

⑥ Please order + stock from Kamei Yokohama Barbecue up
 in colors in shrimps + sea food design as well as others.
 No more KAMPA! - slow down on them. The pattern
 will sell better.

As much as ...
 Love,
 T.

折込線

PAR AVION
 航空

FORM 150
 MAY - 7
 1961

この郵便物には何物も封入又は添附できません
 Nothing may be contained in or attached to this letter.

Jakabachan
 1961 Post
 San Francisco

NAGOYA
 名古屋郵便
 AEROPORAMME
 45

Dearest Henri -
 Kaneshima most kind. T Yamada took me out to din-
 ner - me + Soh - Chinese - best place in Kaneshima, in Kobe. Miss
 Heno of the company also most accommodating. Kaneshima +
 Kyoto Bito entertained Jan Howell + me + Jade + Conover at tea in
 his famous artist's father's studio, also me + Soh dinner one night + is
 giving me low down on what others purchase in Kyoto - Fan Co.
 Otagiri - Hirano - Pacific - Bunkado - Kessler - what he doesn't
 know, I get from the calls we make together - Mottaheda, Feika,
 Krusi, Dean Trimble, etc.

Recommend we quit Fireman's + Link chain + all happi coats
 They are copied cheap in rayon now. Time to get out.

This space is also for correspondence.

この郵便物を記載するスペースでもあります

Jan says hurry and ship Monkey Scrolls to her customers. They are insistent + remind her - & that is bad for our reputation.

② Everywhere I go - Kyoto Bito among them, tell me Takahashi does not answer some letters, & that we write only when it suits SF to do so.

③ Kyoto Bito is sending some earring samples of enamelling - to be finished in about 10 days by maker, Iwata Cloisonné Co. who will not sell to any other exporter our numbers. Mogi Trading Co of Kobe? Osaka? ships to Kessler. When we get samples made to our order, we should have the courtesy to

1. acknowledge sample
2. say whether accept or reject, & why.

If you continue to disregard this, I cannot continue to come to Japan to face the makers or shippers. I am ashamed. How can I say "make sample" "don't sell anyone else" when we don't acknowledge receipt of samples or guide them in sending next designs. There are always other companies who treat them better, send Xmas cards, even gifts, write them letters.

④ Kessler's orders are small. Ceramics dealers, etc + craftsmen of Cloisonné all like this. And orders come often, every 3-4 weeks. This they also like. They say it's good clean business, make & ship often, small quantities which they can financially handle.

⑤ Among exporters among makers they all know us whether we have met or not, & hear things. Prices are acc. to how much they like us, need our business, how often we order, how unpleasant to deal with, etc, naturally. This depends on our liason as well as ourselves. This determines price.