

3/ Tomorrow, Saturday I'll see
Suzuzen who should come with sample shapes
of plastic cases & all possible work bag
materials & suggestions.

9-5-1958

At 2 pm go to Kuokawa's beaded bag &
beaded sweater maker's place. Discuss my
representation of their goods in US!

9-7-58

Boy, time goes by so fast, I'm conked out
at the end of the day because of the fatigue
that comes from fighting the heat.

I bought almost everything necessary for
the retail store I. clothing section already,
the 1st few days here. Shards is shipped out,
all piled up in Misako's inner office. Will
try to take care of it today if possible (if
the heat will let me) ^{comparing} it's in the
low 90's! Wow —

Once I contact a few people & get going, I
can't contact more till I have time for
them, bec I'm already hot on another
trail, & got things working.

Worked steady tonight from 4 pm to
9:30 with Takunishi with Hirose of
Misako sitting by. Tell you why —

Then eat sushi, back to room, ^{to pick up samples,} then say goodbye, + 10:30 ending.

4/ Wood always will warp in Lacquer
ware unless properly dried wood used.

If so, sometimes run short of good
wood when req. sudden delivery or
must fill big order.

Plastics industry moved in on Aizu
lacquer centers & several up there for
purpose of making bases (bodies).

Even Takemitsu who has made only
best & used only wood is now persuaded
to put his art on plastic, provided
same shape available - also cost
is lower, weight of plastic piece (material
like plastic sold by cost of KATA - mould -
plus amt of material used -

Diff. cost of material not much in
small pieces like coasters, but as much
as $\frac{1}{2}$ less in owan size & larger pieces
plus fact fewer ~~warp~~ seconds & no
warping later.

Kashu lacq shrinks faster in
drying in warm weather & top
surface may shrink lower part of
the coat thus shrinking & wrinkling
on surface unless sprayed on.

Hoshida is name of ^{air} out fit

5/ cont - re: Hoshida/Aizu

9-8-58

who make body of lighter.

Fukunishi presented his offer to Ichikawa for same body shape but no answer from them. Was he supposed to do this offer to Ichikawa? Is that what you wanted him to do? Understand Ichikawa went to more than one maker Aizu when production tight + no time, and pits Hoshida against others who are hungrier - but work is careless + result, seconds occurred which were taken back to Hoshida to patch up + Fukunishi thinks "Sonna yari-kata wa kitanai desu ne - Ichikawa san wa kasui desu yo."

We have found lighter sources for heads - there are lots of makers and even Ichikawa buys exact same shape head from several manufacturers. One Yoshinaga, a big "maker" like

6/ Ichikawa is a maker also HUDSON
and Horita ^(Horita? see Export Guide) and a few others are
"makers" but all assemble & finance
the lighters, order boxes for attrac-
tive packing — like satin lined boxes,
get glass ash trays like Italian
glass to match, & make ensembles &
supply the retail stores.

I found some lovely ones I'm figuring
on TTC or F.E. Co to import, by
making ourselves — base, etc!

Julia taking bases — we can
change somewhat — and produce
whole business ourselves.

50 colors of plastic to choose from.
Nice feel, beautiful effect, good
color, no production limit, break-
age or chipping in shipment.

Pitch it at a high cost — do some
effective selling — base without
mechanism is companion-piece
cig. urn. Maybe can run out
more, or line with liner (metal —
chrome enamel or brass "mekki"
coated)

7/ The light of dawn now filters in the window — couldn't sleep 'cos the air conditioner went off during the night.

9-8-58

It's on now — but too late to go back to sleep.

Cont. - ~~Lighter~~ ~~lacquer~~ - 9-8-58

I think we have solved the lighter base situation if we can get cost to equal the lacquer, & the appearance to be exact — I know the red will be prettier & persimmon can be more Occidental orange than lacquer.

Some blues & greens are terrific in combination too. The light jade green or medium green can be just like various shades of jade and they clean pretty blues combine with it just like the Italian alabaster fruit that costs so much — for marble topped tables, etc.

MORE AMERICAN HOMES CAN USE THESE LIGHTER SHAPES & COLORS — THAN LACQUER.

1. Let's make cubes — but a little taller than samples sent.
2. The rounded-off triangle is great.
3. Rectangle is swell, make it more important ~~shape~~ size.
4. Perfect circle & taller 3-4" may be good.
5. Sharp cornered triangle may also be pretty.
6. Mould cost seems to be about 5-6 man year.

7. TOP EXAMPLE: ^{how many-unit-mold.}
Cost dep. on

If 4 at a time, costs a little more than 1 at a time — to make it cheaper per unit — or 4 diff shapes can be pressed out at a time on one mold but only one color of the goop is injected, of course, into all 4 holes at each injection or extrusion.

8. Tell me if you like it — take it to a nice place to look at it — not on Henri's desk — & you'll see how it has possibilities to be another HILTON HEATER item.

9. I'm equally fascinated with an antimony tile flock covered that looks like a round soft velvet ball — really lovely in soft lavender, deeper lavender, deep purple, apricot, salmon, turquoise, olive green etc. Looks like velvet — terrific. Can't find maker yet.

10. Found an antimony (but beautiful) ash-tray ~~tray~~ ^{snack} tray / decorative thing that is enough high style & corn cob-bred w/ good quality, weight, heavy polish, to sell like hot cakes. 'Boy!' with match-

9-matching lighter, cig. urn, etc ⁹⁻⁸⁻⁵⁸
and it is terrific. I feel it in my
bones. All pineapple shaped.
Corny? Yes, + very good volume item
in certain areas, but probably good
in all dept. stores. At last we
have hit a good item. Class,
quality, + possibility of volume.

Found maker, but he says he
can't sell to SF. (a little retail store
in Union Square has it, because I was
asked about this item + request was made
for me to get it, at Chic Gift Show from a
couple who came to SF + saw it in a window
in Union Sq. SF) I found the sample I'm
using at the airport gift shop in Honolulu.
We can get it + sell it outside SF
all over the nation. I may be wrong, but
I don't think so.

PLASTIC BASE CIG LIGHTER + CUP
PINEAPPLE SHAPED SET —

~~PLASTIC~~ DISH LINE (I got off the track
LACQUER but for 5 hours, 2 sessions each, I have
designed a whole dinner set of lacquer
for Fukunishi to create. This began
with the lacquer roaster set + all
have plastic base. It is an assembly
of coupe-shaped dinnerware that
will be a good seller bec. luxury-look
at low price.

Wait till you see it — buy — will match
lacy lighters, LSP, etc + we'll really

10/ have something — boy — I'm telling you —
I'm glad I came. 9-8-58

I'm listing some things I bought on sep.
sheet — spent a lot of my own
J: dough already.

This hotel not bad — I eat outside
though. I don't pay for food
when it's \$200/head or so, esp. if
the same faces eat together often,
& I've known them for years.

I gave a dinner for Julia — send-off
dinner — cost me for 6 people
at Benihana — Fakenishi, Kuokana
& Hiroe both of Misaki, KIM doll maker
a Mrs. Saji, Julia & me.

Also paid \$110 cat fare one way.

I bought myself a mink collar & cuff
set for a suit or for a fine sweater,
it cost \$270.00 special sale price
(summer price) & Julia is taking it back — it's
only female mink — they sell seal
& nutria & etc. too. He knocked off
10% so I couldn't charge it to Diner's, tho
Sun Furs is on Diner's.

I'm trying to buy yukata today. Dai-ichi has made some connections. He says he has some allocation applicable only to J. style goods - jidogi, yukata, tenugui, so on which are non-competitors to U.S. made goods.

Makes sense.

Let's see what kind of contacts he has, also what quotations he can make & what supply is left - summer's over the dept. stores have finished their sacrifice sales at rock-bottom sale prices for a real clearance.

What happened to Ogawa location deal? Am I supposed to shop for that place? If so, what kind?

Haven't seen Hirai of Kagawa Ken or Maubiki or Ichikawa or Funoda yet, in Tokyo.

I found some luxury items - wish I could go into good stores with them - 1 item ^{style} is sold by "a Mrs. Farmer" is she Nancy Ann Doyle? - to J. Wagnin retail; at \$19.95 a beaded gold color bag. Source called Japan Art Industry - located behind Takashimaya at Nishinabashi - high quality stuff bought almost solely by the wealthy segment of population & officers' clubs gift counters & good hotel arcades. Beaded Bags & Beaded sweaters of angora & lambs wool & fur blends & sheer silk lined and terrific. In top-notch stores.

Fanaka grass + wood mats -

please give me more detail
what I'm to say re: diamond
designs - re: selling to someone
else, etc I don't get it -

Also write them direct. I'll go
but leave here Monday 15th Dec
Sat - Sun crowded train & businessmen.

I get mail 4th day of your mail during
the ^{in middle} afternoon so it catches late night
plane.

Who sends us Ch 6 in glass
cocktail candles in glass - Haveri?
Kobe,

Suzuzen says of 100 pcs large large
computers ordered he'd like to send only 60
pcs bec. he rejected the ones that warped
& of that quantity, ~~also~~ $\frac{1}{2}$ + $\frac{1}{3}$ of 2 styles.
He phoned me to say this. Nice boy - he
says he water-ski's during the summer &
would have loved to go bowling with you.

Everyone said they liked Haveri & that he looked
real great & stylish when he came this year. That
Haveri told the men "WIFE GA FUTORA MONO WO KAWA-
SAN KARA YASETA" and all had a good laugh.
Kato + wife of Komei + Kenkato at Ch. lunch (noodles)
Sept 4th it was

13/ Request frequent letters.

Desire info on new location
across street.

Desire info on whether H done
anything on Borden warehouse
deal. Info written on
pad at phone at Shore
View I got before leaving, &
his intentions.

Request average total sales
retail store recent weeks,
also what's occurring that I'm
missing —

More again — Love T.