

Dear All -

Kyoto Bito Kaneshima called me twice - yesterday morning & this morning before breakfast to ask when I was planning to go to Kyoto.

I told him 14-15th - just overnight if I had to, & he said he'd reserve 1 single for night of 14th.

He has lots to tell me, he says:

Conover's agents, Getz has 2 young men - Sundry Goods Section very new, they know very little, & ask Kaneshima lots of questions.

Kyoto Bito has sold him twice, the 2 times Conover went to see him. He went earlier than Hamu, so he bought a few of everything & promises were made to him, since he showed up earlier.

* Therefore it has to go earlier next year, & his orders will have preference, & it can specify the shipment to be split in certain proportions for shipping date.

Shipping candle stands, tassels, (\$200 worth) album, lobster \$100, etc & balance of H/C = \$1633.00. Shipment is in access (\$2,200) and lacks \$642.34 so he says please send personal check which takes 2-3 wks to cash. Did do, return mail in place note - report to Dorothy.

7. Regarding Fassels -

1. Natural is dyed & then braided, only after receipt of order.

2. Large order can't do at once.

3. Large color asst. can't do at once.

4. Every month 30-40 pc shipment
better -

Can't you order that way - ?

5. Each color dyed & braided so only few colors in each shipment. Can't dye few pcs of every color & still do same price

GOLD

6. Re: Gold Lotus - shipped Aug 16th so much have reached - haven't received additional order.

MATCHES

Re: Atagiri - must be selling awful lot of long matches with folk art dyed paper wrappers acc. to orders for Kaniyana's paper by Kanto match in Tokyo where Dikkyo orders matches.

CALENDAR

Stephen Nelson tied up with Russell? Rosell? Ransdel? of West Coast to see calendar - & shipped? ordered? 6,000 pcs to West Coast by Kaniyana - large sized Folk Calendar.

CONVOY

Conover - rumor has it Getz not sending money to cover his orders. Getz old hand at food, machinery, etc but no sundry goods. Bought misc. such. This Spring, but no orders honored since Henri talked to Kaneshime who refused all things that may clash with T.T.O.

3/ Kuokawa is finding printer of printed wrapping paper & found all net one - what do you want done.
"Better" paper means ~~2~~ for many lb. paper of what finish, etc please advise

Today (1) Sept 10 Wed found a few yukata bolts so can make a few corti coats, few yukatas for retail Dai-Ichi Co, sm. Torii, at a place called To sen, who are suppliers of Butterfly rayon kimonos to PX & Jr Souvenir Shops. All kinds kimonos, etc at \$2000/jc level. Silk wear ^{lined} kimonos, etc. Ordered a few. Blippi's ready tied.

(2) Note came again from Yokohama - showed me diagram drawing actual full size of proposed new garment with satin plain edge area + one large medallion for center in same color but dulled which we propose to make a trial run of 60 cushions in 6 variations which he'll explain to you by letter, I guess, in Emerald Green + Ultramarine blue + he + I will work out the how + I will work out design + color, + so leave it to me.
Material - satin + dulled ^{flat} crepe texture, 50% silk wrap 50% spun rayon wft
Cost - same as hattan or cheaper
Color - like Gung's \$17⁵⁰ or 20⁰⁰ deal - real luxury.
Advantage - new design, new concept, richer effect, easier production, no records, no hand weaving, unlimited capacity, all

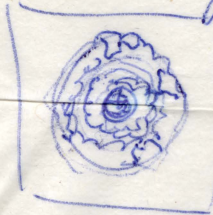
uniform quality. Try it - I'm doing only 10 each color of 6 kinds first.
Hattan If cushion tops done since June, you say why not ship -

1. lots of imperfections, needed to be re-worked
2. lots of butched-up deals at cushion-makers when put in zipper.

Re: Kimono - new kimono robes made up in pink & blue fuji - cheaper than pongee.

told him - get price on 100% silk & 100% spun rayon & see what will happen to quality, appearance, etc. the price comes way down.

New Zaboru: If we do this new zaboru, it'll be like what Gump's sells - & we can do it for same as we have been - with zipper, at a very low price & all usable. Kamei's price comes way down.



all 1 color or tamamushi (diff warp & weft color) but satin & dull crepe surface on the medallion. - Chinese-like design & Kokokubi in middle - very pretty. Leave it to me.

Yokohama Sami Comd butched up (mis-filed) H/C + Kamei missed boat - so leaving 1 week later - Sami Comd man came to Wyo + a Noshi wake and man, Kongo chu i shiman but Kamei says 2x's now - second time it happened.