1661 Post Street
San Francisco
Warch 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 avalable 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 on the field.

To date, we have only threatened him.....now we must a least place an injunction on him. He's CHURTING US. He is, no matter what you may say, for he is advertsing 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 apporve 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 atalk 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. The says he wins the confidence and the respect of all he cooworkers 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 mamied to a Hakujin who wants to work here. he applied for work at Modern Foods and Inouye-san made her take an arithmatic test which she said was an insult. So she was cured of apanese firms.

PASSPORT came today. Can go get visa nowl

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

Tore - Tomory2

march 3, 1954 San Francisco 1661 Post Patreet

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TAKAHASHI TRADING CO. **IMPORTERS - EXPORTERS**

1661 POST STREET SAN FRANCISCO 15, CALIFORNIA





MAR 5 1954

HENRI TAKAH ASHI

DOWNTOWN Y MCA

VIA AIR MAIL

WABASH are