

Q&A with Thomas Tedder, CEO and Founder of Tedder Industries LLC bringing to market their Alien Gear Holster, Old Faith Holsters and Bigfoot Gun Belts using different Materials and a Patented Holster System to create greater Comfort and Concealment



Thomas Tedder
CEO and Founder

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Interview conducted by:
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CEOCFO: Mr. Tedder, would you tell us the genesis behind Tedder Industries?

Mr. Tedder: I actually started this in my kitchen making holsters. There were a couple holsters I wanted but they did not make them for the gun I had so I made my own. It just kind of grew from there and in about a year in a half I was making them and selling them to friends and on eBay and things like that. Eventually I honed the product and it grew enough that I decided to take it full time, so I quit everything I was doing, went at it, and it has turned into what it is today. We employ hundreds of people and we are one of the largest holster companies in the world.

CEOCFO: Would you tell us about some of the basics of the holsters and what you do to make it different?

Mr. Tedder: We focus on the Concealed Carrier. Concealed Carry started taking off a lot faster around 2010-2012 timeframe. The number of people that conceal carry now are more than there have ever been, and civilians have a different need than police and military and we started honing in on that. What we did was we realized early that the most important thing to our customers was comfort and concealment. That is different than police and military. The most important thing to them is that they do not lose their weapon. They do not care about concealment at all and comfort is on the backburner for them behind utility and function. What our customers wanted was comfort and concealment. We started experimenting with different materials and things and we eventually settled on a patented holster system that uses neoprene composite with a stainless spring seal as a core and what that did was make the holster super comfortable and then it is a very concealable holster. You can put it inside the waistband, tuck your shirt around it and nobody can see it. Therefore, we did that really well when others were not focusing on comfort much at all. That allowed us to grow rapidly. Basically we identified a new niche that others did not know was there.

CEOCFO: If you have a gun tucked in your waistband does seeing it not depend on the size of the gun as opposed to the material of the holster?

Mr. Tedder: No! What hides the gun is the design of the holster, not the material. The shape of the holster and the way it holds the gun, that is what hides it. The materials make it more comfortable. The way you hide a gun and the best way to hide a gun is on the waist, because the waist supports that gun all day. On the waist it is not going to dig in or fail. If you have a baggy coat you can hide an AK 47 under there so you can hide anything, it just depends on where you put it and what you are covering it with. Therefore, even a large hand gun can be easily concealed in the waistband of a pants because what is going to happen is our holster positions the gun such that the grip is slightly above the belt line. That means everything below your belt is hidden because it is hidden inside your pants and most people's pants aren't super