

Monday April 28, 1958

Dearest Henri,

Just got your two letters re: Saiki Mie and think your idea is great. If you see him again, I want HARI BAKO which is adaptable in lots of ways. Magnin sells for \$125 ridiculous. We could undersell & laughable. I want one too, for the hall. Lots of drawers, used to be taken as dowry, sewing tools box, Meiji Taisho period. Good for playing cards, matches, etc for living room, for jewelry box, etc made of Kiri, Kuwa (mulberry), etc and small, about 10x12x10 high or some larger deeper, etc. All good. Some expensive, which I'll keep, maybe. Also good is NAGA HIBACHI selling at low price nowadays bec. need slowed down, out of fashion, modern J house doesn't fit, also warm weather these months, slow demand til Sept. Sells for about \$125, about 25-\$30 outside, I guess. Maybe cheaper. Tell Saiki to buy only the minimum quantity of any kind, not load up on one kind. After trying, we can tell what we can move more of. Does he buy in Mie, or big city?

Can I go with him to the KOKAN KAI held on set days of the month. Ask him when.

About samples, nobody has sent anything recently at all! Only the flexible, trashy Kuwamura thin ineffectual hotpad. None from Kato Ken, re-designed things from Kuwamura, or anybody. No kitchen things, nothing. No Xmas things either.

A lot of our accts don't sell Xmas ornaments so go easy unless the item sells as giftwares or doubles as pkg tie-ons. If only for decoration and strictly so, it may be left-over and we'd lose out. Like those easily dented fluted tinfoil balls you bought last time was not good.

Wind chime should be good, and if a higher priced metal one of brass, chrome, iron can be bought, it can sell for higher price....\$2-3 each if handsome and permanent.

We rcvd bamboo fly swatter from Ken Kato. Also puzzle rings of metal, kind found in cheap neighborhood toy stores. Too bad you never go anywhere shopping while in US. We rcvd also piece of coated glass from Ogawa Co for glass shoji this am. Air. Don't know why. Otherwise, samples we want of mchd purchased or needed never came. Still very worried about the thigh. Can't you have doctor see it to dry it up? How about sun thru open window? Try it.

Nippon Toki and Toyo Toki joined Gladding McBean in a new porcelain & stoneware deal tho each continues former lines of Noritake and Kokura china brands.

We should be cautious in quantities as well as selection, Henri, bec. D&B says 10 firms a day, over 300 giftshops and apparel stores folding across US. Credit has to be kept close, told Dorothy.

Lots of matches on mkt now, new Swedish ones 12" long have barbecue design on one side, 3 r pipes for sauces on other, \$2 retail per box. Let's sell asst for \$2/box

What happened to music box innards? for Farrington?

What did you find out about what Freda Diamond did in Japan last year? Brooklyn Museum doing what NY Mod Art did for Good Design, and says best glasswares hasn't been bettered last few yrs.Freda Diamond's 2 styles for Libby's. Morrisson of Los Altos is importing short and tall versions of the metal candle holder you sketched, 3 points on saucer. Got one of awards. 450 selected items from open US market from 15¢ to \$600. There is article in Gift&Art Buyer. Dansk included. Dansk's teak tray elliptical boat shape with handle holes, for example, Enamelware. Martha says in CortesMadera chair from Japan copy of dining chair, Danish, \$25 ea retail, also at Fraser's, etc.

If Home Furnsh. Daily has illustrations, I'll send them. Usual glassware from Europe, flatware in stainless, etc, furniture, lamps, handwovens, rugs, fabrics, gardenfencing, planters, etc.

NKM balls are made now in BRASS thin gauge sheets, can be half-opened for flush wall or ceiling lights, and opened into balls for hanging lights, hollow middle for globe, giving to Martha to enclose. Can be made in J, see retail price! Preposterous. Saw them when I made recent tours to J. Sq and Merch art, both. Pieces come together with metal fastener like clip.

Having Jim write Saiki and sending back bal. of comm. due 9h.02 and 100\$ addition al to help part-finance early purchase of first pcs bec he works close, small com.

FOLD SIDES OVER AND THEN FOLD BOTTOM UP
MOISTEN FLAP WELL AND APPLY PRESSURE TO SEAL
NO OTHER ENVELOPE SHOULD BE USED

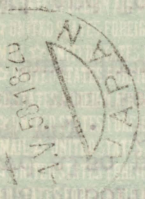
mission and profit. Evidently honest and incere. N. Oka impressed me same way. Neat clean office. Best in Ja I've ever seen. Also smallest. Limited in finances for shipping samples. Large beach parasols selling like crazy. Told you yrs ago we could sell it. Remember? You said too heavy. But the freight's been licked, and Kessler's selling them, too, bec. they asked us for ten dozens. No soap, we're out of many colors. Why do crazy things like cutting out spirals? Best seller. Maker all booked up, sold out. Can sell yr 'round, tho winter resorts Arizona, Calif. When whole country is having summer, of course it's best. M. thinks big factor in volums is Kessler unable to ship, also Otogiri.

Inky Dobashi opening restaurant, Walter Tarada doing it, so phoned him, to sell our shoji, chochin, bamb shade, etc, Walter coming in day or two, look things over. Can't you get Mme Kuwamura to cancel hotpad order? She hasn't completed it yet, & switch to light shade collapsible, made same way as B. net bags? Available here at display goods whsl, two wicker hoops inside bag which turns and sets up round shade. Naked bulb shows, but effect good for porch, etc. sells for more\$ than net bag.

DO YOU WANT BIGGER ROOM FOR CHI SHOW? Please reply d adline almost near. M says tell us what # letters rcvd, #6, etc. ANSWER the QUESTIONS. Have you gotten Tsu noda or Million to get Shogi-Goh combinati n sets? If not, tell us. ORIENTAL CULT

FIRST FOLD

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



Handwritten Japanese calligraphy: 東京 新橋 (Tokyo, Shinjuku) and other characters.

AIR LETTER
AÉROGRAMME

Takahashi
1661 Post
SAN FRANCISCO
-USK

77
Via Aeronavi
Tokyo
Takahashi
JAPAN

VIA AIR MAIL
PAR AVION



SECOND FOLD

URE BOOKS opening retail store, wife went to J shopping! Aki called re: zori & he said wife there, will buy anything we want. Aki & L went to Terrace Rm St FrancisHtl very high, very pretty. ate roast beef, saw young Furuya of Alameda, Hideshima son who works for J firm, Chuck Yonezu there. Gee, bet they don't save a penny, if they frequent those places. Tain't cheap. Aki likes to eat out sometimes, & we had a lesson in calligraphy to goto ater, so I took her. Research trip. Yuri of Arguello now married to a Geo Iwanaga 2nd yr dent al student, works there week-ends in kimono & had our table, so I gave a big tip, \$1.50, evidently she needs it. About GiftShow we should take bigger room Chi. bec. Non-comm territory, let's get better orders. What happened to Tanaka Co re: grass mats? Nanri makes good profits & live high, so others must be able to do better. S.Tanaka Co, 840 Kami-higashi, Mikagecho, Higashi Nada ku Kobe. About antiques, I'll never buy in Kyoto again, bec. high! Kobe-Oasaka much better, & not bid up by tourists, tho more available. Kesslers's sells matches to JC Penney...gift shop, \$1 table. No way of telling they're matches, no word or picture on it. A scatter of matches tells the story, for instance, How about stripes of color? "longated diamond shape. harlequin?" squares of varied colors of clear jewel tones..emerald green, amythist, ruby red, etc? Like stained glass window