

April 13, 1958, MOJI Japan

Dear people, I fly to Moji yesterday. Did not have time to write even a short note before leaving for the airport. My schedule was made so suddenly due to unsuccessful tries in getting hotel reservations in Kansai area. There is such a tremendous number of activities scheduled in Osaka this Spring--Int. Trade Fair, Int. Art Festival, Cherry blossom viewing and a score of other events and also since there is so little hotel space available to accommodate such an influx of people.

However I managed to secure lodging at Kobe International Hotel from April 18, 19, 20 and at New Nagoya Hotel from April 21 to 23 and the Shizuoka Hotel from April 24. I expect to be back at the Daiichi Hotel from April 25 for at least 1 week to clean up any loose ends.

I am flying to Kyoto Monday morning. Am leaving Moji at 5 am train to catch the 8.00 am plane out from Fukuoka for Osaka. Expect to arrive in Kyoto around noon tomorrow, and I do hope that there is room for me there somewhere. I have asked Mr. Nishikawa and also Kaneshima of Kyoto Bito to make reservations for me. I hope that they are successful. I going there with my fingers crossed.

You will probably hear from my suppliers before I write to you. I have made a few purchases, such as stars and balls from Kato Seiju (Maruhiro), calendars, cards, scroll-calendars from Serzawa. I have not yet committed myself with Ichikawa Lighters re new lighters (they were readying our shipment when I went there April 2nd) Hirai on new designed teak salad bowls, for Kuwamura bamboo noren. I did buy 100 dozen bamboo hot pads, but I really am wondering if it were a wise purchase, but it was only \$180.

From Kamei I purchased some TSUMUGI bolts of hattan zabuton-material for immediate delivery. They are SHIBUI and in only small lots to satisfy our local wholesale customers. I also reordered some DZ 4 mums in orange, lime, white-black, white-red, white-olive, 14 bolts in all. Also reordered some DZ 13 to 19, and DZ 20 to 23. I thought they were good sellers. I have made them promise me that they will sort out the grade A and grade B for us and that they will make pillow cases with zippers for us with grade A material only and the grade B material will be sewn into furoshiki for us to sell cheaply in our store. Samples will be ready by the time I get back to Tokyo.

If this is to our complete satisfaction, I feel that we will again be able to enter the cushion field just selling the pillow covers and foam rubber separately--to avoid state labeling regulations. Noil covers will be readied also. This is also a good idea, methinks.

Noil coolie coats for woman is \$1.55 FOB Japan, and noil bankers coats are proportionately higher. Will get prices later. What do you think? We can choose colors from the "blanket" samples we have in SF. Only small quantities can be purchased to make into coolie coats, and kimonos. Women's noil kimonos are about ~~\$2.15~~ \$2.15 FOB Japan. or \$3.05 landed in SF. We can wholesale for \$6.00 each.

Please measure Hathaway collar so we can buy long-sleeved pongee shirts in natural for the fall. I ordered 210 pongee robes (without resin finish) 50 natural @ \$3.05 FOB, 80 pieces red and 80 pieces blue both at \$3.35 each. Should be ready around June 15th I also ordered 12 dozen NATURAL Pongee shirts, short sleeves and NO RESIN Finish, at a 2-4-4-2 ratio in sizes. Also ordered noil men's kimono robes--100 pieces #12, 150 pieces #15, and 100 #N-1. Price is \$2.65 FOB Japan.

Hope you are writing my letters to the various hotels in the Kansai area at least 5 days in advance so I will get them for sure.

I shall have any mail which arrive after I leave forwarded to Daiichi Hotel. My leg sore is getting worse so I may have to cut my trip to Japan short and return, I'm afraid. Am keeping my

fingers crossed. Love Dami

This space is also for correspondence.

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Huni
MOJI JAPAN



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折込線

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