

April 7, 1958 Monday Letter #06

Dear Henri:

Thanks for your second letter dated 4/3/58, and hope you are having better luck finding things.

Jim is enclosing resume of the letters received in the last two days.

We want to know how to handle the purchase orders for items you are ordering over there. Jim thinks it very important to give them a p.o. number and typed up as usual. However, I pointed out that just in case the shipper tells us you ordered something which you actually didn't, we should send the formal P.O. confirmation to you and you look it over for any errors or corrections before sending it to the shipper, or maker, whoever will be handling it. Please give us specific instructions. This way there will be no errors. As I recall, last year you placed some orders there and didn't get the merchandise as specified. We want to avoid this and think that it may help if a formal P.O. is sent confirming the order. Jim says all shipments ought to have the P.O. number so we can tell which order is arriving, and to keep our records straight. Also, as you took some money, he needs to know whether you are paying for them or if an L/C is needed. I suppose the shippers will ask for it if you didn't pay for them, but we would appreciate the information to check against their correspondence.

The fly swatters aren't too bad, but we think you may have trouble in the splitting after a couple of swats right at the hole which was bored to pass the things through. The one we got as a sample did just that. I also think it might be nicer to use natural color thread instead of stark white.

We don't really know if we like the toy you ordered. Only time will tell. You don't mention these in your letter. They are plastic rings in various colors, and have a few gold beads.

The retail store wants you to look into: Water flowers in shells (they are nearly gone)

Soma cups (double walled cups)

Party poppers

Large ceramic coffee mugs with handle.

Fans, 25¢ sellers (retail) about 6" for children. folded kind

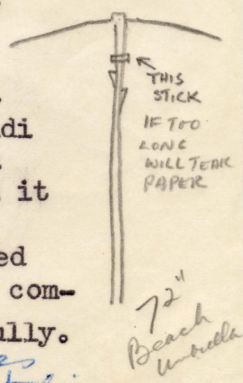
Fans, \$1.00 and 1.50 retail. For tourists from hot places. These should be good quality, but small 6-7" for ladies' handbag (for Church)

They have these ready made. The Japanese ladies use them. They are usually silk with hand painting. The mid-westerners want them just like that, typically Japanese.

We got some returns of large umbrellas due to tears. The holes are punctured by the bamboo stick which I think is too long. The stick is perpendicular to the handle and is located about 12" from the top of the umbrella and is there to prevent the umbrella from opening too far, I think. When it is too long, it punctures the paper when the umbrella is closed. Please tell them to be sure to shorten this protruded stick. Gumps just returned two and Haru Far East also two. Also, there was one where the dye was not complete and there was a white streak. Have them inspect all parasols carefully.

*This stick or stop that I drew need not be long as far as I can see - should not stick out any more than the metal thing which catches the umbrella. Please tell Mr. Hirai*

*Will ask Jim to write Mr. Henri too just in case you won't see him right away.*



*Henri*  
4/7/58 10:30AM

Bank Balances

Sumitomo Bank \$1,869.62

(4/7/58 deposit \$2,493.56)

Bank of America 1,837.58

Shipment 4/4/58

394.40 (7 orders)

(letter 06 continued)

Re. bamboo curtains, they can be so decorative if the design is unusual, but if they are ordinary, I can't predict it as a good seller.

You must have received some letters from here by now. Your letters get here so fast, but mail from here must take longer.

Glad you got some lacquer bowls, or at least you are working on them. Also glad you worked on the litchien things for the store and we are waiting to see them. I suppose you will see other things later on your visits to other places.

We got quite a few orders by mail over the weekend and feel a little relieved. Ferro Corporation ordered 667 dozen cocktail picks and enclosed a 10% deposit. They didn't want the trade mark on the box.

Re. dolls, you can get some Japanese dolls, the kind the kids there play with for the retail store which retail for about \$ 2.00 to 2.50 or even \$4.00, but not in huge numbers. They should be 12-15 inches long, and I'm sure they will be very good sellers. They should be nicely made and have on nice kimonos. If they are \$5.00 retail, don't get as many, but they will still sell at Christmas. Do you see any with real hair and smooth plaster face, hands and feet with nice kimono and obi on? You would have to see a real dollmaker. Don't think the kind for ornamental use would be as good for our store. Others have those hakata dolls, but these would be for girls to play with or to add to their collection. They should be well boxed. They don't have to be kiri with glass, but a heavy cardboard to protect the head.

The rain stopped for today, but we expect more tomorrow. It's the first dry day since you left.

Please tell the shippers to try and get booking on ships which come direct to San Francisco. The ball toss toys are coming on Choctaw (Waterman) which goes to LA first. Kato is sending a shipment on Alaska Bear also the DRS and DPK by Kamei on Alaska Bear. (PFE) and that also goes to LA first. We are pretty well stocked now, but at times when we are in a rush, we wish they would ship ~~on~~ a direct boat, if possible. We wish we would get the pncee kimono sooner.

Kamei wrote that they are making the raw silk men's kimono sample same as the women's except for the length and sleeve, but we feel that it should be according to the drawing we sent to you because it should be larger all

the way around and the men's would look awfully funny with the tuck under the arm for the bust, don't you think? I also felt the men's should have two pockets, and the belt should be longer. As long as we will have just one size for men, it should be large enough to fit most men. If not, we may find it hard to sell. Men have much larger shoulders, so if the garment is not wider than the ladies', the sleeve will be way too short even if it is lengthened at the sleeve 1". We took the measurements for our drawing from an old sample and tried it on a 6 foot hakujin customer at the store *and replaced it.*

*Martha*

April 7, 1958 Letter No. ~~46~~ 06

Letters rec'd from Japan:

1) Kuroda Trading Co., Ltd. (123 Noto-cho, Nishinomiya, Hyogo)

Invites you to the Osaka Trade Fair and to the Native Folk Art Exhibit (KYODO MINGEI TEN) which is being held from the 20th of March, at Hanshin Park, Nishinomiya. Reports has assembled samples of various items, bamboo service trays, lamp stands, handbags, SHOJI screens, music boxes, KYO NINGYO, KOKESHI dolls, and various kinds of household and kitchen utensils including hardware (stainless) and earthenware articles. Price list for these items is readied, too.

Requests your visit when you have the time.

Advised these people that you are at Dai-Ichi and that you may have time to see them when you are attending the Trade Fair in Osaka.

2) K. KATO & CO., LTD.

Letter No.8-19, April 2, 1958 - reports meeting you and that you placed an order for 100 dozen of the plastic educational ring, @\$0.60 per dz (\$72.00).

Samples for these and other types of puzzles were rec'd.

K. Kato wishes to make a shipment of these toys as soon as possible so he will take what the maker has in stock. Therefore, advises us that a slight change in color, etc., might be found with the actual shipment but that is because he took what was already made. K. Kato is making samples in the following sizes, according to your instructions; 9" (large), 6" (medium), and 3" (small), colors, large in white, medium in red, and the small size in Xmas green. Samples of these will be forwarded as soon as they are available.

Re New fly swatter (bamboo) - K. Kato reports you found them interesting and in case you wish to order them the order must be placed very soon or else the makers will become busy with the summer fan business.

The under-invoiced money held at TTCO - K.Kato wants the money deposited with Bank of Tokyo (California), he will contact the bank and see about ~~it~~ having it done.

Letter No.8-20, April 4, 1958 - Reports shipment via "Alaska Bear" (Lotus spoon 360 dz, HB-50 50 dz, doves and storks, GF flute 100 dz, GFS 400 dz, and ZCP tooth picks 800 dz, ZP-6 96 dz, total \$2,981.63), which leaves almost nothing left of the latest L/C.

For the next shipment he wants about \$5,000.00 for such items as (ZCP 1,200 dz EB-1 and 2 doves, 200 dz each, ZP-6 904 dz \$1,310.00, ZCB 500 dz \$600.00, KD-2 150 dz \$150.00, LSHO 600 pcs \$1,080.00 and the educational rings \$72.00, total \$4,984.30). Perhaps the quantities of the ZCP, ZCB, ZP-6, etc., must be reduced and spread out over a longer period of delivery.

We will check sales and stock and advise K. Kato as to the next shipment.

Concerning the order for the plastic ring educational toys - As we did last year we will issue our own P/O No. for each and every order you place in Japan and send you the original which goes to the supplier and one for your file. In this way the order can be counter-checked and confirmed. Please indicate whether you have made payment for the item or items you purchase or whether it should be included in the L/C's we open for these suppliers.

K. Kato reports that you and him are making progress in a deal in which you are going to paid 5% (K. KATO's COM) for orders you can get for him on items you do not wish to buy yourself but for which you can find buyers in the United States. This 5% can be held by K.Kato for you or he can pay you in some other manner.

- 3) Mie Trading - Shipping documents on "Choctaw" (20 grs ZC) rec'd from the bank and copies of same rec'd from Mie Trdg. O/F @22.00/40'.  
Mr. Seiki wants his commission which so far amounts to \$94.02. The amount due him from the Choctaw" shipment will be added to future shipments.  
Mr. Seiki says he is planning to see you some time, if possible in Nagoya. He knows where you are staying and I think he will get in touch with you.

- 4) KOBE WOOD CHEMICS ASSOCIATION (Kawanmai Bldg. Sannomiya 2, Kobe, Japan - Tel. (3) 2992)

Mr. Kawanami informs us that his association is participating in the 7th Washington International Sample Fair (furniture), April 11 - April 20, 1958, held at the National Guard Armory, and that he sent a Mr. Ryoichiro Nagata to represent the Ass'n.

Furthermore, Mr. Kawanami says that he has referred TTCO as their "agent" to the Fair and he wishes that we will accept. This seems to entail the matter of cleaning up the exhibits at the Fair as he request that we take a trip to Seattle and help him out as they wish to get rid of the samples there after the show. In this way he says TTCO can take a look at their wares they displayed.

However, in the event ~~ARRANGEMENT~~ no one can make the ~~trip~~ trip he would be happy if we could accomodate Mr. Nagata when he arrives at this city, April 22 (Via UAL, Flight No.568), to stay at Victoria Hotel for 5 days and see the Mdse Mart, and other places of interest.

He sent us a catalogue and price list under seperate cover.

I will advise Mr. Kawanami that you are in Japan.

- 5) S. Kamei (Letter No158/17, April 4)\*

Reports receipt of L/C for the pending shipments (\$2,000.00) but wishes to include about 400 pcs of cotton aprons in the shipments. The L/C was primarily intended for the silk garments but we shall amend same to include the cotton aprons.

As to P/O 8-41 Raw silk coats, they mentioned that you were interested in increasing the quantity on order and they are offering about 750 pcs in the same stripe designs, @\$2.00 per pc, for May shipment, subject to their final confirmation.

They want our P/O in return so we will issue one right away.

Concerning the Men's Pongee KIMONO Robe the specifications has been sent to you by Martha so I think you should study it and sent it to Kamei right away as they are talking about sending us a sample based on your original measurements.

*Hiramine*  
Mr. Hiramine was here for a very brief visit and he will be in Japan before long.

- 6) Kyoto Bito - Letter of April 3rd, 1958 - requests extention of L/C and increase of \$350.00 for the penmanship sets on order. Penmanship sets will be shipped about the middle of this month. L/C will be increased for him immediately.

7) Misc:

a. Import duty rates - Am preparing a detailed list of items imported and what would be of aid in your calculations. Will be included in next mail.  
However, regarding the "dolls capable of emitting sound" - I see it is still a "doll", regardless of the sound producing part, and should be 35% ad val.  
Toys in the form of musical instruments is 32%.  
Concerning the "educational things" I will take a sample to the Customs and get their opinion on it.

b. Concerning the choice of shipping companies the best two are States Line and APL. FE is alright but handling is sloppy and schedule irregular.