

Sat. April 26'58

Dearest Henri,

Thought I'd fill you in on what was happening these days. Mr. Nagata who is Mr. Kawanami henchman arr. in SF and have been taking him around. He has concluded that in Japan they can do nothing to compete with U S on chairs. They have promotional chairs with padded and covered seats in the Merch. Mart for 3.95 sold in lots of 6 pcs, del. imm. fob Wisconsin or somewhere so what can you do.....I was esp. amazed and shocked to hear from Mr. Kawanami yesterday that you have let your neck into a noose by making him make a Danish chair copy or version to be made ready for May viewing when you go back to Kobe!

I thought you heard of the 3,000 pcs of folding chairs that Amthor is stuck with bec. Hurricane copied it for 11.50 each whsl in Hong K ng....the Kasuga chairs which Lincoln makes 65¢ ea. on selling at 17.50 whsl.....we have to sell it for 29.95 at 35% and everyone else is blasting it at 19.95 by buying it at 11.50. And, in addition, we have no distribution, no furn. representation, no channels ....what on earth are you doing so far from the giftw ares field????????????\*\*\*\*\*

I thought the last thing you said was that the 60 pcs of tables were your biggest boo-boo?????????

The lacq. tables are OK bec. there is nothing here it is trying to imitate. But there is still the American ignorance of the care of lacquer and the lack of repairman for lacquer to contend with.

Don't buy, please don't buy, Mrs. Kuwamura's hot pad and Mr. Kawanami's tables chairs, or anything, anything at all. Too high price, and if high, it should not be a copy. Jeeperes, the western world can make better higher priced stuff anytime, and we don't have to go to Japan for it unless it warrants it from a hand-carved, hand-finished point of view, to cut costs on a fast-selling item, which Kawana mi's stuff does not include, no matter how crazy you are. What did he feed you anyhow that you can't think anymore?

Mr. Ngata of Kobe wood ass. really realizes how futile it is to try to sell a volume, and how difficult it is to sell a higher priced line like theirs. The New York guy sells very little. Others say Keyaki is impossible to popularize in America, looks too weatherbeaten for a fine piece, like cheap patio or barbe-cue stuff in tecture, and not fine, that the Seattle show sample was warped, buckled, cracked, split. Nobody knows why it won an award, for when the list was compiled the day before the announcement, Kobe table did not get on, but that Nagata dined and win ed and gifted the judges and he got his number into the group, and there was a lot of dirty talk af politiking that has given the Japanese group a bad name now. Nagata had a lot of dollars with him to entertain, also the Consulate General, the Banks, etc of the Japanese vip's threw their weight around for him.

Today heard from Kuwamura Toshiyuki saying they were awaiting comment on their hot pad sample, so we will tell them all the shortcomings. Their sample will NOT SELL even for 15¢.....it will ruin the table, make for accidental burns due to mal-function for the thing supposed to do.

Mr. Nagata told me Seika Senni, a small ~~Kobe~~ Osaka firm with office in Tokyo exports Dish Towels, printed like the US kind. But high cost. Y240 pc, in quantity, lower. Thought ones at I Magnin were the same ones, so much alike.

Mr. Nagata and Mr. Kawanami hold memberships in the KOOKAN KAI of used furniture in Kobe, so I asked them to get for the retail store a small cabinet a foot or two wide, deep and high, with lots of small drawers, used, at dealers' auction in quantities of 4, 6, 8 pcs also NAGA HIBACHI which well cheapest during summer months being less demand, and being old-fashioned taste, and about 3 of these & 5-6 pcs of the small cabinets already spoken for if obtainable. Said payment & delivery would be acc. to their desires. Mr. Nagata good guy. Returns May 5th SF fr. NY, going on to LA. Buying for him Jacksn Sq. Danish chair, Sven Wolherth also for Kosuga, same piece.

Handa says he is being pressed by Inky Dobashi who's opening J food place, restaurant, corner Pine Van Ness in 2 months, designer Walter Harada re-doing exterior & int. both, importing lots of materials. Aki & I went to Terrace Rm St Francis which was packed. Roast beef. Yamato always packed. Haven't seen Tokyo S.

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



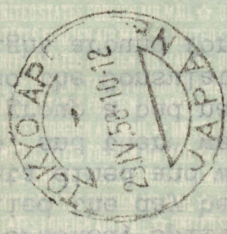
Please don't buy furniture from Kobe Wood Chemics even tho in April they put up new factory. I'm surprised you went to see Kawanami, why on earth did yo when you admitted it was a costly boo-boo???? There was nothing for yu to be doing with the guy. Lord.

Also lay off the bamboo hot pads. C n8T give them away. Lay off of lots of bamboo, warm winter and eggs allaid in the bamboo and it's a mess. The skewers have bugs in them already, ones just recvd from Mod. Foods and Pac. Mut.

Kuwamu ra says plse push sales bamboo net bags bec. Jewish outfit asking for, but bec. we are already handling it, she refused them. But maybe she wants us bamboo net bags????? She's doing us a fovr, she says.

Well, take care of yourself no matter what, and please do somet ng on matches instead of waltzing around with Kawanami! Can't you sneak into Kobe and out again, without his knowing? What ahe the names of the hotels on next trip? Love

FIRST FOLD



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

AÉROGRAMME  
AIR LETTER  
Takahashi  
1661 Post  
SF. USA

7th HENRI TAKAHASHI  
Tokyo  
JAPAN

VIA AIR MAIL  
PAR AVION



SECOND FOLD

NO OTHER EMERGENCY SHOULD BE USED  
MOISER L'GAB WEIT VILFA ABERLONER TO BE  
YOU MOTION FOR MORE OVER THEM BOTH