

1800 Buchanan Street San Francisco California
August Thirteenth Nineteen Hundred and Forty

Tommie . . .

After a fruitless journey to San Jose yesterday your novel and thoughtful postcard (taken by Frasher of Pomona) was a very welcome sight. Thanks a million for giving me such a warm welcome.

Guess you might want to know what I did in Sacramento after leaving you, don't you? Well, frankly speaking, not much. I went to Takemoto Drugs to ask for Koso and Hiroshi but they were both out working at Penryn so could not meet them. So I immediately left for home without looking for prospects. It was so hot in Sacramento. . . .

And I did not stop by the way-side to buy any fruits either for I did not see any that looked tempting. Got home in two hours. Didn't go over 60 miles.

Sunday morning, like a good little boy, I attended church service in Oakland. Then after the services, a man came up to me and said that he was going to buy a typewriter from me since he was returning to Japan on the next boat, which is the Niata Maru which came in to San F. this afternoon. He sails on the 23rd. Tell Helen his name is Mr. Toga. From him I shall earn \$25.

Yesterday's trip to San Jose wasn't very fruitful, as I said before, but at least I went to Sam Takaichi's to have 500 invoices made for \$3.24 including tax and postage. Then I contacted several others, mentioning that I was giving a \$12 radio as a premium for a new portable machine. I might reap a pretty good harvest from the seeds I scattered there yesterday.

Oh, yes, Saturday night I went to Joe Morisue's place and had a good long chat with him and his wife. He was glad to sell some machines for ~~me~~. I am giving him a 50-50 proposition, that is, we split even on the profits. We also buy a radio together when we sell one typewriter. I hope you get some meaning out of this incoherent message. He also gave me a pretty good sales talk on how to approach people and some good pointers on how to sell. I



took a dozen 10 inch red seal records with me and we played them and listened to them, also his records. His radio sounds swell. We must get one of them some day. I left at 11 p.m.

And today I sold a portable typewriter (Royal) to Jimmy Kajiwara's father, a \$64.50 machine. I gave him a \$12 radio too, my first sale with such a premium. I am completely satisfied with my accomplishment.

Then Mr. Kido called me up this morning and said that he had a prospect for several typewriters. I am giving him \$5 per machine he sells for me. I think that his party will buy two from me. He sails on the Nitta Maru. And Mr. Kato of Kato Bros. might buy another from me. I might sell four typewriters altogether for the Nitta Maru, meaning a profit of a hundred dollars, plus the Royal portable which is about \$15 so I am doing pretty good thus far.

The bell peppers, tomatoes and honey dews I brought home from the Yamakawas in San Jose were taken to the Beulah street house this noon, since I had no use for them. There might be some left by the time you come home this weekend.

I am not working at the Nichibei as yet since Vince Tajiri is still not on his vacation. But I am capitalizing on his belated vacation.

Do you want me to come to Sacramento this Saturday? I can come in the afternoon and return in the evening. Or do you still want me to come to Oakland. I am waiting for your decision, Madame.

Your vivid descriptions of Lake Tahoe makes me want to be there, but I think I have to stay here in San Francisco and earn some sheckels to pay for the car and also to await the rainy day.

Hope you have a good time. Don't get too sunburnt. Hate to see you suffer as I did a month ago. By the way, it's a whole month since I returned to San Francisco last July. And your birthday is this Friday. We'll celebrate when you come back this weekend, won't we?

Love

Jenny

1800 Buchanan Street
San Francisco, Calif.



Miss Tomoye Nozawa

Meeks Bay Resort

Lake Tahoe

California

1840
CALIF.



IF UNDELIVERED PLEASE RETURN TO

NAME

ADDRESS

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AUG
1840
CALIF.