

April 28, 1958 10 PM How time does fly! Daiichi Hotel #771

Dear people,

When I reached the hotel Friday evening around 6:30 PM there was a stack of mail waiting for me. Just going thru the mail was quite an undertaking. But this is not a complaint. Far be it, for it was most decidedly a pleasant way to pass the time.

However, Ken Kato called for me at 6:30 PM so I postponed the reading of the mail for supper and a short chat. We had sushi at a nearby restaurant. I returned to the hotel in an hour to rest, bathe my healing thigh, and to enjoy reading my letters from you in the luxury of a warm bed.

I last wrote to you from Nagoya. At that time my leg was showing signs of getting better--at least some indications of drying up. Early the next day Hashimoto Feathers showed up to bring me a typed confirmation of my purchase the day before and also some samples of fancy feathers and some Hagoita bats for sale with the birds I bought. I bought some stocked Hagoita for our store and for possible wholesaling, at \$1.09 gross (totalling 150 grosses). I beg your pardoning for the price for Hagoita is 80¢ a dozen and I purchased 1000 pieces which were stocked. The 1.09 price was for the birds. I do believe that you have already received a purchase confirmation from Hashimoto. Please send them directly our purchase order number and send only the copy to me. If there is any correction to be made I shall do so after getting my copy. This will save time and a lot of bother for me, since I am very short of time and considerably short of assistance, not to mention tempär.

I also met Seki Cutly on the 23rd before I left Nagoya. We discussed the making of the Indian Carving Set made in combination of Teak and brass and the blades to be tempered sharper than before, and to have the scabbard fit loosely in Japan to allow for shrinkage. Also teak and stainless steel knives, etc. If anything is worked out we may develop something interesting here. There is no quota restrictions of flatware in wood-stainless combinations, I was told. They are preparing some samples for me and prices of knives without sheaths. Knives have always sold quite well and we could always count on at least \$2000 annually. XLO letter openers are 15¢ each without the sheath. Our steak knives will also be cheaper. Is good, no?

I caught the 1:20 Express for Shizuoka and arrived there at 4:10 PM. Met Shibata at the Shizuoka Hotel with a man who does his documenttion, and the three of us went to Sugiyama, our bamboo shade maker. Saw the samples there of the photo sent us by Shibata, and I still like the large one shaped like a flat diamond. I worked out some shapes with the maker who will prepare samples. I placed a small order to ensure receiving some before the gift shows, totalling 50 sets of various shapes, each set consisting of one large shade, one medium and one or two small inserted in each other (nested) to save freight. I hope they turn out successfully. I also asked for larger lanterns ~~of~~ #2,3,4 equal in size to our #5 (shade diameter only) so that we could include a small shade inside each shade we order of that #5 size. I designed a small shade to fit in each regular #5 sized lantern. (measurement of the paper porting only) By the way, how are these shades moving anyway? Is it worth our while playing with these freight consuming items? Please let me know.

How about folk art tea cannisters? Can we sell them yet? I can get them cheaper now, a set of five (with the largest being the same as those in our retail store) at ¥425 a set, FOR. How about an individual design for each size, like tea, coffee, pepper, curry, nutmeg, etc. by Serizawa, appropriate for each size can? Could be a hit, could be. Should we try again? Or we can go into different sizes more suitable for US households, or again, we can bring in one size only like Freeman Lederman line of white porcelain for various spices, with appropriate designs indicating the spice within. How about? Is good? If you like the idea please send me full particulars. Maybe the set nested is best for us to save shipping space.

In Shizuoka all the woodworkers who sold to Woodpecker are crying the blues. It seems as though Woodpecker suddenly stopped buying boxes, salt-pepper sets, salad bowls, etc. Orders now just trickling in, no longer pouring as before. Shibata had no new designs for me this year. Must be drying

