

# T. K. PHARMACY

CUT-RATE DRUGS, LIQUORS, PRESCRIPTIONS

2700 LARIMER STREET

TABOR 9227-9228

DENVER, COLORADO

*mailed 3/11/43*

*March 17, 1943  
Denver, Colo.*

*Jodrey Mfg Co  
3518 Olive St.  
St Louis, Mo*

*Gentlemen.*

*Supplementing our enquiry of a  
few months ago, to which you stated replied  
restricted production necessitated the  
continuation of your present direct  
list with no <sup>newer</sup> ~~more~~ additions. However  
we believe we have a peculiar or interesting  
set of circumstances which we believe  
will <sup>help</sup> benefit you <sup>to both of us</sup> ~~& us~~, also.*

*As you know, the war has com-  
pletely upset the living of most of the Nipol  
Japanese Americans in this Country. Most  
have been moved to the "relocation centers"  
Our store is one of the few if not the*

**T. K. PHARMACY**  
T. K. KOBAYASHI - REGISTERED PHARMACIST  
2700 LARIMER ST. DENVER, COLO. PHONE TABOR 9227



# T. K. PHARMACY

CUT-RATE DRUGS, LIQUORS, PRESCRIPTIONS

2700 LARIMER STREET

TABOR 9227-9228

DENVER, COLORADO

only store left in this country operated by  
Japanese American. Consequently we  
have been flooded with requests for more  
among which comes calls for a Japanese  
made black hair dye. Being in a  
strictly Caucasian section of the country  
we were not familiar with Japanese  
Goods. However in each instance  
we have either mailed "Godefrys" or  
recommended your dye. Some have  
written reordering your product.  
We believe you can firmly entrench your  
products among them permanently in  
the hair dye. Japanese American are  
noted for insisting on "no substitutes" as  
per re Ponds. creams. Only pure "Etc."  
Once they are sold on a prod.

**T. K. PHARMACY**  
T. K. KOBAYASHI - REGISTERED PHARMACIST  
2700 LARIMER ST. DENVER, COLO. PHONE TABOR 9227



# T. K. PHARMACY

CUT-RATE DRUGS, LIQUORS, PRESCRIPTIONS

2700 LARIMER STREET

TABOR 9227-9228

DENVER, COLORADO

-3-

Perhaps we are not ready for direct orders, but selling your product to them as we have, (and we firmly believe your prod. shares go over), is not too profitable ~~to~~ when we buy through a wholesaler. considering wrapping mailing etc.

What we would like to ask you to do is to share <sup>or all</sup> part of expense of advertising your product in publication going to ~~your~~ these centers. And the exclusive right to use our ~~name~~ <sup>name</sup> in conjunction with your ad. as example: ("the above product can be obtained at T.K. Pharmacy") ~~And~~ And the privilege of buying direct in order to make the ~~the~~ <sup>benefits</sup> ~~our~~ mutual ~~benefit~~. We are fully aware you can use the



# T. K. PHARMACY

CUT-RATE DRUGS, LIQUORS, PRESCRIPTIONS

2700 LARIMER STREET

TABOR 9227-9228

DENVER, COLORADO

above information for your own exclusive  
benefit, but as one gentlemen to gentlemen  
~~the other~~. we hope you can see your  
way to making <sup>some compensation for our</sup> this ~~of~~ mutual benefit.  
interest

We would appreciate your  
reaction one way or <sup>an</sup> other ~~to~~ to <sup>our</sup> ~~may~~  
suggestion, and hope to hear from you  
soon.

Your truly

T.K. Pharmacy by

Y. Terawaki mgr.



# GODEFROY'S



## HAIR AND BEAUTY PRODUCTS

*Godefroy Manufacturing Company*

3510 OLIVE STREET - SAINT LOUIS, U.S.A.  
AVENIDA JUAREZ 52, MEXICO, D.F., MEXICO  
CABLE ADDRESS "GODEFROY" SAINT LOUIS.

Telephone · JEFFERSON 5621

March  
23rd  
19 43

IN REPLY, REFER TO:

T. K. Pharmacy,  
2700 Larimer Street,  
Denver, Colorado.

Gentlemen:-

We are in receipt of your kind letter of March 17th. We had quite a business in the Pacific Coast regions from which the Japanese have been moved and customers in the various camps have been supplying themselves from the merchants servicing those establishments. We have, in fact, taken the necessary steps with our advertising counsel to see that there is proper representation in the various vicinities to which these people have been moved.

The situation relative to these goods, however, is that we are unable to go into a specialized promotion at this time due to the raw material conditions. The whole cosmetic question is now being reviewed in Washington and there is talk of another limitation similar to what the industry experienced for the six weeks that Limitation Order L-171 was in effect last year. In fact, there is an important meeting in New York on the matter this week. If decision is reached whereby we feel that there is no immediate danger of another curtailment, it will be possible to do promotional work which has for its objective the obtaining of new trade. The present outlook, however, is that manufacturers in this line may not be able to supply the existing customers with all they wish to purchase.

We sincerely thank you for drawing the matter to our attention and hope to be able to follow it up a little later.

Very truly yours,

GODEFROY MANUFACTURING CO.,

C. W. Godefroy, President.

CWG/e



# GODEFROY'S



HAIR AND BEAUTY PRODUCTS

*Godefroy Manufacturing Company*

3510 OLIVE STREET - SAINT LOUIS, U.S.A.  
AVENIDA JUAREZ 52, MEXICO, D.F., MEXICO  
CABLE ADDRESS "GODEFROY" SAINT LOUIS.

Telephone - JEFFERSON 5621

IN REPLY, REFER TO:

April 6, 1943

T. K. Pharmacy  
2700 Larimer Street  
Denver, Colorado

Gentlemen:

Sometime ago you wrote us relative to distribution of Godefroy's Larieuse Hair Coloring.

We have been giving this considerable thought with the hope that we might find some way in which we could work with you without violating the federal statutes, principally the Robinson-Patman Act.

We can appreciate that assuming the cost of mailing out merchandise is quite an expense to you and we believe that we can cut down the cost for you since we shall be willing to mail out any orders for you. If you will forward to us the orders which you receive, we shall take care of the mailing costs and bill you at the regular wholesale price of \$9.24 per dozen.

If you are interested in this cooperation, kindly advise us.

Very truly yours,

GODEFROY MANUFACTURING CO.

C. W. Godefroy, President.

ELE:dh

12 / 924  
84  
84

T. M. REG. U. S. PAT. OFF.

GODEFROY'S ONE LIQUID HAIR COLORING • LARIEUSE • ALL SHADES • DOES NOT DYE THE SCALP

CAUTION: USE ONLY AS DIRECTED ON LABEL



May  
5th  
19 45

Mrs. Y. Yamanaka,  
8K, 10-F,  
Amache Branch,  
Lamar, Colorado.

Dear Madam:-

In harmony with your kind letter of May 2nd, we are today sending you two packages of Jet Black Larieuse Hair Coloring, C.O.D. as requested. Ordinarily we do not send a C.O.D. as you will note by the enclosed, but realizing your difficulty to obtain the goods, we are glad to accommodate you.

We have quite a nice sale of the Larieuse Hair Coloring in Denver but since we sell through jobbers, we cannot furnish a list of all the drug stores carrying it. However, we do know that the T. K. Pharmacy, 2700 Larimer Street, Denver, does carry this article and, in fact, supplies quite a number of people, we understand, at the Settlement.

If there is anything more that we can do for you, do not hesitate to call upon us.

By the way, we take it for granted that you are buying these goods for your own use but should you have a beauty parlor and buy in a wholesale way, let us know.

Very truly yours,

CODEFROY MANUFACTURING CO.,

C. W. Codefroy, President.

CWG/e  
enc.



Copy for T K Pharm

May 7, 1943

Godefroy's  
3510 Olive Street  
St. Louis, Missouri

Gentlemen:

The last information we had from you was that we would not be able to purchase a further stock of your products until July 1943. Our stocks are exhausted and we wonder if these conditions still hold.

The T K Pharmacy, 2700 Larimer Street, Denver, are very anxious for 2 dozen of the Black Hair Dye. We, of course, could use at least a gross but would like to send you an order for other colors if you are in a position to ship. Please tell us.

Sincerely

DAVIS BROS. INC.

ALP:HG



# GODEFROY'S



## HAIR AND BEAUTY PRODUCTS

*Godefroy Manufacturing Company*

3510 OLIVE STREET - SAINT LOUIS, U.S.A.  
AVENIDA JUAREZ 52, MEXICO, D.F., MEXICO  
CABLE ADDRESS "GODEFROY" SAINT LOUIS.

Telephone · JEFFERSON 5621

June  
3rd  
19 43

IN REPLY, REFER TO:

T. K. Pharmacy,  
2700 Larimer Street,  
Denver, Colorado.

Gentlemen:--

Mrs. Yamanaka has written us several times relative to buying our goods. We try to refer all trade in your vicinity to you.

A recent letter asking if several of them can go together, buying by the dozen, is one of those matters which puzzles us and we do not know exactly how to answer because obviously a manufacturer must protect his source of distribution -- that is, you -- but on the other hand, he wants to be sure not to discourage his own trade.

The enclosed letter is written by us with the thought that if you have no objection, you can drop it in the mail in Denver. On the other hand, if you feel that it offers no solution, just write us.

You can be assured that your trade is of paramount importance. The suggestions made may help the three of us, mutually.

Very truly yours,

GODEFROY MANUFACTURING CO.,

C. W. Godefroy, President.

CWG/e  
enc.