

May 7th, 6 PM Waiting for Ferd and Elsa Okada to show for dinner engagement at 7 pm. They are leaving for Nepal in a few more days.

Roger Barber and Jimmy Hirano left about the same time for US. Also Morrison Imports. So I have bumped into quite a few people. Yesterday at various places I ran into George Tsuruoka (Katsura, Pasadena) I think that is his name. He also went to your hated Kobe Chemics in Kobe and heard about me. I do believe he really heard about me thru Daito Match Co. who supplies his horse matches, the sample cover in gold/black we have in our office. I am incidentally going to buy matches from Daito Match Co. in Kobe when I go there this trip. That is one of my main duties there.

While in Kobe I shall try to buy some cheap paper toys from Nanri Kobe. I hope that they have sent you samples already, although I have not heard from you as yet. However, I shall contact other people there like Fujita furniture. However, all the scolding you give me Tami while I'm here is all for nothing, because how can I buy furniture in Osaka when I'm in Tokyo and how can I buy from Takahashi paper toys when I'm in Kansai? I'd like to figure that out. If you are going to be constructive, please ask me to do things in Tokyo while I'm in Tokyo and things to buy in Kansai while I'm in Kansai. No matter how you rant and rave, I am just not able to bridge the gap as quickly as you write your letters. There is the matter of space and time. I will get to Osaka starting tomorrow. So please start thinking about things to buy in Tokyo for my return portion of my trip. And forget Kansai area from now on because I am running out of time, and I will be unable to contact anyone there while I'm in Tokyo. Better you write from USA. And don't forget, I am just one person with just so many hours in a day. I can only do a few things at a time, and it takes time if I have to spend the time looking for a few lousy retail items and taking up so much of my valuable time on wild goose chases. For my retail purchases comes second to my wholesale, I do believe, and I can't be traipsing all over the city looking for a little this and a little that and how much business is it altogether? So I would like you to evaluate your requests and I will try to sandwich in your requests when I have time and if I am close to such sources of supply. The pace of the people is so lethargical that one gets quite irritated. And the samples are not according to my requests because so many people are in between that it is really discouraging and heartbreaking. Usually the maker is some dope in some hidden village and about half a dozen dopes are go-betweens. So how in heck can I get the right thing? Then I have to wait for additional new samples.

Today I finally went to the Takahashi paper toy outfit and I was so sorely disappointed in both the president and the office that I do believe Tami must have the wrong impression of them. They are a little outfit in an office the size of Dorothy's office and occupied by 4 people, all grown men, plus boxes of samples piled one on top of each other around the room. He is strictly a firecracker man and can only supply us with cone shaped pops and bottle shaped pops. I asked him to send you some quotations. Please order direct. He has them in crepe tissue wrapped cones and bottles. I do not want to bother anymore with this outfit here while I'm in Japan. Waste time.

Just had dinner at Sushiro's with Ferd and Else and coffee at Shirobasha. They are still uncertain about getting into Nepal, and Else is champing at the bit, though outwardly Ferd is calm and collected. Else is having a wonderful time here.

Now that I am getting better, I am raring to go and I do believe that my Kansai trek will be more pleasant and therefore more successful. The last time I had my drippy thigh on my mind constantly and could not concentrate too well on business, and had to return to the Hotel many times for bathing the leg and thus cutting short my buying excursion. I can now do a more concentrated effort.

I decided to go to Nagoya and give John Motoyoshi one more trial and I got a reply to my wire sent him and he will be with me so I shall go to Nagoya first instead of Moji, then to Kyoto and on to Kobe and then finally to Moji. I will still return to Hotel Tokyo on May 19th. I have tentatively reserved my flight back to SF on May 31st. There are no other seats available before that date unless it is May 26th. I have put in a request to fill in any vacancy on flights leaving on the 29th or 30th. I feel that I can accomplish quite a bit during my final week in Japan to clean up loose ends.

While in Nagoya I expect to talk to Hashimoto about your desires concerning the Hagoita, although I still think you are making a mistake. The paddles are not as bad as you think and should easily sell for 25¢ retail and the birds should also sell. I personally have every confidence in them despite your opinions. And the birds can be easily be hung if you stick a common pin into the center core and tie a thread to it. Otherwise use it as a bird. Please use your imagination. I tried a pin with thread and it worked beautifully and simply. All we have to do is illustrate them in the store in the same manner. Please describe your wants to Hashimoto directly because when I am in Tokyo I am just as close to him as you are--the length and distance of a written letter. Do this with all our sources, for I can only do so much in a day, and I am not the complete staff you are. I have to eat and interview and visit places and have no time for letter writing. At least, Tami, you had Katchan here, while I don't have a hungry eager beaver relative sponging off of me. I have made only minor purchases so far so please don't jump on me.

Nagoya
 Kawanami
 Tami
 Hagoita
 1958

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.



Don't worry, Tami, I am fully aware of Kobe Chemics high priced chairs and I was not interested in buying any but I wanted to see what they were doing. So please rest assured. I will not order anything from them without your approval. I did not lose any time in Kobe by seeing them because I met them for dinner after having seen all my regular appointments for that day. As you recall I arrived in Kobe at noon and soon met Tanaka and the wooden mat maker and placed my orders. Then I met Nagata's representative. Then Kobe Match Co. Then T. Yamada, before Kawanami. So I talked to four firms before eating dinner with Kawanami. Don't you consider that good interviewing? For half a day?

This second trip around I expect new samples and also to meet new companies. But please have patience with me. As you should know, I have been working under a terrific physical handicap this year, my worst in about 30 years. It has been miserable up to now and many times I felt like packing up and returning to SF with most of my work unfinished. But luckily I stuck it out for I am fine now. I do hope that I can accomplish something on this Kansai journey.