

APRIL 23 1958 #2

Last night Mr. Saiki of Mico Trading came to see me - around 4 PM and we talked & talked and had dinner of *sewahi* & then we talked & talked until 10 PM. I complained of bad *yozo*. Also mentioned Rocket type pump gun.

Later we talked about antiques which is his bread & butter & I think we have hit on a good idea that might prove very interesting.

Mr. Saiki will ask lots of questions among his antique dealer friends concerning the type of items bought by local merchants at the various auctions to be sold to J. Brown, Yamanka, Gumpke, & Maguire, etc. Then Mr. Saiki will be our purchaser of these same type goods for selling in U.S.A. They will be one of a kind items & should prove interesting to our own customers. We can do this every quarter & even more frequently - have a showing at our warehouse or rent a space somewhere - & call all our good customers. Not a bad idea, eh wot? Maybe Tammi could go for this type selling in a big way. Mr. Saiki will give us a little information about every item he buys for us which can be translated & given to the buyer. The more I think of this the better the idea. We need something like this to brighten our Retail Store sales, especially Mac on this when I return.

✓ This morning Mr. Washimoto came for me & I went to his office. I bought some *HABOITA* birds @ 1.09 ^{to 8} *yoze*. Also a nice ^{tiny} natural feather duster @ \$1.00 doz. 70¢ and a larger extension feather duster as a trial order (70-72x) which has longer feathers (8"-10") and has a beautiful white feathered center. Samples will be sent. Had lunch at Washimoto's. Thanked him for the color slides & pearls. He is a camera bug. I found. Then I was driven back & left to myself. I made plan to go to *SHIZUKA* - train tickets, wine to *SHIZUKA* etc. I shall be in *Shizuka* for 1 night & then will be in *Osaka* for about 10 days, I guess.

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How are you getting on today?
 Are we at the end of the road? Maybe GOR
 size mat should be interesting.
 This damn leg makes it impossible for me to
 do much walking & browsing.
 Hope SHUCKS is better than Negoya & that
 samples are ready in Tokyo
 love to the children - Henni

折込線

Elmwood Drappo AP2
 1661 Post St
 SAN FRANCISCO 15
 CALIFORNIA
 U.S.A.

航空
 PAR AVION

HAPPY OLEO
 TAKASHI TRADING CO.
 1661 Post St
 SAN FRANCISCO 15
 CALIF. U.S.A.

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.



Please send me addresses
 of important customers.
 Will drop them + line from
 Tokyo, Henni

折込線

I have not decided what to do yet about coming home. I must make another trip to KANSAI to see samples & to order matches before I return to USA.
 However, my leg is getting no better and I am not enjoying this trip as I did last year. The way I feel now I would like to return as soon as possible. But I must buy matches here before I return - from PA to USA.

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