

Dear Tami:

As we don't know your itinerary and where you are staying definitely, although we know you were to leave Tokyo for Kansai on the 15th, we are writing all letters to Tokyo. When do you plan to leave Japan?

When next you see Kay Kato, please ask him to give you ¥ 4500 which Henri gave him for a leather bowling bag, because he hasn't sent it and Henri no longer goes bowling so does not need. With the money, Henri would like for you to get a good leather expandable carryall brief-case, overnight bag like the one he had because the old one is coming apart.

Suzuzen money sent. They shipped and we expect it this week.

Re: Kamei and L/C business, we think is an excuse because they are so slow and get things so mixed up. We got the samples of the coolie jackets and bankers' coats and Jack and we like it very much and Gumps ordered quite a few so I guess Henri is forced to order some.

Dohrman's ordered quite a few things and a huge order of cocktail picks for all their stores, including Arizona. So to date, this was their largest order—over 100 doz. picks alone. So they are at last ordering sensibly. It seems Miss Glaze has more authority to buy now and is buyer for all the stores.

We've been having a heat wave here too, 88 degrees with smog yesterday and that's really really hot for San Francisco. Julia is helping at the store. Her first class starts tomorrow, and as I take it, she will only be going about once a week. I guess Pinky took her shopping Saturday for some things. Henri is trying to persuade her to lose weight. I hope she does because she can get nicer clothes that way.

Henri said you shouldn't have given Kyoto Bito cash because he has enough L/C and Henri gave him cash this spring but he didn't ship any sooner ~~because~~ in spite of it. Be sure that all shipments to the US has a "Japan" label on it. It is so much trouble and costs us money to get the customs inspector over to check the stamping to pass the merchandise. They charge so much an hour. The small desk calendars cost us two days of labor for us and an hour of inspection just because they didn't put on the "Japan" label on two shipments. They should know better by now. This goes for all items, because it could happen to any and all. So far the worst offenders have been the calendars and Kyoto Bito. The latter is very sloppy on description, packing (not telling us how many per small box, how many, size, pattern, etc., per carton, etc. On your retail purchases as well as wholesale, be sure to specify that they should be packed in heavy export cardboard cartons and not wooden cases. The only thing we get in wooden cases and want them that way are the lacquer cigarette lighters due to possibility of pilferage at the pier. Re tassels, we don't understand his argument or rather his excuse because he hasn't shipped even 30-40 pieces in fact he hasn't shipped any to us early June. He should have sent us partial shipment at least. If he had, we could have sold more. Our latest order for tassels call for 170 pieces, which we want partial at least once a month. What you say he said regarding the production of tassels, it sounds so contradictory, it sounds as if he can't or doesn't want to make it at all, or fishing to raise the price.

For your information, Henri is today ordering bankers' coats and coolie coats for which we have a confirmed order from Gump's so we must have the merchandise by early November here because they want to put in in their Christmas catalog. They want S,M,L, sizes in 6 different colors, which they specified.

They, Gump's, ordered \$3498.00 worth of garments altogether. Will write more in detail tomorrow. The only worry is, how soon can Kamei ship? They are so agonizingly slow on some things, would it also be true on raw silk garments? Can they handle it? We must have it shipped in about a month or six weeks. They still have other garments on order now besides these new things for which they haven't got the order yet.

Charles Richards wants samples of hichimi (must be course ground) and sansho and a liquid sauce, green in color for flavoring such things as yakitorā and other things. He also wants good recipe for yakitori if you get a chance.

Eiichi's car got bashed in by a drunk last night while parked. He wasn't in it. Eliz. Hannah says hello. She had baby boy and is working at home. She got your card.

So busy here, not enough time and feel desperately rushed. We hope we can out the orders. The month long strike may end tomorrow (truck strike). Hope so. The cube matches selling well. The lac. salt/pepper doing ok too. The candles in glass being way back-ordered. The foil coasters and triple starbursts also. We hope we get the kimono dolls for wholesale real soon. We also are back-

2. Glad you are enjoying your stay. We have to read and re-read your letters because it has so much. Please try and use heavier paper and write on both sides because that Japanese kleenex is so hard to read. It's hard to file too.

Henri asks you to write on heavier paper.

Re: Kagawa Ken, the order for teak puzzles still stands and we want them. We are out and are back-ordering them.

Have to go home now-it's late as usual. Remember when Henri was in Japan? Same thing, can't write letters during the day, have to do it after everyone has gone home.

The hyakuman-ryo banks are all no good- tell Kato- although I think we already told him. 100% returns. Keys are rusty too.

The Tsunoda cube trick banks with animal designs also coming back- won't open so must be using green limber and not made loose enough to allow for it. No more re-orders unless they can make them right. Oh so many headaches!

Hope the lacquer lighter makers can keep shipping. We are taking care of the 16's as soon as we can and please don't disrupt our schedule here, says Henri,

and he said he warned you before you left. Ignore what shippers say. Got confirmation from Nisho re: you purchase of Zoori, dolls, etc. today and will send money.

Don't worry about Conover and Kaneshima because Henri is giving up Kaneshima. Both are in very pitiful condition and can't hurt us this year. Henri is so dissatisfied with Kyoto Bito's shipping and documentation, so amateurish.

We should work with those we like and have been efficient such as Nixshā.

Re: candles, Fukusui Sangyo are candle makers but very expensive so must get prices from others for next year before ordering. Fukusui can't get idea from Jim's letter so it may be Jim, but anyway, they said they won't make anymore

2/ We are simply swamped with orders and very busy.
This really sounds disjointed. I can see that now, but please forgive.
Everything is fine at home and the children are fine.
Will write again but have no more time today and want to send this to reach you
by Saturday.

bamboo, not like sample. We ordered already ordered another 300 dz. C-6G candelas and sales look promising. We are dying to see the garments you bought for the store. Don't worry about what to buy specifically for the store across the street, but we can say that at Christmas, the volume and \$ is in the little things. We will decide what to put where. Please work on the new things and whenever a shipper asks you about items already on order (old things) and you can't answer, tell them you don't know and to ask us direct.