

April 28, 1958, Letter #20

Dear Henri:

Received your two air letters from Nagoya this morning. We are waiting for samples. Nothing since the gift wrap ribbon Friday.

We sent you the labels for the addresses of good customers. Guess you got it by now.

Got quite a few orders, just as I expected, today. Trying to sell the grass mats. Gave Jan a special, limited time only offer of G-20 and 22 at \$15.00/gross for four gross or more and she got an order for 14 gross from one customer plus other mats at \$21.00/gross.

G-16 and G-17 mats getting low, but not dangerously so yet.

#	sales 4/1-25	inv. 4/25	sales total '58 /dz.
G-16	318 dz.	850	1280
G-17	297	567	1430
G-19	56	920	405
G-20	361	1611	2259
G-22	111	6269	689

Enclosing some clippings which Tami refers to in her letter.

Will write again tomorrow. I'm working on the inventory and sales for you.

Letters from Japan, April 28, 1958 (Ltr No.)

- 1) K. Kato - cable - Advised us that he shipped us something (kitchen ware) by President Hoover and that he would need more L/C. Incidentally, the L/C was increased \$1,500 last week so that he would have about \$3,000 for early May shipments, based on his earlier notice on shipments.
- 2) Nanri Osaka - Requests L/C for the G-17 grass mats and informs us that they met you at Kokusai Hotel in Kobe on 4/17/58. They will send us samples according to your suggestions. They are expecting to see you again next month "to discuss about our business in the future".
L/C for the 1st 100 gross of G-17 has been sent them last week already.
- 3) Kuwamura Soshingu - Sent us shipping documents re Keystone Mariner, 200 dz of GNB. The bank doesn't have the documents yet while the boat has already arrived.
Please tell them to process the papers earlier so that we will get the original documents before the boat arrives, when you get to see them again.
- 4) Ogawa & Co. - manufacturers representative, importers and exporters, Ogawa Bldg., Onoe-dori, Fukiai-ku, Kobe
Tel. 2-8112, 8113

Offers us "Fancy Sheet Glass" ("It is a variety of etched sheet glass, processed by our patent methods, to effect a high quality SHOJI paper-like impression on sheet glass")
They sent us a piece of the glass as sample.
They also sell "Etched Glass Trays" which are "entirely manufactured by hand, and hence, we are prepared to undertake any artistic designs according to our customers taste".
Advised them to contact you at Dai-Ichi for an appointment.

- 5) Kyoto Bito - rec'd shipping documents from the bank on California Bear shipment of the "permanship sets". He has shipped \$354.00 worth in one shipment, although he has neglected to follow our instructions to make the shipment in less than \$249.00 total value. I hope they will let this go through as what the invoice says (as individual pieces and not as sets).
Will complain to Kyoto Bito right away.

Misce: Mie Trdg - Tomoye asked me to advise Mie Trdg to start collecting things (one of a kind items, not high priced) as per your suggestions. Also advised him that his commission will be paid. Tomoye wants to let him have some money for purchases of these things so that it will be easier for ~~MxxxSxxi~~ him.