




May 16, 1958 Kobe International Hotel 9:30 AM

I've been meaning to write earlier and found very little time since I arrived here.

I've had the hardest time locating wood-bloss paint & BINSEK. Finally found our previous BINSEK man who made the ones we imported several years ago. His company folded & is now on his own. I bought some for our store & possibly wholesaling. Price will come from Kyoto Buto and should be about 23¢ net - 10 envelopes + 15 sheets.

Also located Moss Temple bells  - green - that we sell in our store that we buy from Orient. Price is \$38 for large + \$30 for small ex factory. Packed. It will be higher. Kyoto Buto is trying to locate source now. We can buy from him now to have supply & find source later.

I have been picking up little things here and there for trial purposes so please do not be alarmed. Nothing ventured nothing gained. This includes cast iron candle holders   from 3" to 5" and from \$55 - \$1.00 ex factory. I ordered 100 doz of smaller size + 50 doz of larger size of each shape - low & tall. We can always unload if they prove unpopular.

I also bought a close out of lacquer bowls from ~~WASHIKAWA~~ Kyoto, @ 10¢ each ex factory price.

The HARUKAWA or diamond shaped grass mats turned out beautifully. Samples are being sent to you with price list.

X I ordered 270 gross of G-16 from Tanaka and also 6028 mat (34 1/2" x 66" - PLAIN) 50 sales / 100 sale for our store + for wholesaling - that tree?

Also ordered additional baskets & back scratchers from Nagata. Please GB-3 only. Send Money on receipt of proforma order.

Met wooden mat maker who also made interesting

when I get back, I committed myself to \$25,000
 with 4" matches, + the balance of \$5,000 in three
 sizes - 4" - regular - cubes

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Had dinner with K&C Chemico, Mr. Sogi, the
 president. Told him that prices were stiff + competition
 very keen - that I had to return to S.F. + discuss
 with rest before deciding.

Seeing Namri today. Also T. Yamada
 Got to rush now. Love Namri

折込線

WILL BE IN HOTEL TOKYO
 MAY 19TH. 1951

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.

航空 PAR AVION

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折込線

~ samples, will air mail over. We should work out color scheme
 to wholesale this summer. Minor suggestion, I should think.
 This maker makes DNE walter's wooden blinds + bamboo stems.

Went to PAITO MATCH + will place order soon.
 Promised to buy \$10,000 worth this year. Gave him some
 seiyawa designs for smaller sized matches. Will work out
 larger matches later - no designs yet. Can you get some
 in USA? I just don't have time. They are printing some
 and will send us proofs before making up our orders.
 The larger 11" size will be ordered from S.F. I believe.

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