

March 31, 1958 (Letter No. 01)

Dear Henri: Hope you had a smooth trip. Did you run into the bad storm we had here Saturday night? It was just as bad as that terrible storm we had about a month ago. Many streets flooded, etc.

Receipts, checks by mail on Saturday and Today (Monday) were both well over \$1000.00 and I wish Dorothy has the figures ready to send to you.

Jim gave me the enclosed resume of the letters from Japan just before he left, and I'm not sure that he mailed it to you so here is another copy just in case he meant for me to mail it. That's why I didn't know what number to give this letter. It may be better that we each have a separate number series for our letters. It may save time and confusion.

Did Tami write that she didn't find your note book so we assume you packed it.

I was most embarrassed last Friday when Masaji called and asked for you and Jean told him you left for Japan. I don't know what he wanted but I did tell him that it was a last minute decision and you didn't have much time and it must have slipped your mind to call them.

The Redi-rite man came with his prices on order forms for both large wholesale order blanks and retail sales slips. For the large triplicate order forms like our present ones except with carbon between the sheets, The prices are:

5M	30.66/M	50 orders/ <del>book</del> pad
10M	23.47/M	
15M	20.95/M	

(Suyehiro last year was 5M 16.00/M or 80.00 total)  
100/pad

For retail sales books with carbon between sheets, duplicate

2½M	29.31/M	50 orders/book
5M	18.09/M	

(What we use now costs \$2.00/M)

Orders from Redi-rite takes 28 days for delivery. What do you think? I feel that the wholesale order forms are feasible but the difference in the retail books ~~xxx~~ is so much that it is out of the question, don't you think so?

On the next page I am listing the things the retail store would like you to find for them if possible.

*Martha*

For retail store

Stationary, letter paper, envelopes, letter sets, no lines on paper.  
heavy as well as light weight papers.

Some papers in rolls with envelopes.

Christmas cards and gift papers, tie ons to match

Paper toys, : paper balls like PB-4 also in other shapes.

Toys: 50¢ to 4.00 range

Kitchen utensils: tawashi (brushes); bamboo skewers, graters, peelers,  
etc. (poke around in your mother's kitchen)  
cutting boards,

Fire place equipment: iron poker, as long and large as possible.  
grates, andirons

Brush painting instruction book. Artists brushes, other supplies, esp. flat  
wide brushes.

Home accessories: Wind bells; bamboo, metal, glass, porcelain

Ash trays, ceramic, metal, etc., be sure there is a place to  
rest the cigaret.

Wooden ware: salad bowls, boat shaped containers,  
salt and pepper sets

Thermometers: modern and decorative

Candle holders: In pairs, unusual shapes, and not too tall.  
In good woods and lacquered

Lacquer ware: Nice bowls, medium and large sizes, covered and  
without covers, used in Japan for candies, cooked rice, etc.  
They have other typical colors such as olive green and brown  
as well as the usual red and black, gold.

Relish ~~XXXXXX~~ dishes, like stack boxes in good colors.  
salt and pepper  
candle holders

Silks: Raw silk yardage,  
cushion covers

Linen: and linen mixtures.

3/31 #01 cont.

For retail store

Origami book in English Printed by: Chiyoda Publishing Co. Ltd., Tokyo

Toys for boys of all ages  
GO sets, inexpensive for beginners  
Chess sets, inexpensive in simple design  
Kimonos for boys and girls  
Card Tables, lacquered. (I will send demensions later)  
Rocks, black and white for planters and gardens  
Hair ornaments. We are rumning pretty low  
Small tansu chests (I think Aki means miniature ones for girls)  
Sewing boxes (they have them ready made in Japan) looks like a chest  
Printed gift wrap papers. Gay colors: Orange/pink, yellow/orange;  
red/orange; red/green, etc. Gift waap sold during  
Christmas more than all other months puttogether, you know.

Gift tie-ons, which can match the paper will be best. The gift paper can be folded in four (for thickness if necessary) with holes punched in one corner and if able, a string attached (optional) Packed in fours or sixes in cello bags.

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Letters rec'd from Japan:

- 1) K. KATO - Advises re shipments, (1) "JAPAN BEAR" ((doves, storks, GFS 200 dz, RENGE spoon 240 dz, \$1,170.75)), (2) "F. J. LUCKENBACH" ((doves, storks, wind bells, ZCP, ZP-6 pencil boxes, RENGE spoon, GF - \$3,300.00)) sailing Japan about 4/11/58.
  - Acknowledged receipt of new L/C \$3,000.00 which will be used for above shipments.
  - Offered us new fly swatter made of bamboo (P/L No.8-9, 3/28/58), length 22 $\frac{1}{2}$ " , tip length ~~3-3/4"~~ <sup>15-3/4"</sup> tip width 3-3/4" @ \$0.65 dozen, FOB. Sample not rec'd yet.
- 2) NANRI OSAKA - Shipping documents on Old Colony Mariner (ZLMX 60 grs - \$997.00) rec'd.
  - Rec'd copies of the documents (w/photostatic copies of the mats themselves) they filed with the Japanese authorities to register G-16 and G-17 patterns. Registration applied for in the name of the maker, Messrs. YOSHIDA YUSHUTSU KAEN Co., Ltd., which will eliminate complications in the event you wish to switch shipper in the future.
  - Offered us new grass mat (luncheon) with "simplified sides" (P/L 176) prices run from #7400 @ \$0.37 per dozen, FOB, to #7717 @ \$0.44 per dozen, FOB, Japan. Samples of these not received yet.
  - Also offered us grass mats with new design with samples (#2110, etc. which is an ordinary grass mats in solid colors with splashes of paint on) and bamboo mats without anything new. Price of the grass mats @ \$0.87 to 0.84 per dozen, bamboo mats @ \$2.33 per dozen, FOB, Japan. This batch of grass and bamboo mats were not so interesting.
- 3) D. NAGATA - Offered us "feather dusters". Advised sending 3 pcs via air-mail with certificate from Animal Quarantine Service (Japanese Government) attached. They say they heard that the certificate is required for importation in the United States.
- 4) ITOMAN & CO., LTD. - Tokyo Office, #6 Ohdenma-cho, 2-chome, Chuo-ku, Tokyo  
Osaka Main Office, #46 Honmachi 4-chome, Higashi-ku, Osaka
  - Offers to trade in sporting goods, such as base ball equipment, fishing gear, etc.
  - Believe these people wanted to sell us textile goods some years back. They seem to handle almost anything you can name. They got our name through JETRO.
- 5) JOHN MOTOYOSHI - Received answer regarding the finish of the plywood trays. He claims that there is a difference of \$0.70 per dozen in the 10 $\frac{1}{2}$ " , round shape, trays, between "Lacquer finish" and "KASHU finish". He claims that "KASHU finish" is much higher ~~xxx~~ than lacquer and that the process involved is much more complicated. Prices:(as below)\*
  - MOTOYOSHI says he will contact you at Dai-Ichi.
  - Has rec'd L/C and will make shipment of the KASA Lanterns and the trays as originally quoted.
  - \*10 $\frac{1}{2}$ " round shape, lauan/luan, lacquer black finish @ \$3.10 dz, same in 14" @ \$5.70 dz, same in 21" x 13" @ \$11.40 dz.

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- 1) Located "fortunes" for the new batch of ZCP - mailed it to K. Kato with instructions to consult you for final selection of the fortunes.
- 2) Rec'd documents from the bank of NANRI OSAKA (Old Colony Mariner, ZLMX \$997.00) and KAGAWA Pref. T & T (President Wilson \$451.32) on the paper lanterns.
- 3) KOREAN BEAR shipments rec'd at warehouse and nicely put away. Old Colony Mariner shipments to come in about Wednesday this week.