

May 20, 1958 Hotel Tokyo, Room 606 overlooking a dreary lightwell revealing a wee patch of overcast sky. It is 10 am now and I've already received several phone calls, one by Tamotsu Murayama and one from Sugihara concerning our calendars.

Yesterday was a harrowing day. It began in Moji on a windy blustery and rainy day. It cleared by noon in Fukuoka but evidently the storm struck Tokyo a little later in the day so that the plane that was to leave Fukuoka at 1:30 did not leave Tokyo until 5 hours later--so we left Fukuoka at 7 PM. What did I do? I went to a Japanese movie and saw part of one and part of another and did not get anything out of the two except dialogue and passage of time. I made it to the airport in time for leaving at 6:30, but it really took off at 7 pm. Then at Osaka a passenger felt weak, so a doctor was called and we had to wait until the doctor came and checked the passenger, so we were delayed another hour. Altogether it took me from Moji a total of 13 hours traveling time, including the movie and interruptions. What a long ordeal it was. And in the plane I had a slight stomach ache after eating some cake offered me. I must have been very hungry and nervous and boiling inside to upset my stomach like that. But a visit to Johannesburg relieved me and I managed to stagger into Hotel Tokyo at midnight, or 1 pm as I recall, where a bundle of mail from you wonderful people helped to make the trip worthwhile after all. And I was very happy indeed to see that business is progressing at such a brisk and merry pace. It seems as though my being absent makes business grow fonder. The retail store's sales must be helping in meeting the wholesale expenses quite well. I must say that we can't belittle our retail business at all, but hereafter, we should try to improve its sales. That means, as Tami keeps insisting in her recent letters, that we should try to start many stores in the area. That is a good idea and we should try to build our own Japanese colony, recommending our own stores to our retail customers, passing them from one store to another. How about the Hosaka store? Has it been rented? We can fill it up with many things from Japan that we do not carry, such as semi-antiques, also antiques, old items and new, the garden decor mdse that seem to sell so well such as iron lanterns, stone lanterns, bonsai pottery, and many other items we feel are not so good for our present store. We can look like a very good store and not conflict too much in items carried, although we can sell many of the same items such as toys and matches that are now being carried. There is room for another such store in our neighborhood and try to compete with the eager-beaver copycats on the other side of the street on their own terms and at their prices. We can do and do that very well. The more I think of it the better I like the idea. Let's get started. We can buy these items from catalogues any time, for we already have the contacts. We should develop people in our store to educate them and let them manage various stores later at commission basis., plus base salary, which must not be unattractive. Now is the time to start before someone gets into the picture.

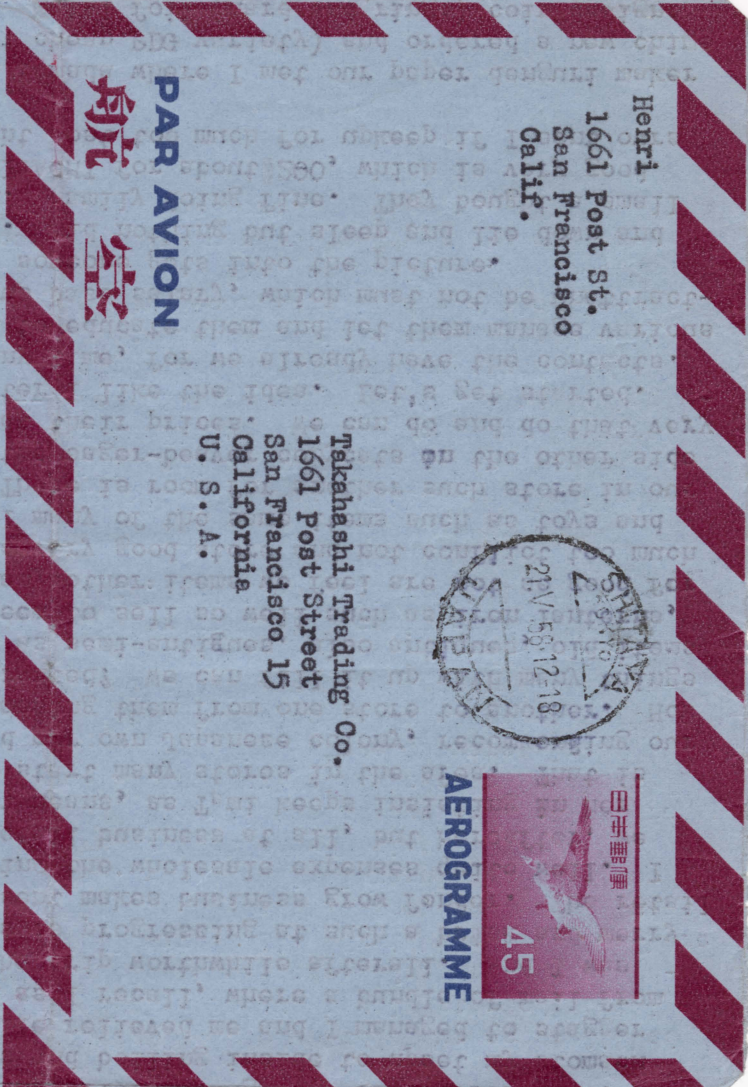
I spent two restful days in Moji. Did nothing but sleep and lie down and look at TV. Sumo tournament going on. Family doing fine. They bought a small refrigerator, apartment house size, HITACHI for about \$290, which is very good and modern. They decided that it might cost too much for upkeep if I sent ours from USA, which is true.

On May 16th in Kobe I went to T. Yamada where I met our paper denguri maker who also sells glass wind chimes (that cheap PDG variety) and ordered a new chime he made thru T. Yamada @ \$1.50 dozen. Metal foil (hard and rings) coin designs in gold and silver. Bought 50 gross. and left \$500 with T. Yamada so that we can get item during summer selling season. Should be pretty good, I hope. He also sells our wrapping paper so I discussed the rolls and I told him that I will buy more this year. He will try some and quote prices on 4 sheets, 6 sheets, and 8 sheets, rolled as we do. Should go with our gift ribbons. I'm anxious to see your selections, Martha. I made mine up in 5 minutes as I talked with the supplier and Kato. I am also working on hand-made Japanese paper dyed like our PGW papers. Very cheap variety of paper and I do hope that it will be a good number.

I also ordered various small Xmas items at Nanri, Kobe. Some of the items may surprise you, but please let us experiment at Xmas time. Who knows what might develop? And I do believe that just anything sells moderately at that wonderful time, which is the best time to experiment. We must expand our lines and be less snobby in our taste or we may be left eating our "good design" merchandise.

cheaper and more practical for us to remain with him for a little while longer. We must have one firm here in Tokyo who will do just everything for us, and despite his many shortcomings he has other qualities which we can use to our advantage, such as doing small favors--which will be very helpful when buying for retail stores. I'm afraid that many exporters will turn away from such buyers (retail store buyers who are tiny) because there is actually no profit when working with these people. Just like our decorators in our wholesale business. But since we do considerable buying of many other items, Kato can accommodate us with our retail purchases. It is very time consuming and requires just as much work as larger orders, if not more.

折込線



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Nothing may be contained in or attached to this letter.

折込線

It is now time to sit back and retrospect to see what I have accomplished in the past 7 weeks (50 days). I feel as though I have barely started, but I see that I have just one full week left to clean up loose ends, and I must admit that these ends are very slippery and elusive. I'm afraid the Japanese here are not attuned to the rapid pace we set in the US, and I, too, must not forget that I am not the only buyer in Japan today. So the final result is that too many cooks spoil the broth--too many buyers and not enough time.

I have an appointment with Sugihara and the printer of our desk calendars this morning. I have already talked with Tamotau Murayama who came in about 30 minutes ago at which time I told him that many big interests were already bidding for the land we are interested in for our project. He asked me to take some first day issue stamps to Tad Fujita. I shall have them sent with my unaccompanied baggage. K. Keño just phoned and I shall see new samples this PM. Despite his sourpuss, he does a lot of work for us that I can't ask many others because of the smallness of the favors, and I do believe that it is