

Deases & Henri - started writing int cousin
Shigeko came & her father Maruyama so I talked away the evening
Lobby & in the grill downstairs till late. My uncle Koemon Maruyama is called to
appear with 300tus from Yamanoashi to join a group from all over the country on a jury
trial deal at the Emperor's command - at Tomonon's ceremony ^{some of them will re-}
ceive Kinsho (medal of commendation) + eventually benefit get one too so that
will make 2 in the clan. Dr Miyamoto of Denver says one - this present generation
how about that?

Tuesday Eve 9-30
Wed. Oct 7:40 AM

Shigeko was making as documentation typist + personal secty to a guy
who supplies sweaters to JC Kenney's, Leeds, Anita (Calif) + Mine (Calif)
LA (sportsman) etc so I asked about Binown, Naigai, etc's cashmere + angora
sweaters as I recall at one time I was interested - but I think only thing to
do is do the real de lux stuff for J. Magnin, Saks Fifth, Neiman's etc with
Chattily lace over cashmere, with ~~with~~ collar, cashmere + milk, angora/lamb wool with
imitation pearl + Sts beads, etc for fancy hotel shop trade - wherein lies
the profit like in Tassels - no fashion whims of color, etc in high
price line. Just my opinion, but sweaters ~~made~~ by Swedish makers that have
soft shoulder yokes of color for ski wear + supply never good enough
to deliver - so Japan should do it. Sweater man's name is Wada and
speaks excellent English + is now en route to Canada + States where he makes
annual trips. Tokyo Marusan Gumi - doesn't have high type connections.
Only companies that buy a million dollars a year to cover the profit due
to volume because of low price + direct sales.

They have style sense but no connections with higher bracket mkt.
+ poorer better margin items ~~at~~ and fewer quantity. I was interested in
beaded things so thought I would send samples back for duty % inquiry.
Also cashmere test - LA + NY are large ports of entry for sweaters from
Japan. Haven't found outfit that Cyril Magnin went to see - tho I
thought he was coming here this last Jan-Feb.

These few days I am wrapping up things I started but I
keep getting new ideas + I haven't even started looking - I went
only twice to Takashimaya (once was with Dr Leeds to help
him buy a telescope, astroma, projector) + took 2 hours. The other
time was to the stationing + toy dept only with Suzuei/Suzugen to
look at dolls (large).

Think fewer better things more interesting business-wise than buying
junk. Kaneshima was astounded over quantities Henri brought +
made worried inquiries on whether iron goods, birds + bees
were selling. Kaneshima very anxious to sell to us + considering
going entirely into export + quitting retail store + using own home.
Wife also helping office now. Advised him against it.

In Kobe as well as elsewhere Henri has well reputation for
good behavior this year, most everyone speaks highly.
I mentioned one or two things ~~to~~ that an outfit shipping stationer +
another outfit shipping another item (small calendars) failed to put on JAPAN label
+ every one thinks that is worthy of claim against shipping for cost of time, labor +
no inspection.

11:30 this AM I went + Micho 2 men to Clactic's outfit to talk over acrylate
(Nutenishi) which he says costs 5x cost of plastic (lucite) + we decided he
should make us samples, before I left if possible - lighter base.

AM shampoo - hair now under dryer - must eat + wash to 2 o'clock
appet at Kanebo for a fitting + then at 3 pm I am being picked up by Com
ply car to go to and visit with Marusan the permitted goods outfit
which makes sweaters + discuss more when I see their samples. It's a
5 story old Bldg with elevators all packaging + shipping gloves sweaters
they will send a car to Kanebo.

Oct 2 - 11 AM at Marukio - nice guy - told him background of our firm, head office in Hawaii
took Sarusa food which his box allowance is \$20 on your cost - but Marukio can make

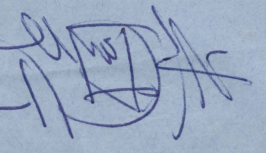
3/cases ex-factory quoted me is 15% higher than what the price should be - and that these 5 sheets are all stock items so cost of type isn't even nec. to figure if we just go to a subsidiary of Oji Paper Co. called "Kōkoku Jinken" totally owned by the parent company who makes paper. Sells wholesale, only printed wrapped paper - in thousands of patterns - at such prices none can equal, + already to fill orders - also does custom work & is outfitted to do it at unequaled low cost. So I let Maruichi investigate. Also by Monday 6th he will tell me about my idea of packaging J. perfume for wholesale - real cute idea. Also cunds on PCW in cells roll - also print our flattened paper box & separate cover printed & TTCs retail store pattern on it - folk art design "Takahashi" also learned a lot about the guy, his family, etc. Told him he made H. one by selling East Hiroka - he says no order resulted & guess price too high. How the place orders after pre-sell at Show. Maruichi, daughter, wife, all sat with me & fed me for 4 solid hours, gave me a book, + a beautiful string of pearls (necklace) for which please send letter of thanks from S.F. Love Tomis.

折込線

Nov. 1 Oct 2-58

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It in paper for 10 incl outer box holding 1 doz as per your sample to have been sent by Kenkato 1 month or more ago - did Kenkato mail air mail such? I'm asking more as a test of Kenkato's faith rather than necessity of saving ¥10 per box upon ex-factory cost. Maruichi says he doesn't care who sells it, but he heard box cost of Kiri wood tooth pick box was high in comparison to entire cost, & bec. he makes boxes for a living, spent ¥6,000 on his own to produce the samples which he asked Kenkato to ship to you whether bought thru Saurya or whoever. Also cover fits easier, etc easier to replace than Kiri box cover. Can also insert blunt or hand made pick - for very little more money. Paper, Nishio's Karokawa gave me quotations Re: your sample sheets wrapping paper, Nishio's Karokawa gave me quotations on printer's cost to reproduce printed paper incl cost of making new type and showed all prices on all weights of paper, 37# etc + Maruichi says in all Maruichi

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This space is also for correspondence.