

June 14-54

Hi there, all — Raining in Tokyo and they say (radio weather report) that it is 0°C in Tohoku with frost + light snow damaging crops. I was supposed to have gone to Iwate Ken, extreme northern Ken and to Iwoida, extreme northern largest town — to see how Kamata lettuce is made and to see their designs and to find their "ning-saki-watashi" neder — meaning (for H's benefit) bare price (usually ^{fruit-gate delivery price} uncrated) for their pick-up price at their front door. This price plus crating + cost of shipment to Yokohama dockside, should be the cost, actually, plus percentage to shipper or exporter for handling, inspection and processing to papers.

Note I said should be — well, I think we need a conscientious and widely and interested party to look out for us — I have found in almost every case everywhere that the go-betweens take great advantage of both maker (who doesn't know exactly to whom the merchandise is going — and how to sell what he makes) and the buyer who is in USA and may or may not know where his product is made or by whom and how and when.

Now if I am to go to Tohoku which I planned and have now cancelled for the time being, I should like to

- ① investigate price at the source.
- ② discuss seasons, conditions, quantity, design, etc of the product with the makers.
- ③ discuss advantage or disadvantage or + or - of present contact, shipper, exporter, farm-products Advisor etc
- ④ whether payment is being made, whether production is encouraged or discouraged by the promptness or withholding of payment, and character + habits of the go-betweens.

This I feel cannot be done with an elaborate escort of Matsuzakaya Shoji (Export Division), Yamanaka Shoji (society member), et al plus the local magistrates as witnesses — who are hungry for their share of the haul in the transaction. If there are say 10 points that need to be discussed, exposed, exchanged or viewed and only 8 or 9 points can be brought up because of the others being "in" on the conversation, and that remaining 1 or 2 points is of great importance, my trip up there which will additionally drain my physical resources on such a rugged schedule of — and my pocket book which is practically depleted but flat and I have to figure how I can pay my hotel bills, etc to get out of here (Japan) plus eat up my time when I should be discussing stinkier steel or liquor ware or something that we can repeat on and build up into a regular stock item — all of it will add up to only a good will tour. This is not a bad idea to go risetia to all our makers and contacts but I am not sure solely on

3/also samples of what I had made - head of match will not drop off and scorch, clothes or table tops - being 12 7" 11" or impregnated ~~paper~~ ~~and~~ against such happenings

2/a good mill tour. - am I? am I supposed to suffer drafty trains and travelers in out-ports of hinterlands waiting 2-3 hours at stations and riding long hours - 15 hours to Iwate - to just say "hello" - I'm Takahashi and our company buys yam stuff INDIRECTLY and my husband enjoys selling them so go ahead and keep up the good work you're doing. "fine" ??? OF COURSE - IF I GO THERE there will be much to gain but I AM TRYING TO DO SOME BOOKKEEPING TO SEE WHERE MY MONEY WENT -

I HAVE \$150,000 left. I must pay my hotel bills which to date I owe another \$3,800 and UNITAS BOOK 1723 yen + 350 rough (1/3) in dollars - a great favor - they are printing the CUSTOMS DECLARATION at 1/3 actual figure + am paying only 1/3 therefore in dollars rest in yen (so we should have a yen deposit in Japan) Plus having bought lots of matches and so forth am in the RED but good. Am mailing you under separate cover the bill for J. matches +

important

Nothing may be contained in or attached to this letter.
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This space is also for correspondence.

にも通信文を記載することができます

- Please answer the following - RUSH
- ① my stay in Japan - do I stay the summer wait for children? Will cost about 430,000 to live for 3 of us, one month - eat, sleep, after arrival of 2 children, in Tokyo area.
 - ② do I come back to keep you with LA - SF - NY? gift shows?
 - ③ How about Chicago??
 - ④ Will you pay 4c to Osaka Match Company?
 - ⑤ Will you send me wire funds immediately? Will you send me a portable typewriter or something so I can sell it for money?
 - ⑥ I am letting my bills go but am embarrassed. Rec UNITAS phoned twice for their money from Genka.
 - ⑦ WHY DON'T YOU SEND ME KENMOCHI'S PERSONAL BILL SO I CAN COLLECT??? need money badly. T.T.

發送折

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U.S.A.
SAN FRANCISCO
1661 POST ST
TAKAHASHI TRADING COMPANY
AEROGRAMME



航空 PAR AVION

Handwritten signatures and notes, including "Tom Takahashi" and "1100 1100 1100".