

Sept. 18, 1958

Dearest Tommie: Guess you are pretty busy and hope it isn't as hot now for you. Kamei: bankers and coolie, raw silk. To make it clearer to all concerned, first of all, Kamei sent us some samples of both coolie jackets and bankers coats in raw silk in blue and red, two of the colors of our ladies' raw silk limonos which we have been selling. When Jack took the samples to show Gump's, they liked the styles alright, but wanted them in other colors, rather than the red and the blue which we have in the kimonos because they already sell the kimonos in those colors and I suppose they want more variety. They therefore want (for Christmas Catalog), the following: chosen from color blanket received last year: 26B-turquoise; 23A-blue; 22B-fushia; 15B-orange; 14B-light beige; 29A-dark green, six colors, 12X each

coolie jackets: 12 ea. S,M,L, in each of six colors, total 216 pc.

bankers coats: 6 each. SML sizes, each of six colors, " 108 pc.

(They also ordered the raw silk kimonos, 100 pc. in red only, but we have these on order)

Denslows ordered: coolie jackets: 24 red, (6S, 12M, 6L) same red as kimono

16 lt. beige-#14B, 4S, 8M, 4L

total 72 jackets

16 turquoise #26B, " " "

16 blue (same as kimono) in same sizes" above

But we don't know ~~know~~ Bankers coats same order as above - total 72 pc. coats if Kamei can fill these orders although they cabled that they can make 350 pc. each coolie and bankers coats for Oct. shipment, we don't know if they can weave the specified colors and still get them out in time. Time is of the essence here because if they don't arrive by 1st of November, it won't do any good. The above is for your information in case you see them. Kamei's cable today " OFFER 350 PIECES EACH COOLIE AND BANKERS COAT ONE NINETY TWO SIXTY OCTOBER SHIPMENT SUBJECT YOUR CABLE COLURATION REPLY STOP STOCK WORKING". We understand the first part but can't understand what they mean by "STOCK WORKING". We cabled for swatches of colors they have immediate stock of so we can select colors from them to speed up production, that is if they have any stock at all. Personally, I think their answer means they don't have any raw silk of this kind in stock and they have to be woven. If that's the case and they mean that they can still weave and ship the garments in October, we want the above Gump's selections because they are already sold. Our original cable asking them to stop making the long kimonos in the blue and red was before we got the Gump's order and we wanted them to use all uncut red and blue for bankers coats and coolie jackets to save time in shipping the latter garments ~~XXXXXX~~ But in answer, they replied that the material has already been cut for kimonos. That's ok then. Then we asked how soon they can send additional order for coolie jackets and bankers coats, but they answered that they can't ship until November. Then we cabled about sending us the swatches of material on hand and our latest cable from Kamei is the one I quoted above. I hope this is clear. (so many interruptions). Well the crux of the matter is, we do want raw silk coolie jackets and bankers coats as soon as possible in the colors we mention above. We need the raw silk kimonos also, and we intend to continue with them also. We received sample of a duster yesterday or day before in red, but I think dusters are a little out of style at present, anyway, why try to get that when Kamei can't supply the ones on order now? So we will not even think about any other style right now. In the future, they must enclose copy of the prices with the sample garments they send because the customs people are very fussy and we usually get the sample a day or two before their letter and price sheet.

We received samples of Fuji silk pink and grey/blue kimono yesterday-prices arrived today. The light blue one is a little too greyish, didn't you think? We are out of all pongee kimonos now except for the brown and charcoal. We have some big back-orders on them now. They must ship the natural, red, blue ~~and~~ pongee on order immediately unless they already have (they said they would ship on September 10th) We ordered on July 19th and we haven't heard a peep from them until you got to Japan. We have no documents that they have

shipped anything, including the zabuton covers.

We got the samples of the zabuton covers. They are not exactly what we ordered as far as colors, that is some with same code as last years' is a different color. One happy error was DZ-30, which is a new one, a pink-orange and it's rather nice. Red, bright red, seems very popular and unfortunately we don't have too many bright colors. But if they plan to ship at all, we wish they would hurry up!



