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Hommura-machi,
Moji-shi,
Fukuoka-ken,
Dai Nippon
January 31, 1940

Darling . . .

I am actually typing this letter on the first of February but since I had become so used to using January I unthinkingly typed the wrong month. However, I do hope that this letter will catch the boat which sails for Seattle on the 3rd. If so this epistle will arrive at your abode on or around the 16th of February, I hope.

I last wrote to you from Tokyo, didn't I? At that time I was rushing hither and yon doing all the necessary last minute rushes preparatory to my departure, such mundane things as meeting your friend Marjorie Tamura, sending the package to the Watanabe sisters, going shopping, meeting Mr. Sagitani of the Nichibei Shimbun, and Mr. Suzuki of our paper. Since I found no time earlier in the fall and winter due to my flitting about from prefecture to prefecture, I had to postpone all my little errands until the middle of January. I am so sorry that I did not take your packages sooner. I hope that I am forgiven.

When I went gallivanting down Ginza Odōri with your friend Marjorie Tamura, we both did a lot of window shopping, and I managed to purchase a few records which I had always desired for the longest time. I also bought a gift for Helen which I found rather attractive. Since you also have one among the numerous packages given me by your friends to take back to you and since I thought it was so useful and attractive, I decided to present my sister with one too. Mr. Imanishi of Kyoto gave it to you, You'd be surprised when you see it! I took a couple of photos of Marjorie Tamura, but when I developed the film I found that I had double exposed every negative! I had taken a lot of snaps of the Shizuoka fire devasta-

tion and of Mt. Fuji and several other valuable subjects, then I again rewound that film into the camera and took it all over again, making twenty-four exposures on the same film! Imagine my chagrin. I assure you that I was in no mood for issuing forth humorous sallies. Due to a conversion from the banks of oath-sayers ~~from~~ by one person so dear to me I refrained from uttering any vituperations. I doubt whether I'll have the chance to retake my lost pictures since I won't be travel the same terrain again during the identical hours. I'll save the roll of double exposed negatives and preserve them for the future. I almost did the same dumb trick when I went to Aso-san in lower Kyushu. I wound the film in the camera and discovered that I had inserted the film that I had just taken out. Finding this out before taking any pictures I just put away my camera and returned home without exposing the negatives and took the roll out in the dark. Nothing was spoiled. The negatives came out fine!

Marjorie Tamura will have the doll case ready for me before I sail on the 22nd of February. It might be rather expensive, dear. About 15 yen, according to her. We saw some at Itōya and saw many priced around 25 yen. However, I wonder if they price did not include the doll encased?

I did not see the Watanabes because they were out for the evening. Jun Ajari phoned and found that the girls were dated out for the night so we refrained from taking the adventure of finding their home in the dark and delivering the package. Instead I mailed the parcel. That was easier for me and saved a lot of bother. Besides, since I am so busy, I doubt whether I'll gain anything from meeting them now. Anyway, I met one of them on Thanksgiving day. I am sorry, however, that I did not deliver the packages sooner. I suppose that the girls waited disgustingly for me to give them to their rightful owners. I did not have their addresses, and I had left the parcels at Asagaya, Tokyo, so I had no way of getting in touch with them.

Pardon me, darling, but I'll have to leave you for a few hours, for I'm going to a cinema with my

parents. We're going to see a matinee at the local theater. One is called, "Kudan no Haha", a Naniwabushi drama, and the other is "Roppa no Hinkon-ryoko". Taking your good advice to see as many Japanese moving pictures as I can I am attending the show houses about once a week. I am learning the Japanese language quite rapidly in this way---through the oral method--I mean, auditory method.

I'm back now to finish this letter. After my brief stay in Tokyo I took the Tuesday evening late train from Tokyo Station for Osaka, the 11:25 p.m. I had arrived in Tokyo on the 18th. I left on the 23rd. I believe that I wrote my last letter to you on the day of my departure. I remember mailing it to you on my way to Asagaya Station.

I had dinner with Mr. Suzuki of our paper at the Ginza Olympic Grill. It was pretty good. Then I went into a news theater and whiled away the time until my train left. At our branch office in Kyobashi, I managed to glance through the New Year's edition of the Shin Sekai Shimbun. It wasn't so bad, in fact, much better than the one that PA put out. Kay Nishida is probably proving a very good asset to the newspaper. I didn't see the Nichibei so I don't know how it was but I bet it was pretty good. I hear that they are back at the old building on Ellis Street. I also hear that the morning paper is having a pretty hard time of it.

I got off a Gifu the next morning at 8:38 a.m. (Wednesday) and visited Mr. Takekoshi. I bought two sturdy "mamagasa" for my mother besides telling him about the price of watches in America. It seems that he wants you to purchase a Waltham pocket watch for a close friend or relation. It also seems that he does not realize the cost of such a watch. So I told him that an American dollar was worth slightly more than 4 yen, and that if he bought a watch (wholesale) at 20 dollars, it would cost him over 80 yen. He pondered over the matter. I also suggested that he write to you and your father. I told him that you and your father might visit Japan this summer and that he can pay for the watch then. He also wants some style books for his wife.

I managed to get along with his dialect quite well. Despite our handicaps we conveyed our thoughts quite satisfactorily, he using very "kantan" and understandable Japanese and I using all my vocabulary.

I stayed in Gifu for only a half an hour. The next train for Osaka from Tokyo departed ~~at the~~ with me on it at 9:18 a.m. I got off at Kyoto at 12:35 p.m. and immediately went to visit my friend Minoru Shinoda. I took a street-car alone and went to his home near the Imperial Grounds (Palace) near Doshisha University. We then talked for a good length of time and then attended a meeting of the International Relations Club (Students) at the Hawaii Dormitory about a block distant. I was asked to give a brief summary of how I got the prize. Imagine my surprise to find that I was the chief object of interest in the room! I had gone there as a spectator only to find myself the guest of honor! Minoru Shinoda apologized profusely for dragging me to the affair. It seems that the meeting held monthly for English Speaking Kyotens by this group was just a bull session with a glorified name. Since it was informal and congenial, it was "good fun".

I caught the 9:35 p.m. "tokkyu", Sakura, for Moji that night. I had to leave the meeting at 8:30 in order to make the train. I met a Miss Uwano there. She attended Mills College as a scholarship student from Doshisha there. She was at Mills only last year. She teaches home economics at Doshisha Women's College now. She's a young lady, charming, with excellent command of English. No accent at all, which is very remarkable, since she was in America for only a year or so.

I arrived in Moji the next morning, around 9 o'clock. It was good to be back home again!

While traveling through on this last trip I made the rounds of various typewriter dealers in Kobe and Tokyo, besides doing a little purchasing. I found that I can sell this typewriter for 350 yen spot cash. Which will give me quite a bit of confidence when I do my selling when I'm back in San Francisco. I can hardly

wait to catch the next boat, the Asama Maru, which is now the center of attention of all nations' eyes. I'll be back in San Francisco on March 7th. Then I plan to canvass the Japanese community, at least get the names of all the people sailing and try to sell each person a typewriter. If I can make about 10 to 12 dollars per machine and if I sell about 10 machines per sailing, I can make quite a pretty good income. I also have contacted the dealers, the main ones back here in Kobe and Tokyo, and have their "meishi" and also their guarantee (verbal) to purchase any machine that is brought to their store at at least 350 yen. I'll try to get some written assent in order to show any uncertain customer who might hesitate to purchase a typewriter. I want to collect as much evidence as I can here in Japan in order to influence the Issei back home, to make them feel sure that their machines brought from America will be bought. This way I believe that I can sell quite a few. I know that the machines will be bought since this typewriter is going to be sold for 350 yen before I sail. And when I sell a machine I'll give about 20 percent discount so that the "okyaku" will not feel gyped. I feel sure that I can sell if I can assure the customer that the machine can be sold immediately for 350 yen cash. All the dealers have told me that they will pay cash on delivery. This way, a 50 dollar machine will bring in about 7 yen to 1 dollar. This is better than the "cheap" dollars floating around in America. It is also safer. Also if the person is more ambitious, he can sell the machine for a higher price, since the price I quote is wholesale. This may sound rather wild, dear, but I intend to pursue this seriously for a while anyway, and make use of this excellent opportunity. I'll try to sell \$100 worth a month and save all of it for our future. I'll try to earn a thousand dollars or more in the coming year. I honestly believe that I can. I am itching to try my best. I only hope that I do not get too much competition in the selling of typewriters for there is a big field that is still untouched as yet.

And darling, I have discovered talking to the numerous dealers, that a certain kind of typewriter

available for \$50 or so can be sold here in Japan for ¥800 spot cash! Without telling anyone of this secret, I intend to capitalize on this prize information. Imagine, dearest, I'll be getting 16 yen for one measly dollar! With the help of my folks, and perhaps, Jun Ajari, I intend to export a lot of these machines (via friends) to Japan. The redeeming of these machines into dollars will be quite difficult, but I believe that where there's a will there's a way. I'll give about 300 yen to my folks per machine and take the other 500 yen (300 yen per \$50 machine) in American dollars. 500 yen can be sent to me yearly, also to Helen and to you and numerous other friends in California from various friends in Japan. Not a bad idea, ne darling? This way I'll be making about 60 to 80 dollars per typewriter. Wow! WE'll be able to get married sooner than we expected! One such typewriter to Japan a month and we'll get about 70 dollars from the sale! It is like a dream, ne? My parents consider it as such, but I don't! I'm going to make it real! For our sake! I've had millions of ideas whirling about in my brain ever since I found out the price of these typewriters. I've been doing nothing but think up ways and means for profiting on this fortunate circumstance. This trip to Japan which you gave me is going to be a blessing before long, darling.

Well, that's about enough concerning the selling of typewriters. I guess you also consider my scheme as being too fantastic and fanciful, along with my parents, but I'm going to prove that it's more than an idle dream! In the meantime, I hope that you don't breathe a word to anyone of this scheme of mine.

I'm sorry to hear that Bert Crowley was ill over the Xmas holidays. I hope that he's well by now. My best regards to him the next time to meet or speak to him. And also to Moss Gill. I hope he remembers me when I return next month.

Gosh, it's over three and a half months since I last saw you, ne? When you receive this letter it will be over four months. And before you know it, I'll be back bothering you day after day.

Did you enjoy your trip in the snow during the New Year holidays? I do hope that you did. You have been overworking yourself so much that a few days of such healthful recreation might have done you a world of good. I hope that you are good and healthy and fat. I hope that you've caught up with your normal weight during my absence. I was so happy to read that your friends were considering you as being more healthy and that you now have "color in your cheeks", though I never thought that you were in poor health at all except those trying weeks in November. Your vitamin pills have saved me a lot of trials and tribulations. Although many people are suffering from the sniffles, I am in the best of health, due to your thoughtfulness.

By the way, we've had snow here for the last week. It's been so cold here the past week that icicles form around the water pipes. Tap water is often frozen in the morning. This is strange weather for Kyushu, which is supposed to be the same to the climate enjoyed in California. Snow piled up ankle deep in our front yard and remained that way for days. As I look out of the window

I can still see patches of snow on the roofs of neighbor homes. Imagine my surprise to return to Moji from Tokyo and Kansai to discover the city blanketed with snow! And I had left a Tokyo and Kansai which had not seen snow all month. Old man weather must have had his signals crossed. Anyway, I took some snow shots of our garden. I haven't developed it as yet so I don't know how they ~~came~~ came out.

I plan to go to Tokyo around the middle of this month, the 15th or 16th, and do last minute buying before I sail for San Francisco. I am going to buy some more records since they are so cheap here. Hope you don't mind. Also as many photographic accessories as I can. Also books and other things, including presents.

Thank you very much for the wafers and the January issue of Readers Digest. It is very interesting. I'll give it to Welly when I get through with it. The wafers arrived safely a few days after I got back from Tokyo. Your letters, all three of them written around Christmas, arrived on the 25th of January. I guess the one written in January is going to be my last from you since you expect me to return on the Kamakura Maru.

I am glad to read that the motor of my coupe is being tuned up by John Nakahara's friend, and that the ownership slip was sent to me by General Motors. I'm also glad that someone is taking care of my license plate et al this year.

I wonder if I have received any checks from the Underwood company. I might have some in the numerous mail sent to me, for I believe that I am due some, since I am to receive about two dollars per typewriter as soon as each has been paid in full. (The installment plan ones.) I guess the \$1.50 you put in the bank for me long ago was one of them.

Since my father is going out tonight, I'll hand this letter to him and have it dropped in the local mail box.

Helen wrote to us saying that she received your gift and that she sent something to you in return. She says that she is having a pretty easy time of it at her place in Piedmont.

~~My best regards to your sister and father~~
and the rest of our friends.

Auf Wiedersehen mein Lieb

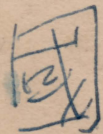
Henri

P. S. - I am studying Japanese.
I am halfway through Book 7 of
the Japanese Reader's series, which
is equivalent to around the third
grade. I'm learning more or less
rapidly. I hope I learn more in
the next 2 weeks ^{love} Henri



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