

APRIL 20 1958 Trade International Hotel
Letter #2

After buying all those decoration toys we had a quick lunch & left for OSAKA (4 PM) for our iron monkey hanger maker who also makes other iron items. He was waiting for us since we had phoned earlier.

I again bought some items which totaled \$3000. So today I spent over \$5000 in all. But if we had to go into iron goods we had to start with adequate stock and inventory. I thought I ordered ~~the~~ candle holders in 3 sizes from 3" - 3 1/2" - 4" tall, or wide. I forgot. And also taller candle holders in 3 sizes. I hope I am not making a booboo. Prices should not be too high - about 17¢ each for the small, 20¢ for medium, & 30¢ for large. SD. landed price should be around 23¢ for small, 26¢ for medium, & 38¢ for large. I saw about selling them at \$4.80 doz, \$6.00 doz, and \$9.00 doz. Should prove successful. They are easy to manufacture and since this market is cheapest in Japan we should not fear any competition.

I purchased some items for our store & also we can sell to others in small way - crab @ \$550 FOR, Meshin type Hibachi with Japanese characters @ \$1100 FOR (not FOB) without wooden base, some iron lanterns (192 pc.) of 4 patterns, some duck & swan, deer, horse, HIBACHI (7UR0) & some leaf shaped ash tray to sell for 60¢ retail, planters, SUICAN, & KWANON statue @ \$650 FOR.

We had dinner in OSAKA and then returned to Kyoto.

April 16th. Left early in the morning & went to Trade Fair which turned out to be better than last year's show in Tokyo. I did find a few nice looking things but could not do much at the FAIR except to take notes. Met Mr. FUKUSHI who is liquor maker from #124 at the fair. He knows TAMI. Made appointment for next day at Kyoto. When I did see him we discussed possible items such as candle holders, salt & pepper sets etc. to coordinate with our lighters. He knows who are making our lighter bases & will try to get the colors from them. I will order from him later after he prepares samples & prices.

I shall not return to the fair. I got catalogues & the various KEN showrooms are just as good, I believe.

In OSAKA we went to our SHAMISEN maker and I purchased 10 more @ \$3000 FOR. I also ordered 100 shakubachi for our store. I asked for SHINA SOBA plate but he was out. We went back to Kyoto and went to paper lantern maker where I got prices. Dropped in CAMERA store & fell in love with

2 month. Should include some cheap TMS decoration.
 Discussed various designs at NISHIKAWA and samples
 will be made for me by the time I return to Kyoto in May.
 MR. TAKEBE will be in SF latter part of May. Mr. NISHIKAWA
 will also be in SF, - but with a group of POTTERY ASSN. People
 who will go to WASHINGTON DC to explain Japan's situation.
 Had dinner with TAKEBE + KAKESHIMA.
 April 18 - 10 AM caught electric train for KOBE.
 On arrival I immediately had one interview after another
 since I had written ahead from Kyoto concerning my Kobe
 schedule. Indeed. Wooden mats from TANAKA. Same maker. WJ.

PAR AVION
 航空

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 Nothing may be contained in or attached to this letter.

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2 camera called ASAHI PENTAX which I bought the next day
 plus a small tripod with elevator swivel top & a huge leather
 carrying case for my new purchases. Cost me \$135 for all
 but it is worth at least \$265 in USA. We can use to take
 pictures of our purchases for cataloging.
 4/17/58 - Had breakfast with Jimmy Hirono who
 had just checked into Miyoko Hotel the night before. Complained
 about how bad his business was last fall & this year to date.
 He plans to leave for SF within two weeks, he said.
 Went to NISHIKAWA after buying CAMERA & taking out
 \$1000 for KYOTO BIZ purchases which should go out this

This space is also for correspondence.

ここにも通信文を記載することができます