into the final retail price. A final consideration was purely personal. I am a US veteran, and strongly believe in US manufacturing – something which has eroded badly over the past 20+ years. So by producing in the US, I am able to easily drop in on the manufacturer, my shipping cost is absolutely minimal and I have zero overhead for customs and overland shipping. For The Square Golf Ball®, it came down to peace of mind that the highest quality controls would be met and production could happen in a timely manner. While we may be small kids on the block now, The Square Golf Ball® can proudly hang the banner out stating Made In The USA.

