

April 20/58 1cde  
upon #2 letter

lunch + left for OSAKA (4PM) for our iron monkey hange  
maker who also makes other iron items. He was waiting  
for us since we had phoned earlier.

I again bought some items which totaled \$3000.  
So today I spent over \$5000 in all. But if we had to go  
into iron goods we had to start with adequate stock  
and inventory. I thought. I ordered ~~the~~ candle holders in  
3 sizes from 3" - 3 1/2" - 4" tall, or wide I forget. And also  
taller candle holders in 3 sizes. I hope I am not making  
a booboo. Prices should not be too high - about 17¢ each for the  
small, 20¢ for medium + 30¢ for large. SF. landed price should  
be around 23¢ for small, 26¢ for medium, + 38¢ for large. How  
about selling them at \$4.80 doz, \$6.00 doz, and \$9.00 doz. Should prove  
successful. They are easy to manufacture and since this maker  
is cheapest in Japan we should not fear any competition.

I purchased some items for our store + also we can sell  
to others in small way - cut @ \$550 FOR, Kessler type Hibachi  
with Japanese characters @ \$1100 FOR (not FOB) without wooden  
base, some iron lanterns (192 lbs.) of 4 patterns, some ducks  
+ swan, deer, horse. HIBACHI (7000) + some leaf shaped ash  
tray to sell for 60¢ retail, planters, SWIGAN, + KAWANON  
statue @ \$650 FOR.

We had dinner in OSAKA and then returned to Kyoto.

April 16th. Left early in the morning + went to Trade  
Fair which turned out to be better than last year's show in  
Tokyo. I did find a few nice looking things but could not  
do much at the FAIR except to take notes. Met Mr. FUKUMISHI  
who is lighter maker from #124 at the Fair. He knows TAMI.  
Made appointment for next day at Kyoto. When I did see him  
we discussed possible items such as candle holders, salt +  
pepper sets etc. to coordinate with our lighters. He knows  
who are making our lighter bases + will try to get the  
colors from them. I will order from him later after he  
prepares samples + prices.

I shall not return to the Fair. I got catalogues +  
the various KEN showrooms are just as good. I believe.

In OSAKA we went to our SHAMISEN maker and I  
purchased 10 more @ \$3000 FOR. I also ordered 100 shakuhachi  
for our store. I asked for SHINA SOBA flute but he was out.  
We went back to Kyoto and went to paper lantern maker  
where I got prices. Dropped in CAMERA store + fell in love with

camera called ASAHI PENTAX which I bought the next day  
plus a small tripod with elevator and level top + a huge leather  
carrying case for my new purchases. Cost me \$135 for all  
but it is worth at least \$265 in USA. We can use to take  
pictures of our purchases for cataloging.

4/17/58 - Had breakfast with some politicians who  
had just checked into Miyako Hotel the night before. Complained  
about how bad his business was last fall + this year to date.  
He plans to leave for NY within two weeks. He said  
Went to NISHIKAWA after buying CAMERA + taking out

\$1000 for KYOTO + NISHIKAWA purchases which should go out the  
2 month. Should include some cheap + MAS decorations.

Discussed various designs at NISHIKAWA and samples  
will be made for me by the time I return to Kyoto in May.  
MR. TAKEBE will be in Seattle better part of May. Mr. NISHIKAWA  
will also be in Seattle with a group of POTTERY ASSN. people  
who will go to WASHINGTON to explain Japanisation.

Had dinner with TAKEBE + NISHIKAWA - you know in Seattle  
April 18 10 AM caught electric train for KOBE

On arrival I immediately had one interview after another  
since I had written ahead for jobs concerning my Koto  
schedule. Order was made from TANAKA. Some make it.

We had dinner in Osaka in evening but  
April 18th left early in the morning + went to  
to which turned out to be better than last year's  
T. I had a few nice looking things but would not  
at the FAIR except to take notes. Mr. NISHIKAWA  
- I AMT about 11 AM. I AMT at the fair. It was  
who is larger member from ASIA of the fair. I did not  
Make appointment for next year to go to Kyoto. When I did see him  
we discussed possible terms and conditions with  
Yuffen etc. I was interested with our rights etc. also  
who are making in higher level + will try to get the  
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