

LAY THIS ON WHITE PAPER TO READ

Dear Jim — You can read this by putting it on white paper — it comes in tablet form + is so very convenient to place on my lap for writing.

Senri + Jim — Maucha — Monday Sept 29.

It is rapidly nearing the end of my visit. I'll have to wrap things up these next few days.

I sure am glad I came — it is so wonderful to be with Japanese. I am happy I'm not some other nationality.

But to business —

Daimaru Co. Ltd Tokyo Branch —

- 1. As these people specialize in toys, did not visit as yet
- 2. Desire to ship camping goods, sports goods etc " " "

Nissho Koechi —

- 1. Shipping miscellaneous goods in small quantities for Retail Store.

In add. to Conf. of Purchases # 7 (9-12-58) I've gotten  
 hand mirrors (?)  
 baseball bat, mitt + ball set for boys (450 dy)  
 portable chess (120 dy)  
 and a few other items on which still working

- 2. New firm, financially wobbly, Pres. Hirose has 2 (1 brother, 1 sister) and 1 helper + Kurokawa in nice office (420,000 rental/mo) + 2 phones — eager, anxious to please.
- 3. Restricted to sundry goods, emphasis on toys like wobbly headed (metal spring) Santa.
- 4. Believe reliable for documentation + case marking. 7 yrs with Nadri (Hirose) + Kurokawa 20 yrs (Senri).

S. Tanaka — 5 makusi —

- 1. Mat maker says "making igusa mats 30 yrs but never made such beautiful color + work + design that goes into 9x12 Parlequin ("diamond") + so proud.
- 2. Wood b. mat maker also proud, will take care of ends of string.
- 3. Re: floor mat, please add more colors

my idea:  
 blue, red, green, yellow, orange, purple, pink, grey, black, white, etc.



21 Re: Giant Toys — I am getting the famous & reliable Joa Makko to work on our toys previously made by Saiki of Mie Trading's maker in Dse — I told Saji Chino who also ships wood toys to investigate & discuss @ Saiki & keep him out of toys

Oct. 5<sup>th</sup> Sunday AM (POSTAL STRIKE ON)

Re: Toys — samples made in Saitama, Nishiko Koeki has special toy maker in Saitama who makes that SANTA with wobbly head which he carry. Not Joa Makko. Hirose seems to know quite a bit about gluing wood & wooden-made toys so I'm asking him to make us a very modern chess set.

SAJI & SAIKI of MIE TRADING — since Saji is influential, he is trying to help old mr. Saiki (87 y old) to get better toys made — if they send samples & quotations, you can compare with above

I RECEIVED JIM RED-TYPED 3 PAGE LETTER; WILL DO WHAT I CAN BUT

RE: WOOD TRAY — THERE ARE 3 MAKERS BESIDES SAIKI HAIKAWA INTRODUCED TO ME BY ~~THE~~ NAGOYA PORT AS BELOW:

- 名古屋市中区南外堀田六、一名古屋市経済局貿易観光課 横井右研  
~~名古屋市中区南外堀田六~~ 前昭 先般南催北在神戸の西日本輸出種貨展の際  
 お尋ねおられた「トイ」の「盒」のメーカー調査に付て左記の通り所報告  
 申上げます:
- ① 西中 美輔 漆工所 you know address
  - ② 名古屋市中区南外堀田五、二 永知互工株式会社 S.B. Red Plymouth 漆 (角、丸、トイ-TRAY)
  - ③ 名古屋市中区八熊町長町 1554 吉竹 3299 漆器店 (ハート ホート Tray)
  - ④ 静岡市清水町 一〇二八 有限会社 高木木工所

Will investigate tomorrow (today is Sunday, office closed) Yamanashi Ken DAINA outfit — we got samples from them once — I hear they may have a round tray via square mold — they employ high frequency molding process.

I SHOULD HAVE BROUGHT SAMPLE OF SHAPE & COLOR RED — BUT DO BEST AS IS (empty handed)

~~Atoken~~ hasn't gotten in touch with me at all, he is not at all spoken well of — I think we can divert some things to other. We can send Gold Lotus to Saji (or Maruichi may be better) to send us Gold Lotus if you send sample. Nagoya 井原 SAKANO



3/ MORE NEWS ON LIGHTERS -

085-18

HEADS MADE BY "GOTO" LIGHTERS  
PLATING (MEKKI) BY "TAIHEI, TEIHO? MEKKI"  
COLOR: HAMILTON GOLD TOHEI? AND IS USING REAL GOLD!

GAVE ICHIKAWA LIGHTER ANTIMONY + FLOCKING  
BASE IDEA - HE BOUGHT ONE RETAIL @ 300  
AT MY SUGGESTION + IS INVESTIGATING  
HIT BY FLOOD - OR AT LEAST, LOTS OF THE  
EMPLOYEES WERE PARTIAL TEMPORARY  
BUSINESS OPERATIONAL PARALYSIS - SO  
PLEASE WRITE LETTER OMIMAI (Mr.  
Fuji, Kakari of our acct esp. hit hard, personally)

KAGAWA COFFEE TABLE MAKER - will visit

them, take a present, and butter them up.

CAN'T DO ANYTHING BUT SEND OTHERS (OTW + DF KOGEL  
GREETINGS FROM TOKYO <sup>Priggle</sup>)

TEAK plywood - will investigate - heard Daira of  
dist. tray people are now using teak. See them as soon as possible.

Kenkato: ~~calendar~~ CALENDAR: Does he ship us these? Because  
of the docs, he has them in the Oct issue *Conto America* for all  
countries other than US - It says "For U.S. distribution contact TTO  
1661 Post SF USA) but he's got the cut - I understand that  
he contracted space for 1 year. At least others say you have to take space  
for 6 mo or 1 year.


KAMET - NAKAZAWA = RAW SILK NOIL - everyone  
include. Isobe of Kamei's says Nakazawa is "major" in Japan  
for RAW SILK NOIL and has constant stock, etc. I  
guess I'd better phone to say hello + send OKASHI from  
Tokyo as I guess I won't be able to go.

ICHIKAWA LIGHTER took the lighter base liquor  
maker who came out from Aizu - Mr. HOSIDA - his  
inspector + me to dinner at ALASKA - Jwate target  
won, drinks before dinner hors d'oeuvres etc. it  
the finest manner - chattered live company car  
~~to my room~~ mukai to my room by the 3 of them  
real 1st class - please. arii + typhoon  
omimae - please.

KYOTO BITO KONRO - he told me they were shipped over  
ready for shipment a week ago - guess you'll have  
to take it that way this time from them  
MAREI ICH - NAGOYA - Kakari OKUDA - found same KONRO.



4 Found it in Kuwana? Mie Ken - exact thing - told them include  
100 pcs Bando sticks + they offer TENRO @ 70¢ + 5¢  
Bando sticks - exact length we've been sell - only better  
quality (outside skin splits, not inside splits) \$1.20  
33 PLEASE REORDER FROM MARUICHI

Have them also working on paper napkin holder to  
prevent flying away in the wind. They made one that's  
too heavy & awkward & too much work done in it (5¢  
also too much money.  Told them to make it  
K.D. & they made it  
too strong.

Try make it of lacquer thin SUZUKEN ???

JUST HAD A TELEPHONE CHECK MADE ON KAGAWA TABLE 萩 SHITEN  
via phone - so will re-check again tomorrow

DAITO MATCH (note) MR TERUYOSHI KUBOTA gave me present, was  
compact value about 4,200. - retail 久保田 patient, stuck around,  
but I couldn't go to his  
office to see his watches.  
\* No time. He came back to hotel  
while I was eating with Koki Chenics + X +  
Kagata, & left me present + match taker (short)  
I thought he was easy to talk to - a nice guy.

\* MARUICHIRO Printers & Paper Goods makers (Tokyo)  
GO-RAI-NICHI-KINEN - he said - string of small plants  
necklace, see his birthplace is Inuyama Ken.  
TYPHOON Ominai hoping no loss.

\* Please acknowledge how happy it made me  
and make it very teinei - thanks.

Am going to see property today - woman leaving  
for States in a year or so, wants payment  
in dollars, will await installments, to avoid  
payment of taxes all in one year, has 2 daughters  
in US, so I'm going to go see it & have lunch  
with her. She has 2 "small houses" on ~~the~~ just short of  
~~the~~ 100 tenbo at Shibuya near eki - opp the  
famous Dri Kanyama & Wash. Heights - around Aoyama &  
Choue, behind Aoyama Sakui - very nice place.

Now 9:30 am

Joe Tam