


① Worked until 3:45 am last night - until 12:30 with Sawada Dainoku, ^{NAGOYA} 51-27*
(Shoto Kaigi sho) and Goizumi Hiroshi Aichi Trade Promotion Institute man
then continued with our KITE man who told me all his personal history
plus dealings with the poisonous outfit called NANRI NAGOYA. ^{my own opinion} with
whom TTCO should stop all further + fresh dealings especially
Makidani who prefers to ship direct and whom we can 100% trust.
And TAKOSEN shop (Mr. IWASE) with whom I sat up last night.
Nanri tried to shake him down for crating box fee plus a 5%
secret commission in it for them. All the while talking to us as
though they were doing us a favor + extracting a stupid 10% from us!!!
Sawada + Goizumi both were astonished at the nerve as unprecedented
the 10% part, tho' not at the shakedown on other end. I'm afraid we
did TAKOSEN an injustice. He is a gankō-nar-er-soldier (officer)
young man, sincere + honest + straight-shooting + hell-bent to preserve the
art of kite making from extinction + protect his 8-10⁺ home craftsmen to
whom he hands out the work. Maximum monthly capacity of the
maker is 300 to 350 dozens of the fancy and 450 dozens of the
plain square kind (rectangle) includes total output for domestic + export supply.

Now seeks a few reliable + regular + exclusive territory
agencies so that he can have an idea of what will go out, + give them
enough liberty + assurance to think up new designs - his preference is
insects bec. that is most natural flying in air - he has done huge kites
requiring several men to fly as well as these photographed + sent to
you. Today he brings additional samples + complete price list + my
recommendations BUY SOME FOR WHOLE and see if we can't push
them for the GIFT SHOW - did you get space at GIFT SHOW? Hope it is
big enough. My hardware collection is magnificent - hand baggage
on homeward trip - plus kites plus possibilities of large sized (~~6~~ 6 ft
diam) paraols (cost +1,800 to +2,000 dep on design) from Gifu, and better
display of papers, etc.

Regarding kites this man wants to know if we will handle his
kites for ^{wholesale} ~~sale~~ - he rejected Takemura Trading who buys for Otajiri in
Kansai area - (Mikayo does send, Takemura does chinaware  PRIMROSE)
and ^{TAKOSEN} prefers us - would like to work with him if you say so - didn't
specify any new designs to him until you OK'd exclusive deal - he
didn't say minimum, says he can wait for us to produce results if we
are sincere in making real effort to push his stuff to 1. Toy market
2. gift market 3. oriental goods stores. He liked my taste, attitudes
and my hair. Very fussy, idealistic, won't bend on price he
quotes - at least not much - and is deeply sensitive artist, painter
+ designs all kites, equally fussy about business + hates to be shored
around bec he is proud as a human being, and happy to be alive to
survive the war. For 7 years he remained BOZU in memory of his de-

③
His address: ~~XXXXXXXXXX~~
~~XXXXXXXXXX~~
~~XXXXXXXXXX~~

THANK HIM for present, his time, because price to hotel at great price + spent long time with me. I will give absolute faithful exclusive to all our designs + will print color on order of 100 doz. of which any partial shipments OK. Over any # of 5 months within request - like 5 months. 住#高作 港町

SUMIYAMA - MINATO 1st GFU - address OK - bare footed, clogs, clean but very smelly - hair again come at 10 o'clock pm to Nagaya gave hotel lobby to give me expensive gift - present for sancha of getemono - Shibai, very elegant taste, I love it - + I'm so jessy - went to shop - did covered he had bought the most expensive in the place for me, walked the length of town to save money to give me the gift. See what wonderful people in this world - if it were a bag of diamonds I couldn't treasure it more. Please THANK HIM + WOSP/TACITY. AND DEMONSTRATION - FAN MAKING.

折込

Request # 706-909 PRICE FOB JAPAN TO SWEDEN
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折込

②
Closed buddies in war (35 men) and now (since Sept 15) is letting his hair grow + he is active in business leaving all his drinking + playing as a ghost of his past. Terrific guy. Like him. Also Jacques fan maker, who reminded me of our family cook YUKA ^{about} when my mother died. Same type personality. Kite maker, IWASE gave me OMIYAGE, poor as he is, said for me to eat it on the train. Very touching. Says he wants to be Takahashi exclusive workshops in Japan. Please write to him regarding exclusive tie-ups. He desires it. He says what shall he do regarding total of about 20 doz that goes out to USA via an reporter in Minato to Tokyo who sends to + L.A. + repeats 4 x 5 yr. and any other future inquiry thru J. reporter which circum navigates + reaches USA?

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