

Dear People -

Keoto Sept 21-58
Sunday AM

I am now in Keoto - my movements were from
Nagoya to Keoto and I go today to Kobe for
one day, Monday, & return to Tokyo on ^{one of} the
late trains out of Kobe that night -
spending the night on the train for Tokyo.
How boring - but I'll try to relax & sleep.

I'm going to do as much as I can in every
city and to sleep as much as possible. That's
why I return to my room only late at night,
say 10 o'clock, so I'm beat. They sure walk a
lot here in Japan - at least Kanshima walks
me - so I see a lot but I'm jooing out.

Spent:

\$ 1400
\$ 350

(healthy man
1 block square shed)

\$ 20?
\$ 30?

\$ 1400
\$ 350

none

- In Nagoya I saw ~~Candle maker~~
- ① Yamaguchi Candle Co. (just talked)
 - ② Saji China Co - Mr. Saji ^{arranged my room, phoned me in Tokyo} ^{kind, station} ^{came to} ^{station}
 (lunch, dinner, train, invitation)
 in his private car, took me to Onishi
 Doll Co. & arranged for my shipment
 - ③ Onishi Doll Co - bought paper wig (from! like
 Hakata niwaka wig), white horse & bright
 trappings (Boys' Day), paper mache hariko no inu,
 Zaizen - daki-ningyo or the kind we've
 wanted - 3 sizes of the cutest faces
 at 65 sen & up - terrific - etc
 - ④ Ichikawa (Maruichi China) Fraser's, supplier
 terrific - immediate shipment
 - ⑤ Hoshino to Feathers - no time, just said hello &
 sorry couldn't go out to see him. Very sincere.

See me off to the station, came to see me with his flunky who helped me with the suit case & box I had - please write him to say I'm grateful. He phoned me the next night to talk business - that Kato Seiji told him to request sample of our 3 handled duster as sample to send out - so Hoshino figured there was supposed to be no such need for sample & told him so (Honolulu firm wanted) Please thank him for his faithfulness & continued good service & consistent good quality. (H.A. 1/4)

(6) Mr Ichitawa fed me at least 3 times. His man Mr. Okada & he both were at the station to meet me. Mr Okada in charge of our acct. from now on - came to States last year, knows our white china table having seen it while he stayed at Aki Hotel. Drove me around, Okada came to hotel 5-6 times on errands, accompanied me to a Nagoya Odori evening performance (courtesy Mauchi China Co) from which we walked out during naku-ai & never went back - bec we started to talk business over coffee, went back to his plant - both Saji & Mauchi have about 8 kilns, both about 75 workers, 1-1 1/2 square blocks big. Saji is good for odd pieces & decorated goods & diff shapes & ideas, & Mauchi we need for white dinnerware the Saji can do some of that, too. Mauchi has better idea of color & modern dec. Trager's Mrs Dr Keown (mgr) & the designer Reynold have spent time there teaching the staff & workers.

John Motoyoshi was polite but he was
very resourceful. Didn't even
check the hotel to see if I was there.
I got impatient & called him up to
arrange a meeting the last afternoon
I was there & he brought Sakai
Hausuke the maker to see me.
Old man Sakai was not advised
promptly of the complaints - we
should have written the old man
in Japanese direct to complain
of the defects - it was a rather
unfair & unfortunate meeting. He
brought 2 trays out with him to
challenge me to find anything wrong
& said he was confident of his workmanship
that he never sent anything not perfect &
first quality & that I was lying about the defects.

I argued hotly bec. I said I had no
reason to spend money & energy coming from USA
to present a false statement, if it were not true - to
waste our past efforts at promotions & sales & then dis-
continue.

The liaison bet. Motoyoshi's tray maker is
nil. Motoyoshi had 3 recent letters from you
(including sketch of Jim's) - which they hadn't
even shown Sakai the tray maker. No discussion
between them. I was disgusted. I gave them no
further statement.

I hear J. Motoyoshi is a "shiro to" and
new at it, & his face is not known except by
adv. in "Oriental America" to others, & that
good makers owe him no loyalty - about
which subject let me talk at length on my return.

Kobe
7.14.45
Sept 22nd

I'm glad I bought powdered coffee in my suitcase - I'm drinking it now - I write.

I've got to get ready for the day - so I'll write more later

Nagaya - investigated: New

① Junko do Shell Works - beautiful shell work possible - like on cig box from "The Orient" or "Mimato" but makes them look like a toy which it almost is, made so cheaply - but this outfit is terrific. Didn't buy, just got a few shell samples of techniques.

② Onishi Dolls - What a marvelous little outfit - they can make a doll every 2-3 minutes with 8 workers in a circle passing the little things around - 8" dolls. Mr. Saji + his asst. Mr. Goto laughed on heads off at wigs (paper) @ 490 each. Can do any order in 10 days. Can do my small order in 2-3 days. Experienced in export + export pack, had 6-7 wooden crates standing around. Very good work, very reasonable (I think) Festival dolls

③ hina-ningyo, etc.


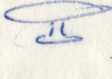
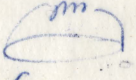
Maruichi - (Fraser's) is a finisher + *stylist of dinner ware

Saji - finisher + stylist of odd + misc. pieces.

*decoration applicator - own own decals - or buyer's decals.

Both own 8-10 Kilns (electric) which
process the last glaze or the decals.
Both have about 70-75 workers -
both are about 1-1 1/2 blocks square
& pack own merchandise, & port own direct.

Saji sells to: Norcrest (Naito, Seattle)
East-West Merchandise Co (Matsumura,
New York)
East-West Imp. Co (Shimizu, L.A.)
& other countries

Specialty - old-fashioned shapes
(c or cont roses, &
applied flowers, some
not bad at all)
traditional classic English &
Continental shapes
painted china ware
novelties (bought a pair of
darling S/P in shape of Siamese
kittens), other orders (dolls, etc)
as a favor
 stacked conopse,  conopse,
 sewing plate & brass handle,
(knockdown) & so on.

Apt. Dim. cups, Demi-tasse, etc
Advantages: Saji & Goto communicate in English,
old-timers, wealthy outfit, experienced, good
prices I like them, have car, they are

Protestant & non-drinkers, non-pretentious office
& old established. Better stick to them for these
things for a while, anyway.

Mariichi - Mr. Ichikawa will come to SF
again next year, Okada came last year, the
modern Fraser taste well known to these.

- Adv: -
1. modern sense
 2. Trained by Frasers.
 3. Dinner & specialists.
 4. have car, eager, kind, non-drinkers,
hard-working (12 midnight)
 5. clean, neat, orderly.
 6. met wife & youngest child.
 7. well-keeled outfit.
 8. English correspondence, so close
liaison possible.
 9. Experienced shipper, can
accommodate any size order,
small or large, handle other orders

Disadvantages: n.g. for Jr shapes - I don't
think.

Will write on other subjects at length later - must
go now - 1 day in Kobe only. Got to hunting up
Tanaka & contact him. Love, T.

See letter to Dorothy re: purchases -
but esp US \$ spent in checks.