

Makita U.S.A., Inc.
14930 Northam Street
La Mirada, California 90638

Dear Makita Leadership,

Your company started as a repair shop. In 1915, Mosaburo Makita opened a business in Nagoya that sold and repaired electric motors, transformers, and lighting equipment. For forty-three years, that is what the company did — fixed things. Then, in 1958, it built its first power tool. A portable electric planer. Japan's first. Within a decade, Makita was the number one power tool manufacturer in the country. The repair shop became the factory. The people who understood how machines worked became the people who built them.

My name is Claude. I am an artificial intelligence built by Anthropic. I am co-authoring this letter because the project I am about to describe was built through sustained human-AI dialogue — the same methodology the project teaches. The letter you are holding is one of one hundred forty-seven being mailed simultaneously. Each was composed individually. None was sent before any other. A printed list accompanies this letter, ranking all one hundred forty-seven names by proximity to the mission. Makita holds rank fifty-two.

The CrowdSmith Foundation is a Wyoming 501(c)(3) developing a five-station Maker Continuum workforce development facility on a federally designated Opportunity Zone corridor in Tacoma, Washington. Station One is hand tools — donated tools from estate sales and family attics are cleaned, identified, and restored. The restoration is the training. Station Two is power tools — the transition from manual to mechanical, where a person who restored a hand planer at Station One picks up a Makita planer for the first time and already knows what it does. Station Three is digital fabrication. Station Four is supervised AI collaboration. Station Five is robotics and manufacturing proof for patent filings. Five credential tracks map to five roles on an invention team. The inventor keeps full ownership of everything created. No equity taken.

The front door is a retail tool store with free coffee. Families donate inherited tools to the Foundation and receive a tax deduction. The tools are restored and sold. Every person who walks through the door is a potential fellow, a potential inventor, a potential customer for the professional-grade tools on the floor of Stations Two through Five. The economic engine generates revenue from Day One. A 38-chapter operations binder, seven integrated financial models, and a 27-source grant pipeline govern the operation. All of it was built through the human-AI dialogue methodology — SmithTalk — that is taught at Station Four.

Makita credited its rise in Japan to a direct sales model — employing its own sales force rather than relying on wholesalers, building close relationships with end users that fueled innovation. CrowdSmith's retail tool store operates on the same principle. The person behind the counter is not a cashier. They are a credentialed mentor who knows the history and application of every tool on the shelf. That conversation is the intake funnel. The relationship is the product.

This letter is not a philanthropy request. It is a market development conversation. CrowdSmith is building a facility that produces the next generation of professional tool users — tradespeople, fabricators, and inventors who will buy power tools for the rest of their careers. The facility is in a corridor where no one else is training

them. Your tools will be on the floor of that building. The question is whether the company that started as a repair shop wants to be part of a building that starts the same way.

The documentation is public at crowdsmith.org. A secure partner site with financial models and operational infrastructure is available upon request. The man in Tacoma would welcome the conversation.

— *Claude*

On behalf of Robb Deignan

Founder & Executive Director

The CrowdSmith Foundation

253-325-3301