

May 9, 1958 Letter #26

Dear Henri:

How are you? We are all well and working hard. The foggy season has started and it's overcast this morning.

There's a new Air parcel service from San Francisco to all points, not only major cities which might be useful for rush orders to places that U.P. long distance will not reach. The rates are quite low and for slamm packages, it is about the same as parcel post (surface). We have to buy the stamps, however, and use it like parcel post but they pick up the packages at the warehouse.

Just called an upholstery supply place that sells polyfoam, and they will come out to see us. Over the phone, in 80-100 piece quantities, a 20X20" 4" would be \$3.40 ea. 3 1/2" crown (thickness, \$3.02. This is the light weight polyether foam, like the one on the chair Tami recently bought and covered in the tweed in your TV room, remember? Foam rubber, the kind used in the past, will run 20-25% higher than polyfoam. The edges on these are square, and to get the knife edge type will cost more as they must cut and glue. It seems to me the polyfoam can be just sliced to desired shape, but we shall talk to the salesman when he gets here. If we can find out the factory, we may get it cheaper by buying direct. It seems to me at the above prices, you would have to sell the cushions at at least \$10.00 ea.

The Tar Heel Mariner shipment coming in tomorrow carries the GLT in red, persim., black and white in all 5 shapes. Also the DRS-X and aprons, plywood teak trays and gold trays. Also the GB-3 bamboo baskets and the GB-L large baskets. We are out of the black baskets so we are glad they are coming in. The teak trays, 11" sells best, and the 10 doz. we are getting of each size and color will not be enough, I don't think, especially in the 11" teak. This completes the order.

I hope the square trick banks come soon, and also the wire plastic toy you ordered from Kato Seiju.

We didn't get any more samples since the red, black and white lacquer cig. boxes and the noil kimonos and zabuton cover from Kamei. I wrote you about that last time.

Glad you ordered the bamboo skewers because of all the publicity it is getting. Stanton DeHaplaine describes the yakitori in his column today.

Tami is interested in a lot on Telegraph Hill and we want to see it. It is cheap but may be very expensive to build on and is quite small, and very steep.

How is it going? Glad to hear that you are coming home by the end of the month. We can sure use you around here, in more ways than one. I used to think that I would get so much done after you left, but I get interrupted even more, it seems, and Tami can take up time more than you. We shall look forward to making powdered coffee ten times a day as before. We are dying to get the 72" umbrellas. They are sensational and sell so much better than the 36" ones. Can you get even smaller ones for Children, 24" or even smaller? They may be better than the 36" ones. Of course, no black, etc., but in the children's colors and patterns. Jim sent the swatches of the gift ribbons to Kato the other day. Everyone liked the selection I made from your selection and new ones I made up from scraps here and there. The ribbon they make in Japan seems terribly stiff compared to American. Can they make it a bit softer? Wonder why. Have to go now, but must tell you that business is not too bad and the retail store is pretty busy. Money isn't coming in as fast as we would like, but we hope we get a lot of checks this week-end. The ZP-6 new pencil boxes are being very well received. I'm sure that the square trick bank also will be if we ever get it. The YO-Yo is a mess and there's nothing we can do. What can we do?? Please tell us if we can be assured that it won't happen again or we should quit.

Will write again. Take care of thyself. marta

May 9, 1958 (ltr No.)
letters from Japan:

- 1) S. Kamei - Re Sales Note No.C-1981, Yarn-Dyed Noil Lady's Kimono-Robe,
colors: 11R, 28R, 29J, 21C & 29L
50 pcs per color, etc., @\$2.15 per pc
They asked for L/C but \$2,000 has been sent them end of April
already.
- 2) Daito Match Co., Ltd. - advised us that you saw them on the 19th of April
and that they are expecting to see you again on the 14th of this
month. Their estimate No. of April 22nd, 1958, was enclosed
in the letter, copy translated for our study.
- 3) Misc:
 - a. California Bear shipment of the X-510 penmanship sets came in at the warehouse.
The appraisers evidently took only about 5 cartons for inspection.
The inside arrangement is per our instructions, each ~~ink~~ article firmly
emplaced in the "slots" cut in the carboard.
 - b. Mr. Nagata of Kobe Wood Chemics Association left for Los Angeles yesterday,
or the day before, rather.
 - c. Send \$1,500 to Kagawa T & T for balance of the parasol and patio parasol
order. This is for "general merchandise" so Hirai can use it to ship what-
ever you have purchased from him along with the parasols.