Thursday April 10, 1958

Dear st "enri,

Dorothy has her day off today bec. Thursdays for ten weeks will be her day off, Thursday chosen by herself as a good day.

Beautiful sunny day, he fourth in a row, but some dirt cliffs, rain sogged, are still falding off off cliffs, some with back porches or garages on them, and crushing below. The sandy hills and steep cliffs near where John Entenza and the chair guy lives in Santa Monica or up there on the cliff above Dorothy's folk's place, fell down, you know, right ove r the highway....remember what I said about how risky it looked, building right up to the edge like that?

Your 3 pg long letter arrived, writ en Monday. About Serizawa designs, we must sell cheaper, so we should print by getting his design and letting your printer run them off. The we have design and we have price, and if Japnese paper is used, we'd have the effect, too. Maybe the soft apanese Wa-shi is good for it, in different weights, and must be hand-fed into to the press, which would be be-moaned by the workers here in US printing plants and cost like the deuce, but Japanese won't mind a bit.

About Matches, we are all anxious that you do something about it, as Jack says the Kessler new ones, the take-offs of the Italian ones, the semi-long ones, same size as our hourse design 4 inch ones, are selling for 50¢ with all-colored tips mixed, in a round paper tube, with a celluloid top, and very pretty to look at, and selling like hot cakes everywhere, and that there are some 25¢ size ones, too.
You know that the VANDOR MATCHES people have desinged prettier and prettier fireside 10 ? inch or whtever length long matches in a pret y box, very modern, and multicolored, and after all, what makes these matches sell is the packaging, for matches have been used since history. Dean Trimbles' son is there in Japan now, too, so Kyoto must be spilling with buyers and Kaneshima's services as well as Yamanaka, etc are taxed.

Maybe in Tokyo such shippers as International whom you saw might be good if they have no other contacts, and let them send you the things that don't matter on which to get their experience, or is it a bad idea?

I believe they tried to do some sleuthing for me in Goh sets, or didn'they say anything or was it another firm? There were two inoduced to us by hakujin, unrelated to the other. They didn't quote me price, and that was what disgusted me. I didn't answer them.

Origami paper and sample folded objects, and instructions in English in a slick hard-ish cover: by ToTo Shuppan Som any Ltd. 2-4 Nishi Kanda Chiyoda Ku Tokyo and Exclusive distributors are Japan Publicati ns Trading C ompany Ltd Central Po Box 722 Tokyo printed by Chiyoda Publishing and Printing Co. Ltd Tokyo. Nameof book, ORIGAMI and is red, yellow, green on the outside. Supposed to be listed at $1.25 but the way bay it from the Oriental Culture Books people, we have ben selling at 1.95 and making only 40 markup and it isn't any fun. I haven't shopped around this area of the J town, but I suppose Honnami imports it direct. It's in English, and is the best of its kind, and you know I've been interested in it for some time. We Could wholesale it, but I suppose there isn't enough money in it.

Bill Brewer was just in, and he wants things like the baskets, etc, to represent us in Jackson Square, at less 50% less 15% and he charges less 40% and makes the in between after he does his own invoices and shipping out of Hansen's. Please reply. No gift items, only for the decorative and house things, he said. He carries Royal Cathay furniture.

The Celebrity House, San Jose (3 nisei) caught on, and they are going great guns. Village Fair, it's called.

No candles like the kind you describe, Jack thinks it might be OK, I say, send sample. It's OK to bring in without deliberation, bec. it sells to same clientele, tho we haven't touched that sort of thing before.

Hashimoto Feathers sent us today 1 box color slides, of Mt Fuji Five Lakes, and 5 books. of color slides each holding ten slides, TOKYO #1 and #2 Kyoto #1 and 2,(series, they cll it) and Japan in Color, the four seasons and customs. 5 albums of color slides, esides the packet box. Tell him the staff that doesn't get to go appreciated his presento very much, it was unexpected, a surprise, and all delighted, and will gather 'round to admire them the first chance we get for a company get-together. (Wonder what the big idea is, we're not used to such a good gesture.) I sure appr ciated his pearls, and rhat is the first thing you must say when you go there, and you must have a local confectionery deliver a decoration cake or some gaudy thing that is American, to his address, as soon as you arrive in Nagoya, before you see him. Let the hotel front desk take care of it or advise you if the desk will spend too much money. At about 1,000 yen? or is there something better?

No samples +

No samples today.

Am sending straight to Serisawa the Northwest Airlines pictures. Too bad we forget to ship them to you.

Jack says go easy on the place mats, he says that and the cloth, he can't sell too many, and has no faith in them. Linen, I mean.

Unless you want to sell some that are 22 inches or at least 20 inches. That would be the next step.

Be careful of Suzuki of Suzuzen lacquer. Do you talk to the old man himself, or to his son, or whom? His business is making clothes racks for the onsen and hotels all over Japan, those deals looking like the torii gate, and he doesn't make other things. He farms out the work, so you should be able to buy at better advantage directly from someone else in Aizu Fukushima. Fukushima Ken representative in the Kusai bldg is a young skinny fellow with a thin long face, called Mr. Fujishima, and he is in charge and the young, has been there a long time, and knows me. He wants to sell us so ask him to contact the other lacquer ware people for LB 5 and whatever else you like. Our LB 5 is called a RIN Nari Gata shape. There are so many shapes. But they know what you mean.

Am looking up Sheldon Wesson's Fairchild reports, haven't found them in today's batch. Will take home some to read and search thru. PLEASE TRY TO DISCOVER WHAT FREDA DIAMOND DID IN JAPAN, AND IF SHE IS A U.N. CULTURAL ENVOY, WHERE YOU CAN READ THE U.N. REPORTS SHE MUST HAVE WRITTEN ON HER TRIP IF SHE WAS AN AGENT.

Beppu pieces can be duplicated by anybody in Beppu without paying for the name of the artist. Fujishima of Fukushima has his job to look makers, so let him do work without being beholden, or have idea copied or reported.

Grass mat sales are not so hot. New shapes are necessary. Oval, maybe. QuonQuon has such nice colors, textures and shapes.

Will write again tomorrow as it is the end of the day and Aki wants a ride home as usual.

Love,

tami.

P S....Norman is the champion runner for 50 yds of his school, and with the runner up in the 100's, will run tomorrow at Kezar with other schools.