

September 9th, 1958 afternoon at office

Dear Tami: Just read your letters via Julia hastily. Haven't met J. yet as H. went after her-plane arrived 2 hrs late at 11:00 AM and took her directly home. Had a hard time learning if she was really arriving this morning and wouldn't have known until this morning at 11:00 AM when Pan Am called here unless you hadn't written her flight number on your air letter which arrived here Monday. Gosh, they (Pan Am) phoned and apologized, but what good is that? Good thing Henri went to the air-port anyway and picked her up.

Your letter sounds a bit disjointed, but we get the gist of it. I', writing bec. you know Henri never does. I guess no one else really cares, either. We've been having a heat wave and last weekend was unusually sultry and uncomfortable. The store is doing fair to ok and nothing exciting is happening. Henri is very displeased with the poor quality salad bowls, leaf-shaped trays (leaf shaped tray, Masaji says is not teak), that he wants to cancel the balance of the orders. He is in fact giving up Kagawa Ken altogether except for the lacquer tables. This includes the parasols which sells well but cannot get enough at the right time. The wood craftsmanship of Kagawa Ken is much too poor and too expensive and after trying out for all this time (1 whole year), we cannot go on and waste any more money. If they ask you, please tell this. This firm, TTCO, has to preserve it's good name as a firm which sells good quality, nice styles at low prices. Their stuff is poor quality, and high price. Many of the salad bowls arrived cracked due to poor packing. We can't afford this as they are so very expensive. We have had nothing but bad luck with them, unfortunately for everyone concerned.

Henri and I went to see the place across the street the other night to talk with Mr. Ogawa. Although Henri didn't give him any specific date, Mr. Ogawa said he was willing to go along with with \$200.00/mo on a mo. to mo. basis. Personally, I am dubious as to coming out ahead, much less even in this because it will take rent, utilities, salaries, new heater (place has no heat), certain amount of fixtures, supplies, etc. The Borden place sounds too expensive to Henri.

The lighter samples brought by Julia looks swell. The little wee butterflies are very good. Too bad you didn't order more dolls than 20 doz (less than 2 gross). They sell well. don't they? Maybe you should re-order when you see actual sample, later on. See the cute fur set. Please see if you can get me one also, Nutria or mink will do. Will pay you on your return so keep the receipt.

If you see J. Motoyoshi, tell him the teak trays are so lousy, half of them are not saleable. saleable. US is big and returns are expensive across 4000 miles.

We get C-6G candles in glasses from Nanri-Kove. They are selling well. Would be even better if we had a nice label or blurb giving suggested uses, according to Denslow's via Jack.

Suzuzen: as far as I can see, ok to cut down the large lac. bowls with lid to a few pieces because I have a feeling, at that price, it won't sell much and anyway, it's kind of late for Christmas. I think plastic base as you say is better and have a feeling it is already being done. The dishes, dinner ware in lacquer (plastic base?) sound very good. As I keep telling Henri, it's just catching on now.

Sorry it's so hot there. Hope it cools off.

Jack just came in and said he absolutely cannot sell the Santa dolls to anyone. Won't even take it. Said the market is flooded with them. Don't buy non-J. looking dolls. Lacquer tear drop sugar shaker too small, opening at top too small and must have plug.

~~Suborder~~ We are ordering direct, 1 case of 150 gr. baby butterflies and advise them packing direct. We like them very much

Re: plastic lighters, we like clear plastic with various colors, Your sample had clear with deep purple, can you get with gold and silver flecks scattered inside clear pl?

Jack didn't like lighters that looked too obviously like plastic because he said Americans Americans associate plastic with cheap things. Lucite is better.

Don't get involved with seasonal things (Christmas) and stick to good, sure things and confine them to a few items for wholesale because H. finds that having too many items for wholesale will bankrupt you.

That pop gun, Henri wanted Nissho to work on it. Can be just a little smaller- $\frac{1}{2}$ " and solid colors, just like sample, in a variety of colors. Please get price. I have a potential customer (candy man) who can use thousands of each toy of that type. Please send samples and capacity of production as well as prices. Any other wooden toys will be welcome. Also work on bamboo net bag with Suzuzen using good quality

Mid west accounts Good

Betty Rawlings, Alegre-1209 Michigan Avenue, ~~XXXXXX~~ Evanston, Illinois
The Domino, Cesar Rotundi, 1450 East 57th St., Chicago, Illinois
Alex Gow, 6 West Square Lake Road, Troy, Michigan
The Maramor Gifts, Mr. Pavey, Browne, 137 East Broad, Columbus, Ohio
~~XXX~~ Mrs. Fern Hoyt, buyer, Scruggs Vanderwoorts, St. Louis, Missouri
The Artisans, Jim Davies, ~~XXXXXX~~ Bruce Henry, 1122 So. University Avenue, Ann Arbor, Mich
John Leidy Shop, John Leidy, 601 E. Liberty, Ann Arbor, Michigan
Paigecraft, Mr. & Mrs. Vera B. Macintosh, 222 Abbott Road, East Lansing, Michigan
The Shop of John Fordan, Aurora, Illinois 41 Galena
The Art Mart, Barbara Bass, 31 N. Maramac, Clayton, Missouri
L.S. Ayres & Co., Miss E. Disette, buyer, Dept. 280, #1 W. Washington, Indianapolis, Ind.
The Elm Shop, 1130 Chicago Avenue, Oak Park, Illinois, Mrs. Ehrman
Garthwaites, Mrs. P. Garthwaite, 709 Kelley St. Charles City, Iowa
Lieberman's, Mr. Don Price, 107 South Washington, Lansing, Michigan
Royals, Jane Royal, 1159 North State Street, Chicago, Illinois
Frank Ryan, Mrs. Frank Ryan, 1718 North Wells, Chicago, Illinois
Village Gifts, Highest and Alpine, Rockford, Illinois, Mr. Jack Baxter
~~XXXXXXXXXXXX~~
Carl Barnett, 237 Inwood Village, Dallas 9, Texas
Bordelons, Myrna Bordelon, 44 East Walton Place, Chicago, Illinois
Hall's, 1114 Grand Avenue, Kansas City, Mo. Mr. Bill Latimer
John Wanamaker, M. Kozole?? Dep't ~~65-12~~, 65-12, 13th and Market, Philadelphia, Penn.
Miss Martha Wischmeyer, Dep't. 118, Famous-Barr, St. Louis, Missouri
Sanger Bros. 6th Floor Gifts, Dept 282, Dallas, Texas, Mr. J.C. McWaters
The Accent Shop, 109 East Thirty Fourth St., Indianapolis, Ind., Mr. Richard Bridgins
Jane Walt Shop, 1240 O street, Lincoln, Nebraska
The Farm Studio, Betsy Howay, RR#1, Box 140A, Prairie View, Illinois
Marshall Field & Co., Miss Burlingham, Dept. 61-5, 111 N. State St., Chicago, Illinois
Marshall Field & Co. Mr. ~~XXXXXXXXXX~~ Carlson and Mr. Grisco, Dept 530-R, Skokie, Illinois
Nieman-Marcus, Dallas Texas, Mr. Mike Thomas, Gift Department
Balinese Shop, 450 West Colorado, Pasadena, California
The Chair House,
Bethune and Moore, gift dep't., 2412 E. Third Ave. Denver, Colorado
Contemporary House, 4014 Villanova, Dallas, Texas
Dee Blomquist,
Dohrmann's, Geary Street, Miss Glaze, San Francisco, California, Gift Dept.
Fera's Inc. 2190 Long Avenue, Beaumont, Texas
Van Keppel Green, 116 South Lasky Drive, Beverly Hills, California
Meier and Krank, Miss Cooke, Dept. 77, 621 S.W. 5th Ave, Portland, Oregon