

KKKIX2X

May 2, 1958 Letter #23

Dear Henri: How are you? How's the weather. Stanton Delaplane is now writing his column from Japan. He mentioned that the Daiichi, where he had his reservation was a gloomy western imitation and he is staying in a Japanese style hotel instead. He writes so many funny things. I guess it rained there some time recently. I don't know how long ago he wrote the column, but must be about a week old by the time it's printed.

Am enclosing P.O. for 50 gross more of the lotus spoons. The Restaurant Association wants 50 gr. for the same restaurant. We shipped them 23 gross to complete the order for the last order placed in January. Is that ok? They want it right away, so the sooner the better.

We just received the rest of the samples from Hashimoto. Tami hasn't seen them yet. They are the feather shuttle cocks, feather birds, small natural feather dusters, feather pens, and the de luxe 72" feather duster.

The FD-72X is rather nice, and the small FD-2 are not too bad, but I'm not sure what to say about the small feather birds. They are quite pretty and wish that we could get our FD-4 and FD-8 in the nice ~~KKK~~ medium-dark blue of one of them instead of navy blue. I can't see the shuttle cocks as Christmas ornaments as they are. How would they stay on the tree or wherever? Or will they come with wire like the birds? I'm sure Tami will give her opinion. The feather pen is awful, but I know you haven't ordered them so it makes no difference. I hope you won't. I'm afraid the feather people should just stick to feather dusters. The assorted colors in the dozen can be improved from what it is now, however, by adding the nice blues and cut down on the orange to one and purple to one/doz.

THIS IS TAMI....JUST RETURNED FROM DENTAL EXAMINATION AT DR. HAYASHI UNION SQUARE.

Got a look at I Magnin Japan Festival, Macy's, etc. More about that later. Re: Hane for Hagoita, loud raucous colors, so leave off the polka dots, add more soft colors like the aqua and light blue and light green, light salmon-pink, make some white ones pink tipped like apple blossoms, make them look like flowers in bloom. Pack 6 doz. each, sell in quantity this way. or what do you think? How do you hang this stuff on the tree without further wire? If we had about one inch of flower-makers wire (artificial) which comes wrapped in green, already, then we can hook these on packages as tie-ons, place cards, or Christmas tree branch for a new look. They'd look like flowers, too, on stems. OK? Jim wrote Hashimoto to explain why we can't take the Hagoita. You tell us if we have to send him some money to buy him off to get us off the hook. How much, \$20? Oh, pain.

I. Maganin, has burst out in complete Japanese decor, all 7 floors. Big gold fans, about 24" spokes, black lacquer (imitation) and very few spokes at that, and gold leaf, brassy and bright, but they subdue it by a touch of sweet 'cherry' blossoms of artificial type, and ribbon streamers. Little ones of about 8-10 inch spokes, that PCDG sells for \$7.-7.50 doz and Sylvan Cohen re-sells to display people for \$15.00 doz (!) after buying it in the same building, are all over the I. Magnin floors. Our big beach umbrellas are all over all the counters, or almost all of them. 3 doz big and about 6 pcs of small for decor, and have sold almost all of them. Oakland bought about half the quantity. I talked to Toy Buyer Magnin's if such a show engendered the inquiry of buyers, public, and he said he wanted pick-ups of \$1 and up for the tourist season just starting. What did you do about the larger size Kimono Doll???? Big enough to handle for children. Not too much money. He said he wanted the doll in the glass case we bought before. Yoshitoku of Asakusa Kuramae. We have a few left in our own store now. Doll with all its own toys. Japan Airlines had a tremendous doll exhibit there, all kinds of dolls of Japan, not made for export but J. ones.

(Going back to the wire for the hagoita no hane, the wire covered with green that was on the birds that were submitted together with them.)

About dolls, how about some cheap ones about 10-12 inches long or longer with real hair and clay head, glass eyes, like before the war, kimono dressed, bare feet? of clay, hands of clay too. I'd get them if I were there. Yoshitoku and one more very old source same

2/ If you can't do it, get Million or Tsunoda to do it, it is just their mettle. Ken Kato can't, he's not the Omocha-ya type, stingy about samples, and no awareness. The kind of doll that is painted or depicted on the blamed cheezy hagoita you wanted to buy. The kind that the J children used to play with a generation ago.

Dr. Hayashi looked at my teeth, ordered them cleaned, and the hygienist told me I have two cavaties. Hayashi wanted the whole mouth X-Rayed so they did. I go again to have a consultation and he'll tell me what's wrong. No pain, just thought I ought to have it done.

Please tell me if you can get us a telephone book, yellow section, which is classified. Shokugyo Betsu of Tokyo and mybe of Osaka, sure would help us in our business. If you have to buy it, OK, do so, but see if you can steal one.

Went to American Imports with Aki today, and I think they can buy for us a lot of things that you don't want to bother with. Also Konwal here, since he's like a Nihonjin. It is very easy to talk to him, and he knows what we mean, and he is so small, he is hungry for business.

Well Tomorrow I'll send you the items and the prices of things we took notes on at American Imports, and compare the costs from PDG or Otagiri, OK?

Children are fine, healthy, and we are looking forward to having you home again.

Love, T

Letters from Japan, May 1, 1958 (Ltr No.)
1) S. Kamei - Their Ltr No. 58/20, 21, & 22

- a. Re P/O No.8-51 for additional quantities of DRS-X Noil Coats 35" -
Concerning this item we first learned that you discussed matters about this item in their correspondence of April 4, (No.58/17) in which they stated as follows;

"Raw Silk Coat 35" length

"Your President informs us of his interest in further quantity of the captioned goods in the same stripe designs as your P/O 8-41. We take this opportunity to offer you subject to our final confirmation about 750 pieces of this item in the same price of @\$2.00 in May shipment. Please be kind enough to furnish us with your order immediately by return, so that we may be confirm our booking definitely."

"Besides the above, your President informs us also of his interest in Men's and Lady's KIMONO-Robe made of this striped designs....."

The very first letter from you indicated the fact that you bumped into Isobe or somebody in the lobby of Dai-Ichi Hotel and that negotiations took place from there on, including talks on the striped noil garments.

We therefore concluded that you have given S. Kamei consent to the purchase of the article and that such on your part prompted Kamei to write to us in the manner transcribed above.

However, after the purchase order was sent to them, as per our P/O 8-51 and letter of April 7, they failed to check with you due to your being in Kansai area.
/the final arrangements and approval
relative to this order

Instead, they went ahead with the weaving.

We know very well that we do not do any buying on our own initiative without consulting you but since they asked for our purchase order in an urgent tone we thought that you had definite plans for this article. We admit we were hasty in this case but we mentioned in the letter that accompanied the P/O that the purchase order was for the article discussed between you and them, as reported by them in their letter No.58/17.

Martha feels we will be needing additional quantities of the noil coats eventually and the material could be used for the other types of garments on order.

- b. "Tar Heel Mariner" shipment -

DRS-X noil coats, 348 pcs and 415 pcs of cotton aprons were shipped by this vessel.

Next schedule calls for DRS-X coat (78 pcs), DNK-K Men's Kimono (350 pcs), and DPS Men's shirt (12 dz).

As mentioned earlier L/C \$2,000 has been opened in their favor for May shipments.

- c. Regarding the new items you are working on no samples (such as Hattan Zabutonji, etc.) have reached us yet. We will advise you about our reaction as soon as they arrive. Samples (advance) of DNK-L Lady's and Men's Kimono should be coming soon.

- 2) Hashimoto Feathers - As enclosed P/O 8-63 indicates they have sent us their Sales Confirmation on the various new items you have picked up at their place. Concerning the HAGOITA a sample reached us this morning but Tami thinks the item is rather not-too-promising and wishes that a settlement can be reached with Hashimoto as to its cancellation. Tami suggests that a cash payment out of your pocket to cover a part of Hashimoto's loss, if any, might be suitable for both. Therefore, the HAGOITA is omitted from the P/O.

They wish to make partial shipments and are requesting about \$850.00 good till 6/10 but as we reported to you yesterday L/C \$500 has been opened in their favor already to accomodate your purchases. This will, therefore, be increased to \$850 and extended.

3) Hashimoto Feathers * May 2, 1958

Rec'd samples of the FD-72X feather duster (head only), and FD-2 feather duster, and samples of the little birds and X'mas ornament little birds. Frankly speaking Tami seems to think these might not go so well so we will have to write to you about them after she sees these samples.

4) K. Kato - May 2, 1958

Advised us on early May shipment and asked for credit but as mentioned earlier about \$3,000 has been already sent to him for the shipment. Next L/C will have to be opened soon. How much shall we send him? About \$3,000? We have almost every item we have bought from him in or on the way, at least portions of it so the money will be for the balance of the partial shipments. \$3,000 for the next shipments will be alright, I guess. He has sent your kitchen ware purchases by President Hoover already.

Today Martha wanted to place an order for LR-2 lotus spoons, red color only, 50 gross, to accomodate a certain order which came in while you were still here. Therefore, this particular order (p/o 8-64) is being sent to K. Kato directly with the explanation that you know about it already.

Keystone Mariner shipment arrived at the warehouse today.

~~8-04 - GFS fly swatters 1,000 dz ----- 400 dz balance ----- \$336.00~~

President Hoover with the kitchen-ware, etc., will be in very shortly, on or about 5/5/58.

K. Kato advised us that you made certain purchases (Their R/o No.3) but they failed to enclose the paper in their letter. They also mentioned that they were sending us samples of the 7" and 10" bamboo skewers, same kind as last year's, with their R/o.

They advised us that samples of the "Pom-pom Anna" and "Japanese dolls" are going to be sent to us via air-mail.

They are also working on the Genghis Khan Nabe and plastic SHAMOJI (1,000-10,000 pcs).