

April 23 10 PM

Dear people,


Guess I covered Kobe quite thoroughly in my last letter. However, on Monday, April 21, I interviewed Kobe Matsuda at 9 AM. Told him that his prices were out of this world and too high for me to buy.

at 9:30 AM I met Mr. Yoshida, our grass mat maker, who told me that he wanted to do business with us thru HANKI. We talked of GOZA mats with designs in HARLEQUIN shapes. They will try.

at 10 AM Nanni Kobe came & I was taken to the office-showroom. What a tremendous building. Mr. Kingo Nanni who came with TSUNODA many years ago is head here.

Saw many + more decorations here which I liked. Samples should be forth coming. Please comment + report back immediately.

Nanni sell GUB @ 294 each FOB. But sample I hope. Same as Kurumura - also HOKER.

Also saw brandy glasses  in smoked color (1 1/2 oz size) @ 294 FOB dozen. Filled with candle, should prove interesting so I asked for samples. Glass ball darning similar to AMERICAN IMPORTS available from ~~1.75~~ 1.75 gross (~~4 1/2~~ 4 1/2) to \$10.45 (4") to \$14.30 (5") to \$1.45 gross to \$1.81 gross according to size, packed in boxes of 3 doz assorted.

I got a lot of prices + will probably buy on my return trip. Including paper parasols @ 484 gross. Nanni Kobe is good source for cheap toys, I think. They have capital + ability, tho sometimes their prices may be high.

Had lunch with Nanni manager + caught electric train for Nagoya at 2:10 PM. Reached Nagoya at 6 PM. Had OSUSAI in basement of Hotel + saw a CHANBAKA movie also in the basement.

Make appointment with Matsuyoshi for 12 AM on Tuesday April 22 but he did not show up until he phoned for 1 PM appointment with one of his assistants who brought trays samples. Got pins which were

please. In I am working in the dark.

ここにも通信文を記載することができます

This space is also for correspondence.

Seems as though I may need more trading for future selling. By the way, what are their whole prices. I forgot.

I see that South Cal. area is not very good this month. Could be due to the weather.

<sup>✓</sup> I that I placed an order for large back parcel when I was in Tokyo, but I am happy you did too. I asked them to ship some immediately in end May if possible. Nagoya is very busy now for summer season. Thank

May Tomi Sabi Cutlery  
20/10/75 - NY  
This is a gift

この郵便物には何物も封入又は添附できません  
Nothing may be contained in or attached to this letter.

航空  
PAR AVION

USA  
CALIFORNIA

Tami + Mochika  
TAKA HACHI TRADING CO.  
1661 POST ST,  
SAN FRANCISCO 15  
CALIFORNIA  
USA

AEROPORAMME



EL DRIPPO #1  
1661 POST ST  
SAN FRANCISCO 15  
CALIFORNIA  
USA

already sent to SF, before I left. I presume, at least everything was very disorganized & J. Motoyoshi was too busy with another customer to see me all the time I was in Nagoya. I am at present fed up with this company. I do not want to place any porcelain orders thru him for he is inexperienced and can be easily fooled by experienced & crafty manufacturers. Business is not good here in Nagoya & competition is fierce. I'll buy more trays only from him. By the way, how are things being received? Please report trends

ここにも通信文を記載することができます  
This space is also for correspondence.