

Letter #24, May 5, 1958, Monday

Dear Henri:

Urgent: EB-2, we had altogether today 8 $\frac{1}{4}$  doz. of orders, and we are already out of the ones we received last Friday. The #1 and #2 both seem to sell very well, especially #2. We have way too many EB-5s. I believe there are still over 200 dz. ea. EB1 and 2 on order and unfilled. I hope they ship soon. These arrive this week on Hoover. This completes all orders of Doves. I think we should order more #2 immediately. We still have lots of EB-0 and scads of EB-5. We sell more EB-2s than EB-1. We have still over 1000 dz. EB-0 unopened. The emergency is on EB-2 and if you order that you might as well add some EB-1 also. After our Pres. Hoover's 200 doz EB-2 come in, we will have about 150 dz. left. Today, Adler Jones ordered 30 dz., Delmar House ordered 12 dz., and Robert Hanley ordered 30 doz. plus 12 doz or so from other scattered orders. All EB-2. The display houses order big and are in a big hurry for them so unless we have stock, we won't be able to sell them. Also re. doves, can they pack by the gross,  $\frac{1}{2}$  gross, etc., rather than by 10,15, and 20 doz.? It would be so much easier. Also if the little packages were in units of half doz. or doz., etc., instead of 5,10 etc.

The moldy yo-yo's are a great problem and as mold grows, we can't keep up with it any more. What can we do? We have orders to fill, but they are no longer cleanable. We still have 16 cases of these moldy ones. We have none without mold.

At last the trays, large and small bamboo waste baskets, DRS-X, CLT, are arriving on Tar Heel Mariner due May 10th.

We got quite a few orders today and received about 2500.00 in checks for Sat and Monday.

Only 10 doz. each of the trays are coming. This means we won't have many of the 11" teak trays. That sells best because they are used as plates for salads etc.

The 72" umbrellas are almost all gone. The store sells quite a few also. They are almost out too, and we have lots of back-orders on them. The spitals are one of the most popular. We have only a few solids left. The solids are least popular. Hope you corrected our P.O. by now and entered the spirals again. As you know, our inventory sheet doesn't break down the patterns and colors of the 72" parasols so that we can't give you the figures, but we know by the orders and what we have left over. The 36" small parasols are selling too, but not as fast as far as \$/¢ is concerned compared with the 72".

We got the samples of the "crying dolls", pon-pon anma, large yellow tiger and small yellow tiger. The doll is awful looking. Why doesn't it have a full length kimono on instead of the short jacket? It would be a huge improvement if it had a kimono on down to almost the feet.

We also got samples of grass mats from Nanri: ranging in price from 3¢/dz. for natural and 4¢/doz. for the colored, with gold and silver threads running through. I suppose you were interested in the low price. They can be considered after we run out of the G-20 and 22? Is that what you meant? I don't like the turquoise and black striped one. It looks too icky.

The shamoji (laquerite) was just an inquiry not an order. Please do not order now. We just want quotation on that quantity. Please make it clear to Ken Kato. However, we must also know how fast they can deliver the entire order. Partial shipment will be useless.

Received your cable re your itinerary. Thanks. Glad your leg is better.  
When are you coming home?  
We are pretty busy, considering the season, and hope it keeps up.

What do you want to be in the gift Show catalog? The photographs, that is. Anything new? We must get the pictures taken and cuts made and sent in by June 2nd. If you want to include any of the new items you must let us know immediately. Please check over all our questions and answer them for us.

Kato sent swatches of the ribbon you chose. I have gone over it and changed them somewhat. All of them except the first should be half and half. The reason my swatches are not that way on all of them is that I had to make them up with odd bits and pieces I happened to have here. What about the paper? It should be like our PGW solid colors with flecks of gold and silver to show off the pretty ribbon. The PGW colors were just right for these. They should match the ribbon. It would really be sensational. The paper can be folded if rolling is impossible. Most gift wrap paper is folded, and in cello bags. Should be folded to about 10 X 10" by folding the ~~l~~side in three and the narrow side in two, not individually but three or four sheets folded together so that the crease will not be too deep. I hope I make myself clear. The bag should not be too snug but just large enough. It should be longer on the open end so it can be folded over and then sealed with a nice gummed label. As long as you have gift wrap ribbon, you should have the paper. You did mention that you were ordering gold and silver plain paper, didn't you? That's nice, but you can buy gold and silver paper here too, but the PGW paper is different and the colors are so nice.

Well Mr. Nagata of Kobe Chemics is here this afternoon and I've been talking to him so that's about all for now. It's getting so late.

Please give my best regards to your folks. I see you will be there for Mothers' day.

Will write again tomorrow. I think we shall order some EB-2 birds direct to Kato and you can change it if you like. We will order only a minimum for now as we would hate to run short at this important stage of the game. Someone else might get them in this year, you know.

martha

Letters from Japan: May 3, 1958 (Ltr. No. )

- 1) Nanri Osaka - Re advise on receipt of L/C for P/O 8-36 G-17 grass mats, 100 grs per shipment. Advised studying heavier master carton for shipment of wooden mats if any orders will be placed with them in the future.
- 2) D. Nagata - Shipping advise, GB-3 and GBL, via Tar Heel Mariner, arriving SF on or about the 10th of May. O/F rate \$18.75 per ton. Cost per GB-3 about \$0.30 per set compared to former shipments (Mitsui Line - @\$22.00/40' O/F - @\$0.428 per set, SF Landed \$1.86 per set, PFE - @\$18.75/40' O/F - @\$0.366 per set, SF landed \$1,798 per set, in 1957, when they were shipped alone.) O/F charge for the GBL is, of course, double that of the GB-3.
- 3) Suzuzen Kogyo - Sent us ~~PROFORMA~~ Proforma Invoice on the wooden lacquered items you purchased from them. They say they met you twice and that they are expecting to see you again this month, at which time they will have samples of candle stands, salt and pepper shaker sets, cigarette stands, etc. They say they showed you samples yesterday (their April 30) and were happy to know that you approved of the "small box". They will re-do the other samples that you rejected. They advise us that you purchased 100 dozen each of the small boxes, in two kinds, colors - black, white, and SHU, samples of which are being sent to us. These items are listed in the aforementioned Proforma Invoice. Advance samples not received yet. Shipments will be, by about the 5th of June, 40 dozen of each, remaining 60 dz each by the beginning of July. Our Purchase Order against this proforma in enclosed herewith. L/C for the LB-5, etc., is on its way.
- 4) K. Kato - Samples of the "Pom-pom Anna" and papier-mache tigers, 2 sizes, and cloth dolls came.

Letters from Japan, May 5, 1958:

- 1) John Motoyoshi - Shipping advise on the plyboard trays, 10 dz each, \$581.00 via Tar Heel Mariner. This completes the order for the trays. O/F @19.75/40' as wooden trays.
- 2) Ichikawa Sangyo - Advise on shipping CLT-1/5 assorted 195 dz via Tar Heel Mariner, ~~O/F @~~ which arrives here May 10th. They have made 3 shipments all told with the Tar Heel Mariner, leaving a balance of 445 dozen to go. Such colors as Aqua, Blue, Mustard, and Pink are finished with this shipment. Confirmed packing lighters wrapped in double layers of corrugated paper.
- 3) T. Yamada - Advised us on samples being sent, on the paper goods you inquired... Samples have not reached us yet.
- 4) S. Tanaka - Re ZLMK, will observe our instructions to avoid "defects". Will get your approval on colors, etc., when you see them about the middle of this month. Advised us on shipping schedule and asked us to delete the shipping instructions from L/C.
- 5) S. Kamei - Advised us on your order for "Lady's Kimono-robe, plain colored noil", @\$2.15 FOB Japan per pc, shipment in June. Colors the five selected and sent to you by Martha, 50 pcs per color, total 250 pcs. Sales Note being sent to you and a copy to us.

- 6) K. Kato - Re shipping lines, choice of  
 Advised us that you have okayed the use of Mitsui and K Line in future shipments.  
 Re "Tapes" - they sent us, enclosed in the letter, the samples of color combinations you have made up (14 varieties). These tapes will come in 25 SHAKU length per spool, 12 patterns to a dozen, 4 dozen to a paper box, shipped in cartons.  
 Those finally selected here will be sent to K. Kato and you at once.  
 Re "Saruya" tooth picks -  
 The 4,000 dozen balance of current order will be completed by July. Maker will not be able to accept any new orders during the year-end period (November) so you wanted to place an order for 5,000 dz delivered from August on.  
 Sample of the label with the inscription "Exclusively made for Takahashi..." enclosed in the letter. The new label will be on the boxes in the future.  
 Re Fans, UCHIWA, - Reports you bought some yesterday (May 1) for the retail store. These will be shipped out with next shipment. Report on Combs (made of TSUGE) will be sent soon.  
 Re Plastic SHAMOJI - answer re your inquiry for 50,000 pcs will be tendered to you soon, price is @\$0.74 per dozen.  
 (Their former price, #LR-1 (R-1), each pc in paraffin bag, 1 dz per paper box, 50 boxes per carton, @\$0.80 per dz FOB Japan)  
 Re Pencil Boxes - they reported that you approved of the "cow boy design" and that you wanted an order place with them immediately. The quantity is 2,000 dz originally mentioned for ZP-6 repeat order.  
~~R/O is enclosed herewith~~ Action will be taken at once upon receipt of sample which they say they have sent to us.

Misce:

- L/C - Hashimoto Feather's increased \$350.00 for the new items you bought. That for Suzuzen Kogyo's LB-5's opened.  
 S. Tanaka - special instructions re shipping lines deleted from L/C. They understand, through your explanations, that we do not want shipments through certain lines, like NYK.
- a. ZLMX - SaTanaka says that they will show you their actual samples and get your approval when you see them this month. At that time we think it is necessary to check the type of "yarn" they have used. If the yarn is "braided", for instance, the rate of duty will be 45% as it happened last year.
- b. LCB lacquered boxes - with these boxes the Customs might appraise them as "cigarette boxes" (smokers article, over \$0.50 per pc, @30%). Therefore, it is important to bear this point in mind when pricing it.
- c. Documents rec'd from Sumitomo:
- |                              |            |
|------------------------------|------------|
| "President Hoover", K. Kato  | \$1,417.60 |
| "Tar Heel Mariner", S. Kamei | 787.30     |
| Motoyoshi                    | 581.00     |
| D. Nagata                    | 550.00     |
| Kuwamura                     | 720.00     |
- These mature on the 4th of June, total \$4,055.90 only.