

1661 Post Street  
San Francisco  
March 3, 1954

Dearest Henri,

Just talked to you over the phone and it's too bad we couldn't talk more.

#### LAMPS

It seems everybody knows our lamps are good, but also know they are obtainable cheaper in the kits. The kits are being improved upon, and since they are now advertised in the Living magazine, and agent inquiries are continuing to be invited, they are doing us real harm.

Further, Mr. Urano of Sumitomo told Ki they are available at much less, and people are skeptical at the continued success of our lamps. If that is the way people feel, whether it be true or not (only WE know) it certainly is detrimental to our growth in the field.

To date, we have only threatened him.....now we must at least place an injunction on him. He's HURTING US. He is, no matter what you may say, for he is advertising it nationally. You know the barrage of requests we got from Living. He's following one month behind on every one of our ads ads, get the idea?

Hope you will approve of the injunction. Ki says why didn't we go on ahead to slap an injunction on him long ago?

Ki....Ki and I had a talk at lunchtime at Minakin. He says he wanted to invest in our firm. He has 15,000 in cash and more he can borrow. He wanted to add that to our capital but he says he doesn't see it that way the way our business is being handled. He says he wins the confidence and the respect of all his coworkers before he tells what to do, that he works that way everywhere he goes and that is the way he intended here, but Ki says he was swamped with billing. He is used to minutely examining words and commas in legal documents, so he was slow but realizes that billing can be done by persons without high school diplomas. He offered to work half-days so he would be saving us money. He will continue to help us, anytime to consult with after he leaves, to help us set up systems. He thinks we shouldn't let Bill know so much...WHY DO WE?

Perhaps we can find a girl who will do much of this type of office work. Chizu, Iwao's wife said she knew a girl who is about 30, who is married to a Hakujin who wants to work here. He applied for work at Modern Foods and Inouye-san made her take an arithmetic test which she said was an insult. So she was cured of Japanese firms.

PASSPORT came today. Can go get visa now!

GUS ERNST credited me with 169.90 in return for 18 watches. Money we thought was lost. Don't forget to take full loss on the merchandise on Income tax. Income tax OK until April 30th.

Love - Tomoyz



TAKAHASHI TRADING CO.

IMPORTERS - EXPORTERS

1661 POST STREET  
SAN FRANCISCO 15, CALIFORNIA



MAR 5 1954

VIA AIR MAIL

HENRI TAKAHASHI

DOWNTOWN Y M C A  
HOTEL

WABASH ave  
Chicago Ill.