

April 3, 1958...Thursday 9 AM...In a Hotel room overlooking view of used lumber, plumbing, and littered trash under a gloomy dull-bright sky.....

How time flies. This is my fifth morning in Tokyo, yet I have not seen anything exciting nor even in the least worth buying. Times are bad here in Japan, or so they say.

Since I mailed my last letter to you I was picked up by Mr. Hirai of Kagawa-ken. At his showroom he showed me a few samples. None were up to our standards. Saw some lacquered rice containers and suggested some for our store and possible wholesale in black and red. These containers are about 12" in diameter and about 5" high with a very slight bulge at the side and without any lids. I thought they could be used for salad bowls, as Martha suggested often (and I can hear her nodding her head at this moment). I do not know the price as yet, but a few samples are being prepared. I think it will be about \$5 each FOB. Quite expensive so I doubt that we can do too much, but yet again it is a very hard to produce item. I do believe that Hirai mentioned that they are lacquered about 13 times. I suggested that less coatings be applied to cut cost, but the maker might not be too amenable (spelling?) to such an idea.

I also thought a deeper bowl with lid (rice container) in smooth lacquer finish, red/black, at about ¥900 FOB and 9" diameter would also be interesting. Samples are being prepared. Could possibly sell for around \$12.50 ~~for~~ \$15.00 retail. This can be used for salads without lid or hot foods like macaroni dishes etc. After all, rice is hot and steamy when put in and the containers have withstood many years of use. Maybe a little blurb tastefully prepared and inserted with each lacquer bowl stating its history and method of manufacture etc might just do the trick. This is a quality item and should be given numero uno treatment.

April 4, 1958. I was interrupted by a visit from Mr. Onishi of Maruhiro, our paper star maker. He brought me some beautiful fruit in a wicker basket for me to "get well" from a seige of runny stomach which occurred at his office the night before. This is a long story and will be related in full at a later date.

R At Kagawa-ken showroom I purchased a toy (folk art of the prefecture) of a figure on a bamboo stick, its arms made of string with two stones as hands and its body shaped like a flat drum with hand made paper stretched taut. When you twirl the stick in your hands the stones strike the drum body and thumps away. It costs 6¢ FOB Japan and should retail for around 40¢. I bought 100 dozen, I believe. Should go good at our store and might be a good wholesale addition. Time only will tell.

At 1:30 PM I was picked up by K. Katō and we both left for OMIYA, the supplier of our rattan fly swatters. There I selected some little gadgets for the kitchen. I will give you details in later letters after receiving FOB prices from Kato.

Then we went on to the doll (KIM) maker for possible new ideas. I did see a crying doll which I was told was bought by Ken Hirose. It had a Little Red Riding Hood costume on. I suggested that it be clothed in Kimono and sold to me at the same price and reserve it exclusively for me. A sample should be forthcoming. We may sell quite a few, for it provides amusement in various ways. JIM, Please investigate DUTY of crying dolls immediately. At around \$1.30 FOB, the 7" crying doll (@.35% duty) should sell for around \$4.20 to \$4.50 a dozen without difficulty, if prices are not too far astray from other importers of a similar doll. Will send sample as soon as received.

At Kato's office, I was shown a few glasses with rattan wrapped at the bottom. The quality of the glassware was not the best, but is advertised as heat-proof, and should be good for hot drinks, like coffee, besides being used as highball and old-fashioned glasses. The shape of the glassware was acceptable. I believe that samples will be sent to you. Kato has an exclusive on the item and he revealed that AKRON of Los Angeles was interested. I gave him the pitch concerning Akron.

So far I feel I have accomplished very little. But I am actually ahead of last year in accomplishment. However, it still seems slow to me.

Pieces are quite reasonable, I believe

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This space is also for correspondence.

but how saleable? I do believe that we can sell a few of 3'x3' and 3'x6'. The strands are 1 inch apart and beads are natural and top is of canvas. I believe the 3'x3' HOKEN should LAND SAN FRANCISCO at about \$1.55-1.60 each. We can retail for about \$5.00 each. I can buy a few for our store. The 3'x6' size should sell for \$10⁰⁰ each. So much for now. Love, Devi.

4/4/58 No letter yet! H. Spaw Roger Barber yesterday!

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Nothing may be contained in or attached to this letter.

航空 PARAVION

Henrita, Kahaishi
Delight Hotel #128
Shimbashi, Tokyo
Japan

Guy's and Dolls
TAKAHASHI TRADING CO.
1661 Post Street
San Francisco 15
CALIFORNIA
U.S.A.



On Tuesday, April 1, I called up all the people I have done business with and scheduled my appointments. I contacted, KUWAMURA, DAICHI-SHOSI, SEKIZAWA, ICHIMURA, SUZUEN-KOGYO, TENODA.

I went to KUWAMURA, the old gal came after me and showed me a few samples. Great disappointment, samples, I mean. The old gal too. She showed me the bamboo HOKEN, beaded, in 3 sizes — 3'x3', 3'x6', and 3'x8' — Here are prices —

3'x3' = 1.02 FOB
3'x6' = 1.96 FOB
3'x8' = 2.50 FOB

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