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April 23, 1958

Dear Henri:

Re: Kamei ladies' noil kimonos in solid colors, I am enclosing the swatches chosen. Perhaps you can choose three or four out of the group. The blue, red and greenish yellow were chosen by you, Jack and me some time ago. I like the plum color and think it would be a good addition. The dark green may be too dark but we don't have a black so it may be a substitute for a dark color. I have a hunch the blue may be the best seller if the customers are conservative, but the other colors are different and make a terrific selection together. It would look wonderful on display, don't you think?

The zabuton noil can be in the check pattern? The selection of color combinations would be very important for that too. It means weaving very large plaids. Would it cost more than say, the noil stripes for the jackets? I mean because it would mean they must alternate the colors in the warp as well as the weft. How wide can they make the material? The widest possible, that is.

Tami is taking Mr. Tanaka of Kobe Chemicals to lunch today. She really has her hands full with these people from Japan.

How do you feel? Will you have to come home soon? Hope you are getting lots done. We haven't heard from you for a long time and imagine you are very busy. We are also pretty busy here, and although business is not as brisk as it was in February, the orders come in fairly steadily, and we hope to keep up the sales figures above last year and not be a disappointment for you.

The pongee kimonos are selling well. We are almost all sold out except for a few brown and charcoal. It's a good number because there's only one size. I think the ladies' noil kimonos for fall will be very good, in spite of Jack's concern about garments, and I feel that they will fly out. We may have trouble keeping the colors in stock, and will quickly have to reorder in a different proportion. The lighter colors may not move as fast in the fall and winter, but for 6.00 or 6.50 wholesale, everyone will want them for Christmas gifts. I am rather excited about the new solid colors and we can add more colors later? If it looks like a good seller?

Tami says she has been seeing lots of contractors lately. She is finding it hard to decide what to do, about your house, that is.

Going back to ladies' noil garments, we don't quite understand your comment in your last letter from Moji: "Only small quantities can be purchased to make coolie coats and kimonos". Does it mean they won't make large quantities? Why? If so, don't you think we should stick to the kimonos ~~and~~ so we will have ~~XXXX~~ enough. What is meant by "small quantities"? All swatches enclosed are from Blanket # SK 4149. I don't know if that is the same #2 weight, but the important thing is the color.

Re: linen aprons, if they are to be made of the same material as the napkins, even in the natural, wouldn't they be very expensive, especially if they are silkscreened with a design? It would take about 2½ times the material of one napkin, at least. How much will the silk screening cost? Can the designs like our cotton aprons be screened on?

Six days left this month and we have shipped \$15,828.36. Last year, this time, first four months was total 68,700.22; this year to date total, 84,497.10. If we can ship over \$4,000.00 in next six days, we will be 20,000.- ahead of

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We hope we can keep it up. It's really good to know that we have stock of most items. But, perhaps before too long, some things should be reordered so we will receive them about show time so we can ship promptly. I think our strong point was our good stock this spring and immediate delivery on most things. We have very few back-orders. Now that freight is collect everyplace, the customers also like it, and we should have stock more so than in previous years. No one but those few you know about has complained to us about the FOB San Francisco so I'm sure it's ok. Jan doesn't mention it anymore either. She didn't like it because it means she doesn't get as much commission.

We haven't heard from you since Moji. Hope we hear from you soon. We must be way behind on news. Please try and go over our last 18 letters and answer some of the questions if you can. Also, if you want other information from us, please let us know. Also if our reports and procedures are alright, or you want us to do things differently because we would rather know right now than after you get back and is too late.

You asked us to report on our reaction to samples of items we receive which you are ordering. We have received very few samples so far. Kato wrote that he is planning to show you the samples on your return to Tokyo and then sending those you choose. We expect them next week. We received the little cloth dolls from Tsunoda. I'm sure we mentioned that. They are same as the previous samples with additiona of a boy.

We have 40 doz. HIM monkey hangers left. Will you order more? Please reply.

That's about all for now. Martha