

Letter #16  
April 21, 1958

Dear Henri:

How are you? Haven't heard from you for several days. Guess you were so busy on your short trip to Kansai. Hope you found some interesting things. Hope our letters reached you in Nagoya.

Days are warm and sunny like summer now. Our house is very warm and windows left open all day.

Jim sends his resume of letters received last couple of days.

As aprons of the linen of the napkin weight and quality must be quite expensive, perhaps they should be very simple like the cotton aprons you used to get from Kamei. Why can't you get a sample from them and give it to Daiichi, changing the belt to something that won't run, when washed.

Tami, if she can find it, can send the cambodian apron she once made, remember as another sample.

So far this month, we shipped out 13,507.77 incl. last Friday, 4/18/58. It may be our lowest month this year, but better than Jan or Feb of last year. We hope we can meet Jan record.

We have a number of May 1st orders piled up now.

Pacific Felt people are still on strike. It sure is hard to get cotton. They got it for us last time from Los Angeles, but took quite awhile. We are still trying to catch up on the zabuton orders but only behind about three days now. We hope to get caught up before the cotton runs out again.

Had dinner in chinatown with Warren and his wife. It was nice that Pinkie and Norman came too as well as Pinkie's Chinese friend. Hime and Eiichi joined us later at our house. Warren was so disappointed that you weren't here. We all thought his wife wasn't what we expected him to marry somehow. She is rather aggressive and not a bit pretty. I hear she was a scientist too. They like victorian furniture too. They collect antiques or something.

Got a request for plain pencils with erasers at end without any printing from an imprinting firm. They may be small time, but as we do have samples of exactly the kind they want, I replied that minimum order was 100 gross, 1 case, require L/C or Bank draft. Price in Japan is 77¢ per gross as per sample we have from Kato. Jim figures \$1.50 landed. Can we quote \$2.50/gross by case or should we say \$3.00? Or don't you want to be bothered? I feel it may be worth it if we start the import orders. It isn't anything that would be so bothersome, that is if they can order such large quantities.

How did the match business go? Were you able to order them?

We still have a few requests for steak knives but they were a big headache, weren't they?

Let us know what you have ordered and how firm the orders are. No samples yet from anyone since ~~you~~ we last wrote. I don't think the lighters are too good an idea, the samples that arrived a couple of weeks ago, that is. They seem to have so much trouble making what we already have on order as it is without adding more. We are still not completely stocked on the lighters. #4 in black and white are nearly gone again. #2 in black and white are gone too. We still have lots of #1 and #5, except mustard and pink which they didn't include in the last shipment.

We are very low on the G-10 lacquer fans. We have only three colors in stock. No purple or green left. Hope they ship soon.

Please write. Is your leg just the same? How much longer in Tokyo?

Sat. receipts: \$1,192.56; Today, Mon., \$1,638.70 (wholesale) Not Bad.

Curley comes with Tami every afternoon. She is getting back her fur.

Will write again. Martha



K. Kato wants about \$3,000 to \$5,000 more in L/C for early May shipments. He has one shipment via President Hoover ear-marked for the latter part of this month which comes to about \$1,500 including your purchases from Ohmiya (kitchen ware, miscellaneous).

Also advised us that he is collecting the samples for you and that he will ship those you are interested in. He expects your return to Tokyo on or about the 25th of this month.

4) Sobisha - Mr. Shibata advised us that you wrote to him about seeing each other in Shizuoka on the 24th, from Kyoto Hotel, and that he ~~xxxx~~ is anxiously looking forward to see you with Mr. Sugiyama, with samples, etc. Re the L/C for the shipment of folk art boxes (only X-201 and X-202) Mr. Shibata discovered none of the PFE boats will hit Shimizu harbor this month. Consequently wants to ship via some line that offers the same rates as PFE within the L/C time limit. Wants us to extend L/C if we insist ~~xxxx~~ on PFE.

5) S. Kamei - Copy of the letters, Nos. 58/18 and 19, with Sales Notes, Nos., C-1964 for "Pongee Silk Men's Short Sleeve Shirts, assortment per dozen pcs (S 2 pcs, M 4 pcs, L 4 pcs, and XL 2 pcs, @\$23.50 per dz, 12 dz, C-1966 for "Striped Noil Men's KIMONO Robe, 56" length, @\$2.65 per yard, total about 350 pieces, in such patterns as No.12 100 pcs, No.15 150 pcs, and No.N-1 100 pcs, total 350 pcs),

C-1965 for "Pongee Silk Lady's KIMONO Robe, 47 $\frac{1}{2}$ " length, in the following patterns and prices; natural ;;;;... @\$3.05 pc 58 pcs  
red ..... 3.35 " 88 "  
blue ..... 3.35 " 88 "

and,

C-1973 for the "DRS-X Raw Silk Coat with two pockets, @\$2.00 pc, in the following patterns, No.1 125 pcs, No.12 250 pcs, No.15 250 pcs, and No.N-1 125 pcs.

6) Misc:

a. The Japan Export Times (c/o NP Bldg., 937 3-chome, Nishi Sugamo, Toshima-ku, Tokyo, Tel. Ikebukuro 97-3181-5)

No.207 issue, March 27, 1958,

carried an ad (Picture No.67-37) of a so-called "Genghis Khan NABE" with the following description: "much improved, die-cast broiling pan with duplex tops which prevent smoking while in use. delicious and richly nourished food are available with very simple cooking on this pan. 2 different sizes." We will write to the paper to get the source but perhaps you could do better while you are still there.

We will instruct the paper to relay the information to you at Dai-Ichi, tho.

b. I guess we are in for some warm weather for a change. It's getting too hot for base-ball (SF Giants got a huge welcome the other day and they clobbered LA Dodgers 8 to 0 in their 1st game - the score was reversed against them when they played against the Dodgers in LA after that) and other sorts of sports unless you are a mania, sitting in the hot sun. I hope you have a few sunny days in between while you are going around in Japan, Henri. Tami and I got off the Northwest Airlines stuff to Serizawa Friday evening. They should have it by the time you return to Tokyo. The newspaper headlines report a mid-air crash between a jet fighter and a regular airliner, resulting in the death of 47, today. A few reckless flyers can cause a lot of damage, huh! Tokyo taxis could be worse, tho, from what we hear back here. Be carefull when you sleep outside.