

Letter #07

2:30pm Tues. Just open acct. \$2400 in dep. to Pak of America Int'l April 7, 1958
Branch is all I bank affiliation with every bank in all towns all
I can draw L/C from. I shippin can
name on bank of branch
desired on L/C. Hope you
approve. Sonwa was only I branch +
doesn't handle
US accts. Fore
T.

Dear Henri:

Regarding the lighters, we are extremely short of the lighters in #2 and #4 shapes. Here is stock report as of April 7th at the warehouse:

	Black	White	persimmon	red	blue	pink	aqua	mustard
#1	ok	ok	ok	ok	ok	ok	ok	ok
#2	1 pc.	2 ⁰	19 pc.	0	0	8 pc.	0	2 ⁰
#3	0	2	ok	ok	0	ok	0	2 pc
#4	0	0	2Pc	0	0	2pc	0	10 pc.
#5	ok	ok	ok	ok	0	ok	1	ok

ok means we have enough. We desperately need the ones marked 0 and 1 or two pieces. The reason the dark blue is needed is that we didn't get any in some shaped in the last shipment. We haven't heard from them about the next shipment. When will it come? We are so very low. #2 and 4 are best so far.

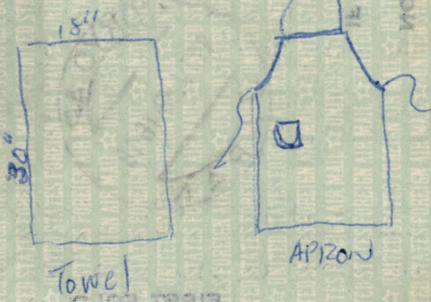
Tami just got back from Bank of Tokyo for opening L/c and said she had a bad time.

Please rush the lighters. Our best seller so we should try and keep stock or we may miss our orders, which are slow enough nowadays. Sorry to hear that the pencil boxes aren't coming until end of the month. We sure can use some new items. We are all out of the L-pl-19 and 22 parasol lanterns. Are you going to see the shippers? We have had them on order quite some time.

The wooden mats just came in today. This means we have very few back orders.

I wonder when the ZAB new animal banks will come. Hope they come soon.

Hope you find some good items for us. Can the linen people make kitchen towels with designs like our DA aprons in linen of lower quality than the napkins and at a lower price and using the towel, make a simple apron? to match and packed in cellophane together as a set? I think it will be very good if it can be done for \$1.50 - \$2.00/set retail.



The entire apron to be made from the towel. The only sewing necessary is at the arm hole and pockets and attaching the tape for around the neck and the belt. It can be folded into a small package, 6" x 8" or 8" x 10" and put in cellophane bag, as a set. I showed you the one I got in England and I tell you, the apron is very handy because it fits men or women and protects all of you.

I think the patterns on our present cotton aprons will be very nice and oriental enough to be very nice. The design can be silk screened in nice bright colors on a natural background if that will be cheapest.

Norman now weighs 108 lbs., I hear. Maybe he'll catch up to you by the time you get back.

Hope you are getting our mail ok now. We try to write almost daily. Give us your itinerary if you plan to leave Tokyo. Our letters must take five to seven days to reach you.

Henri dear - Re: Hiai's suggestion lacq Rice Sew. bowl FOB \$5 - please cancel -!! Any lacq from Kagawa is OUT of due to cost - same is available in at andance in FUKUSHIMA & reasonable & it is not true that it is hard to produce - don't get them anyway - from anywhere bec if chip, it is completely unadable might as well as throw them out. PLEASE CANCEL - our money is too dear to spend on that!! US melamine bowls are EXACTLY DESIGNED like J. lacquer shitan & CHEAP, in USA!

Please go see Takahashi's party goods paper numerals paper...

3/ What do you want to put in for? Another location? Bigger space? What floor? Please awaiting reply.
What shall we do about NY Show?

What suggestions do you have for adding on this 2 day girl we talked about - Squid is running up hours for himself photographing the parassola, sending out PR letters on prints of them, and so on - if we could get someone soon, we can train now, so will be useful when summer comes & we do fall promotions.

Today I was unproductive - Bank of Tokyo wants TTB's financial statement besides collateral (70% ~~for~~ for 1/2 year tho I have savings acct there to cover 30% over amt of L/C so I thanked them & left. There's always SANWA - or I can go back to them - Tokyo Bank says if acct grows to where we want HC unsecured, financial statement is rec. ~~and~~ Well Otogiri is on Board of Directors so we won't do that. I'll try Sanwa tomorrow. Good weather today - lots of sun, warmth & still air. For tami \$9300
Norman has a good trumpet new

FIRST FOLD



NO TAPE OR STICKER MAY BE ATTACHED
IF ANYTHING IS ENCLOSED, THIS LETTER
WILL BE SENT BY ORDINARY MAIL

高橋 新一 様
東京 都
A 2 14
8 番
格
AIR LETTER
AÉROGRAMME

Takahashi Trading Co.
1661 Post Street
San Francisco, Calif.
USA

Mr. Henri Takahashi
Daitchi Hotel #428
Shimbashi, Minato-ku
Tokyo, JAPAN



VIA AIR MAIL
PAR AVION



SECOND FOLD

2/ Smell transferred from lacquerware to foods is objectionable, and lacq chips in use - just DON'T, DON'T, any size, any price, PLEASE PLEASE!!!!
About macaroni dishes; they are baked in casseroles; some contain as prepared & baked in, non-chipping & autom. dishwasher-able.

Get some enameled ware or stoneware casseroles with lid, if you have to go into higher backed stuff. Dansk has cleared the road for a comeback for about 2 other companies now, all being shown side by side. Dansk still way behind in delivery (3-4 mo.) and Briard's designs are gooky Penn. Dutch modernized with rock, and sectioned-off eggs and hearts and such in black and gold onto enamelware kitchen sets, patio equipment like casseroles, pans, pots, coffee percolators some of 25-30 cup capacity, with coordinated glassware.

Don't buy Kato's glassware - you have to show at Housewares Show - also China Glass & Linen Show - unless you want to attend these or appt new rep. which you can't do + come out ahead
Applications for Chi gift Show came today + given choice of rooms