

April 9, 1958 Letter No. 09
Letters from Japan:

1) Ichikawa Sangyo -

advised us on the samples of table lighters they were sending us (we rec'd the samples, T-108 with three legs and T-107 with the metal base), according to your instructions. They say they sent a man to Aizu to have the designs you wanted made and they will show it to you as soon as they are done.

We also received shipping documents on the "Japan Bear" shipment of table lighters, 7½ dozen pcs of each color, 40 dozen of each design.

We are in need of the popular numbers, such as the 2 and 4.

Tomoye went to Bk of America to set the plan into motion to open L/C in favor of Ichikawa by another name so as soon as we can produce a financial statement and it is approved by them it should be okay.

By the way how is Ichikawa's production? How long does it take them to get a batch to ship, say, about 40 or 50 dozen of each design?

With the present shipment (Japan Bear) they will need more money and we wish to let them have the L/C by the time they have another shipment ready.

2) John Motoyoshi -

Shipping documents re "Japan Bear" rec'd. Is shipping the LPL-19 and 22 lanterns and 5 dz each of the wooden trays on order, all told 1,200 pcs of lantern and 30 dz pcs of the trays.

Misce:

The import duty rate on the wire "educational ring toy" thing is 35% ad val, according to the Appraisers. The thing comes in as "toys, other".

The list of rates I sent you ought to give you a general idea as to what the rates would be on almost any item you would wish to handle.

If you do see anybody from Nanri Osaka who handles our account please tell him that the cartons used on the wooden luncheon mats were not strong at the seams - a few arrived here split at the seams. Again, PFE's handling is rough so it could have it caused it, too, coupled with the added weight of the wooden mats. Anyway, 24 dozen is the limit with wooden mats. If they put more in the carton should be doubled for strength.

The quality of the mats seem to be okay.

3) Sumii Shoten -

Sent us advance samples of the "white, black, and mustard yellow". The white should be "white enamel mixed with good oil", according to Tami. The black came out alright. Mr. Sumii seems to have trouble getting the right kind of shade for the mustard yellow so Tami is going to get a color swatch to send to him.

If you can see him at his place probably you could instruct him on that.

The XC-59 type calendars on order come in as manufactures of paper, 17½% (Par.11413)

Silk HATTAN ZABUTONJI come in as "Mfg of silk (pillow covers), 29% (Par.1211)

Rubber ~~erasers~~ are 12½%

Floor coverings:

Common China, Japan, and India straw matting and floor coverings made therefrom (Par.1021), @1½¢ per sq. yd.

Floor coverings of grass or rice straw, not in chief value of cotton, 20% (1021)

Other floor coverings, nes., 18% (1021)

Concerning Ichikawa Sangyo's shipping documents we find that they do not show the exact break-down of each c/s which leads to some difficulty on our part in figuring out things. Especially when the quantity per design is different we would like to know the contents of each c/s for stock control.

Letter 09 (~~MAK~~ April 11, 1958)

Dear Henri:

We received your letter dated April 9th. How fast. Got the sample of the hot pad you ordered. Tami and I think perhaps the beads could be a little larger, especially on the outer ring. Perhaps, this would be cheaper, using four beads per section instead of five. The perportion may look better and as I said, may be less expensive. Too high for 4.50/dz. Don't buy many bamboo curtains. Find something else instead, if possible. We got some color slides of scenes of Japan from Hashimoto Feather yesterday. We don't know what for, butttthey are pretty.

Glad you are working on Christmas cards. For Christmas, they should have the greeting inside because the majority of people want that and don't like to have to write too much. Also, they save on postage when they send out so many. The printed kind for \$1.00 per box of 12 will be terrific and you will sell thousands. The average person buys 100 to 150 cards so anything unusual for 10¢ or less will be very good.

(Henri, this is Tami now...Norman is running today for his school at Kezar VS another jr hi in the 100's in 50 yd dash. Beat his challenger yesterday in school finals, and Monday they'll run off the city jr hi events. Today is vs. Luther Burbank.)

(Jack says NUT TREES are always interested in FLYING as you know. Fliers have to have weather reports, brdcst on diff wave-band. Fishers in boats, yathtsmen, etc. Japan small radios are wanted by Ed P who will be the wholesaling distributor. Far Eastern Trade Council will be importer. We don't guarantee nor service, nothing. Motorola only one with this radio. Hitachi people want to expand trade in US; do they want us to take exclusime? Eiichi says SONY rep. here gave it up bec. too many seconds that needed repairs due to inadequate inspection standards at factory. But ALSI of SF importer of stainless flatware, etc, trade mark Eiffel Tower, active in good premium type merchandise, also brings in J. transistor radios CORONA fitted with US made transistors. Call to local distributor tells me Motorola been on market for 4 months, selling fast, all back orders being taken, earliest delivery now is end of month. Do yo want to handle importing for Nut Tree? They need a channel. Retail here for 79.95 with window rack, earphone, case extra. 2-bands, standard broadcast (530- and Marine Beacon band (200-420 KC); pocket size, 2½lbs incl batteries; 1620 kilocyc 6 transistors; 3 germanium diodes, 2 ferrite antennas 1 for ea band; 4 1½volt batteries; steel cabinet with chrome trim, metallic grey color, has earphone jack. If you want to handle it for Nut Tree he says he'll place order & finance it too)

tami

Sending this to Kyoto Bito, hoping it will reach you sooner.

Jack still wants a \$1.00 ash tray (retail) in ceramic or china. It's best to get the kind that has a place to leave cigarets rather than just a plain dish, although if that's all you find, it's ok. It would be nice to have several assorted shapes and colors. They need not be huge, but at least 5", if possible. Can be round, oval, free form, long, etc.

Enclosing the brochure. Sending out today or tomorrow.

Will write again. But wanted to get this off.

Don't let Mrs. Kuwamura Soshingu talk you into anything.

martha

G-16 - selling quite well now
holding its own, I'd say.

Luv.

4/1 - 4/4 (4 days)

G-16 = 22 doz

G-17 = 28 doz

sold

Pearl tolls: We now sell for 3.00 / doz

365-

Hang tags 6.00 / doz

504 ea net 1.00 / doz