

*MS*  
This is several ~~1/2~~ hours later after several interruptions by several different people.

I had better give a brief summary of my stay here in Tokyo before going into detail over my meanderings.

On April 25th I was met at the Hotel Daiichi by Ken Kato and we had dinner. Saturday morning, 26th, I met Kamei's young assistant, Isobe, and he brought me some cushion covers, zippered, in Tsumugi. (I noted and discussed (1) that sewing was too coarse and must be more thread count per square inch, (2) that zippered portion was not executed properly, that material should be hemmed while being zippered so that there will be no loose threads hanging as per sample, (3) that we did not require any middle tassels. I said that our SF office will investigate the amount of duty it will be with or without tassel, so please have Jim hurry down to Appraiser, if he is not on his vacation, and find out about duty of pillow covers with tassels and without tassels and report immediately. We can always sew on the tassels later in SF if duty is too high (we'll weigh various labor costs before ordering the finished cushion product.

If you are able to send me stock sizes of foam rubber cushions available locally, we can easily have the proportions altered here in Japan much more quickly and economically than in US. If Tami can contact various foam manufts. we can change the size of the cushion covers here, or make various sizes according to sizes available in US.

I was told that the Noil cushion cover would be about 93¢ each FOB and the Tsumugi covers are \$1.30 each FOB Japan. That means that we will land a Tsumugi cover at \$1.75 in SF to wholesale at \$3.00 each and retail at \$5 each plus foam. Or if customers would like to retail the cover at \$6 each, please let them. If foam is available at retail for around \$5 each, it would be considerably cheaper than the product we are selling now. A \$6 silk cover plus foam rubber or substitute for around \$5-\$7 is better than what we are presently offering. Then we will be rid of our present headache. And the NOIL cover should land in SF for \$1.30 each. We can wholesale around \$2.50 and retail for \$5 each. I have asked the weaver of our noil cloth to weave samples of noil zabuton width same as hattan patterns DZ 13-19, in black-white, blue-green, lime-orange, etc. This might be a better buy for us and less headache in the long run. I stressed to the maker that the color must be fast so that a person who may perspire while perched on a cushion will not have her dress soiled. I told them this was very important. Maybe the NOIL covers will be a big thing this year for us. And with a minimum of headache and heartache (for Martha).

I also <sup>asked</sup> Kamei for coolie coats and banker coats in small and medium sizes. Samples will be made with patterns #1, 12, 15.

Later that afternoon of 26th I went to Kato's office where I ordered some Hagi Brand kiseru pipes, about 100 dozen Japanese style and 100 dozen straight type, at 67¢ dozen for Japanese style and (?) for straight. I also ordered 300 dozen (JM-1) dogs on wheels (toy) I forgot the price but I think it is about 61¢ dozen. I also ordered two sizes of drum (TAIKO) similar to ones we buy from China Dry Goods. 5 1/2" @ \$4.45 dozen FOB and 7 1/2" @ \$7.45 dozen. I ordered 14 dozen of 5 1/2" and 8 dozen of 7 1/2". Also ordered Chess Sets from Hakone @ \$6.50 dozen, about 20 dozen in all. Sample of this item is being sent. Also ordered Hariko no Tora (24 dozen) @ 13 1/2¢ each and a smaller version (50 dozen) @ 9¢ each. I also ordered popguns (50 dozen) at 74¢ dozen. Plain, very little paint.

Then we went to Maruhiro where I heard that George Tsuruoka of Katsura Pasadena was there and had placed a request for gift boxes. I saw them and they were fair but quite expensive. Prices are too high for wholesale, I fear. However, I asked Mr. Onishi to alter my boxes to lower costs so that I can resell them. Will do and I am to see samples later. He showed me some stationery and I again fear that he is not a hand made paper man, but a printer who is eager to get as much business as possible regardless of whether he knows the item or not. I do believe that my other printer who is making my woodcut calendars from Serizawa's calendar is a better man, and I am happy that I did not commit myself with Maruhiro. I asked about the denguri type small decoration toys and I was told that Nikkyo (Otagiri's agent) had approached them earlier this year and that the item could not be produced fast enough to satisfy Otagiri, and that the maker makes so little that no one is interested in selling the item.



I do believe that it would be difficult to buy any small paper toys like that this year. There were no samples of this nature at Int. Trade Fair, and I guess since there is no profit no one wants to sell them. Let Otogiri buy the stuff and we shall sell them in our retail store, and I think we will profit just as much this way. I did manage to buy a few at Naniwa Kobe and I shall order there for our wholesale store if I can.

Sunday, April 27, I spent the whole day with Sugihara of Serizawa and I met him and the printer, Kurihara, around noon and we had lunch together. Then we went to Takumi where I purchased three pots (bottles). I liked for about 150 each for my collection and then Sugihara and I roamed around the stores in the neighborhood trying to get fresh ideas.

Sugihara said that our calendars will be ready soon for me to see and approve before having them cut and printed. Kurihara showed me a sample rough of our proposed calendar and it is working out very well, using hand-made paper.

including the loop which binds the calendar together. It is a handsome thing indeed and I know that we shall do a very good job this year on this item. I suggest that Jack try to get some firms to send out Xmas Cards using our calendar this year. We can have their names imprinted here in Japan at very little extra cost if they buy early enough. Give us two to three months. And if they like we can mail them from Japan. Minimum order should be at least 200 calendars. This calendar will retail for \$1 each, wholesale @ \$0.60 per dozen and 10% off by gross. I am to see other samples of cards etc. tomorrow. I can hardly wait to see the designs. This is the beginning of a new enterprise for us and should give us a very unique line in stationary goods--cards, stationary, letter papers, gift cards, etc.

To date we will include such new items as IRON WARES, STATIONERY, TEA BOWLS, SALT/PEPPER SETS, TRAYS, FEATHER GOODS, new wooden toys, etc. We have a pretty good line as of now to give us a good Xmas season. Working on Matches.

I also looked for coffee coats and banker coats in small and medium sizes. Samples will be made with patterns #1, 12, 15. Later that afternoon of 26th I went to Kato's office where I ordered some Hagit Brand kitchen pipes, about 100 dozen Japanese style and 100 dozen straight type, at 6 1/2 dozen for Japanese style and (1) for straight. I also ordered 300 dozen (M-1) dogs on wheels (toy). I forgot the price but I think it is about 6 1/2 dozen. I also ordered two sizes of drum (TALIKO) similar to ones we buy from China Dry Goods. 2 1/2" @ \$4.45 dozen FOB and 1 1/2" @ \$7.45 dozen. I ordered 14 dozen of 2 1/2" and 8 dozen of 1 1/2". Also ordered Cheese Sets from Hakone @ \$6.50 dozen. About 20 dozen in all. Sample of this item is being sent. Also ordered Hariko no Tote (24 dozen) @ 1 1/2 each and a smaller version (50 dozen) @ 94 each. I also ordered popguns (50 dozen) at 744 dozen. Plain, very little paint.

Then we went to Maruhiko where I heard that George Tawara of Kawanabe Pasadena was there and had placed a request for gift boxes. I saw them and they were fair but quite expensive. Prices are too high for wholesale, I fear. However, I asked Mr. Oshida to alter boxes to lower costs so that I can resell them. Will do and I am to see samples later. He showed me some stationary and I again fear that he is not a hand made paper man, but a printer who is eager to get as much business as possible regardless of whether he knows the item or not. I do believe that my other printer who is making my wooden calendars from Serizawa's calendar is a better man, and I am happy that I did not commit myself with Maruhiko. I asked about the design type small decoration toys and I was told that Midyco (Otogiri's agent) had approached them earlier this year and that the item could not be produced fast enough to satisfy Otogiri, and that a little that no one is interested in selling the item.

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