

Dearest Martha - 9-20-58 - his wife
In Kyoto, having a good time @ Karashima of Kyoto Bito
They say without confirmation of order they don't
start making.

TTC doesn't confirm - example - cast iron
ware + tassels.

If need tassels needed, don't let orders lapse.
We have the best maker - highest quality +
lowest price of 2 largest makers and all
know each other, even the smaller sub-contractors.
But we've got the best workers.

They can only make 30-50 average per
month. If we order this quantity
monthly, we can have constant stock.

There is only one knitter. They dye
only on order, as many cords and
tassels as ordered. There is no stock
cord or color available.

Therefore order ~~very~~ ahead plenty time
& not suddenly. Order for shipment
monthly + specify color, which will be dyed
each time for each batch (no stock, no other ^{demand})

Changed 9-20-58 Kyoto \$1,000 into yen to
KYOTO BITO CO. today. Covers purchases of 3 tassen
tassels - from 新 KE Kyoto - 1 @ \$10,000 2 @ \$7,000

KYOTO BITO READY TO SHIP IMMEDIATELY MAY
PURCHASES

9-2-58 Today I ate for about all the time I was at Yam-
hiro printers + makers - they do almost 100% of export food
packg labels for tins of KOBEL nuts (L.A., NY, etc) and Daimaru (Was
Oyama's) Por. Mutual, Inaba of North American, etc. Nishimoto of L.A.
etc + can do our P6W with gold + silver + also roll it + seal it. They
can print our gold/red label exactly as being used at present - so
please send 1/4 sheets all colors, 1-1/2 color swatch books, several
enclosure gold label paper, 2-3 full sheets of MST cello wrap-
ping as we have it cut (custom size) + means exactly as we are
now using wool dowel core roller, completed roll as this.
Harris and Sachi makes it and 1 full sheet of one color of fine ^{paper}
quality sample. Somehow I can't trust T. Yamada. They are real
nonchalant re: TTCs now that they emphasize Phillip Islands + lumber.
Visited to Shin Boeki (Ito + Fujita) 2-man office 1 girl, 1 small room, firm is
(month old). Had no samples. Wants to quote me linen + Hakone pencil box + other
items @ wood handles which they will send you. So new to risk check, I think. I
don't recommend them. Strongly advise DON'T DEAL WITH THEM - for reference, you

2/ full to sleep so am writing - I am feeling very lumpy, heavy & sleepy + lazy month so I guess I'd better just ease up on work + take life easy + enjoy my last few days. In engaged part of every day that's left bec' of work that needs to be wrapped up - feel more than ever that Kato (Ken) is the most inadequate, disliked, lackadaisical maker we have yet - + we should prepare to obtain what we get from him from other sources who are better liked - they all tell me they feel like disregarding our orders + doing other people's because they hate the guts of Ken Kato + he can go to hell. Unfortunately, slow pay obscene talk, + they get abused, etc., to shaving margins.

Our string (him) maker Enomoto is largest TOKYU in Tokyo represent the maker of Shizuka - all largest Tokyo Dept Stores buy there, Kato Ken not seem to be working on paper spool so I asked Marubishi to tell Enomoto: Suzuzen Mishi real anxious to put out work for me, + M, SUZUZEN, NISHIO, ICHIKAWA LIGHTER, all speak highly of Ken + like our taste + enjoy our work + I seem anxious to hang onto us, except KATO - I have to keep each him!!

This space is also for correspondence.

#2 on Oct 2-58

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Nothing may be contained in or attached to this letter.

航空
PAR AVION

Tatehashi
DAIICHI HOTEL (cont)
Tokyo

Tatehashi
1661 Post
John Francis
Mabel



2/ may refer to their in-factory price, plus asking commission as Buying Agents - just don't commit yourself - just let them investigate prices + DON'T BUY - if you like their price you can get it from a better established outfit, same thing - only 2-3 linen sources in Japan. Toshin Bōchi, whom I don't recommend, handles linen of TEIKOKU SEMI called Tei ment Beltex (Belgian textile type) while Dai Ichi our present supplier sends us a diff. company's stuff. Our weight linen seems to be called #300 (三百番) try thinking of Paper Place mats (Wa-shi) in our kappin colors -???

Oct 2-58 Later - ate full to popping for 450 each hopping 3 places - 450 rice curry (not so good + mostly gloom) 450 each tekka maki, inai, shumai at 三平 San-Pepphonosaido. This space is also for correspondence. 450 each + Misu Shizuko Hirose ate soft ice cream 450 each at FUJIYA all at 4chome area Ginza - each said for each place, each restaurant entire exactly 450 per dish. Too