

Letter #22

Dear Henri: Glad to hear that your leg has dried a little. I suspect you should not wear the tweedy wool pants as much as possible. Perhaps you should get yourself a pair of dark brown slacks of worsted to wear with the jacket if you don't have one. You may be allergic to the rough wool fibers that stick through the lining. (THIS IS TAMI...GET TAILOR TO INSERT RAYON LEG LINING BOTH SIDES...QUICK AND CHEAPLY DONE.) The teak 11" and gold 11" trays are \$10.80/doz., 14" are 18.00/doz.; 21" oblong are 36.00/doz.

Received your letter of 28th from Daichi this morning. We also heard from Kamei. They are disturbed about the P.O. for the raw silk jackets with pockets we sent them. The letter accompanying the P.O. clearly states that it is the order you placed with them. Please make it clear that we send the P.O. to confirm your orders, and it does not mean another order so do not duplicate. The letter Jim wrote was in Japanese and they should have understood it. Jim is also writing to you about it.

The moldy yo-yo's are a big headache and we are really getting a batch of complaints.

The sample of the hagita came today. Also sample of a scare-crow doll from Teruo Kadowaki of Sendai Chamber of Commerce. No price or letter with it yet.

The hagoita is only thing we got so far from Hashimoto. Their letter says they are sending other things.

(Since "arthat left the office saying 'I'LL be back! I came to her mach ine and read what she wrote thus far. Inserted caps above. Re: Hagoita, it is cheezy, how do you sell unknown game in America even tho 10¢ piece? You must off your rocker. Quit doing these things. If you are going to continue Kuwamura thing, hagoita, etc, you'd sure better come back quick bec. you're wasting time and money on excessively infoerior things beyond just boo-boos, they are tremendous blunders! Are they doping your coffee? How come they can put these things over on you when you haven't answered our questions & evaded our requests, and not bought anything for the retail store on their request list? What's the idea not getting us our goh-shogi set, going to Takahashi party favor place that might have more things like our white doves??????Others are very much on the ball. Otagiri came out with lots of new things ever and beyond the several new kinds of matches. Their plain grass mats are superior to ours being of a different loom and core thread so they lay heavier and stiffer, and sell at 16.00/Gr. How about getting around to the post card people so we can make up a selection boxed, and doing this with ready-made and available or run-off-on-order sorts you don't even have to work on? Gee, we supply you with the ideas and even where to go, and you spend you time on Kuwamura's stinking hot pads and hagoita of the cheapest cheeziest I knew never such existence of. Hagoita is traditionally beautiful of silk....and those who don't know the traditional use ARE NOT going to know what on earth they are for! What are you going to call them, baby seat beaters? The face pasted onto them, paper, is not pretty. I'll cook them for dinner for you. Give them away to an orphanage before you come back to escape the duty and freight, or better still, sell them back to the guy for half price. Tell him not to crate them, give him half the money, and tell him to keep them. That's the best solution. Also same for Kuwamura's hotpad, which will not be a pad, nor will it protect from hot. And is peko-peko! It's tension makes it spring, it is plain lousy. Give them half the cost and tell them you've made a boo-boo. About matches.....I'm enclosing some colors, designs. Hope they help. Have some modern usable-everywhere-in everyone's -home-type things and don't confine yourself to just J. sorts or Serizawa's desiggs....Aessler's stinking colors & desi gn sell bec. more harmonious with interiors. After all, they accessorise American homes and are bought with typical US psychology, not folky craft-ists. Most don't understand the real amt of work involved in the folk art paper. We should have our advantage at the level of color and design and knowing our market, since nothing is exclusive anymore. DESIGN, COLOR AND APPROPRIATENESS, STYBING.....FOR EVERY ITEM. I think you should read this part of the letter once more. If you are becoming Japanized, you should come back and I should alternate with you from now on. Then there'd be enough stagger so that we'd both have good ideas. Over here, you should go to the display houses selling mateirâs, they sure have fresh ideas. Since America has abundance of all things, we must have COLOR, DESIGN to sell!

2/ I went to Sylvan Cohen yesterday and was enchanted at their beautiful display. Since they display to sell to displayers, can't you imagine. Lots come from J. but they arrange it so expertly. Wish I could tell you what we could commercialize, but only that a small feather duster the size of our smallest, the 4", was on the end of a rattan stick 4 ft. long, arranged like flowers, etc. Thought I could find something to sell at retail on trial for a whsl later import, but came away with nothing. Went to Pac C D Gds same bldg, saw our folding shoji lamp copied, black, with J elec parts, 4.75 each, design little diff, like #2&3 thrown together. Better yell at your source. I didn't see the elec parts, but assumed it, for they also had squatty boxed oblong in our same grey and brown, both same design, with elec parts. Like shoji yokoshige. on legs, balancing up from a wooden board about 5x7 or 8 wide, on/off switch on wire part way past the lamp. PCDG also had some very nice plain gold/blk lacquer marked AIZU in demi tasse c/s; coffee c/s; bowl part of owan; desert plate, all with gold wash on inside or top side, with outside or bottom side blk. I can see where red not selling, as calls for it is less, then the tone of red is touchy question. Only one thing I'm all for, is that Saiki buy the older used stuff, if he can get it cheap. We shld tell him item for item, top price to go. Under no circumstance should he buy things that need fixing, bec. labor here is high. Unless it's fixed there. It'll get worse condition before arrival. They're getting in nicer prints for the children's challis-type kimonos so they sold out to hakujin. Why don't you go to 3-stars and others who advertise that pretty butterfly print? Everyone is anxious to do a good job this year, and competition is fast, so design is going to be the factor. Kamei and you are all balled up so why don't you give them a Kansai address and phone number when you go away? Surely anyplace in Japan is closer than SF is, and yet they can't get a hold of you! I think steak knives had gone the way of all flesh. They've had it. DON'T BUY NO INDIAN CARVED STUFF !! Seki Cutly told me a lie! They sold me sets of that stuff claiming they designed it, when it was originally Indian! I sacrificed them at retail store at under wholesale price & had a deuced time getting rid of them and they don't even cut, and what's the idea of them doing this to us when we were such good customers, and why are you fooling with them when the mkt is DEAD, DEAD on the carving sets???? Lay off, lay off, it is poison, cutlery is not our forte, we don't have enough in that line to invade the narrow-margin low-profit, big volume housewares mkt! Teak, brass, etc on the Indai stuff means endless polishing, and it is poison! Don't fool with those gypers and fast talkers. Stay away from the carving sets, for heaven's sake. The knives the teen-age hoods carry around are cheap and good...we have one in the kitchen from school! I'm using it, has pointed, curved end, serated edge, then comes into thin razor-sharp edge, and in a nice white handle, and it is great.! Wouldn't use my J. ones again on a bet. How I got it is a long story.

If Shizuoka has the inclination to do so, maybe we can get them to make a big box for us, with drawers, like the woodpecker type, but without the cocks dec. on them, with black hardware or hardware painted on them, for jewelry, keys, watches, etc tell them like Mah Jong boxes, but without the front sliding panel that fits in slot and comes down front, but make that hinged and open outwards like the cheap lacq deals they make, but the insdie with drawers like the mah jong tile boxes. Maybe not so many drawers. Or olike the woodpecker chest that stands on table or hangs from wall, with four or six drawers. This is usable for buttons, pins, etc for sewing center of home, near desk for clips, stamps, rubber bands, etc. Adaptable. Tone the color of the wood finish down or keep same, substitute black haware like design painted on at the corners and at the pulls by paintings these on, and there you are. Small miniature Tansu. How about that? Also a Hime Kyoodai, which is a miniature kyoodai, or a mounted mirror on one drawer base. Knocks down. Traditional. Don't gook up. We had one downstairs in store for ear-rings try-on, sold it for 7.50, was used, faded. Pinkie played with it as child. Good mirror and larger, better. Dept stores have them full size, for dressing. Furn. sections. Retail \$20? Tilt of mirror adjustable with brass screws on both sides. Shizuoka can make. Keep the Shiz. type gook off. Knock-down with two posts and mirror fitting barely inside drawer will make only box to ship. Make nice hardare for pull. Remember old one to be about 8x11 $\frac{1}{2}$  roughly by memory, when given to me, was one box, all came out of it. Can be black lacq (kashu) with brass knob, screws to fasten tilt of mirror, like the standard J ones, no change. Design if nec. can be weeping willow, scattered coins or Mon, or weeping cherry blossoms but dignified, dainty, not with heavy hand.

About Mme. Kuwamura, acc to Jim, we've sent L/C! Oh woe! \$180.00 plus, down the drain. Tell her Nanri is cheaper on beaded bamb. net bag, that you demand the name and address or to see the letter that came from the Jews in US asking to buy it. Tell her you'll do the selling to them, thus benefitting her anyway! He'll enjoy the volume, will deal with only one outfit, TTCO, already known to her. This is where ~~Japan~~ Far East Trade Council comes in. We can offer to them. You can ask all your sources if they get requests and if so, you will sell to them, so show their letters of inquiry to you. Confidential, and you will ask in their and customers behalf, to negotiate business since you go so often. If they want more business.

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that came from the Jews in US said to pay it. Tell her you'll do the selling to them, thus  
Nanri is cheaper on beaded pump, net bag, that you demand the name and address or to see the letter  
About name, Kumasura's, see to Jim, we've sent I\N\G! Oh well! \$180.00 plus, down the drain. Tell her  
hang.

Willow, scattered coins or Mon, or wedding cherry pincosoms but dignified, dainty, not with heavy  
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to ship. Make nice hardware for buff. Remember old one to be sport ~~gaily~~ roughly by memory, when  
took off. Knock-down with two posts and mirror fitting parallel side drawer will make only box  
Tilt of mirror adjustable with brass screws on both sides. Shimoko can make. Keep the Shim. box  
and larger, better. Left sides have them full size for dressing. Shim. sections. Retail \$50?  
ear-rings (kya-on), sold it for 1.20, was used, ledged. Rings blacked with it as child. Good mirror  
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How sport the? Also a Hime (woodst), which is a miniature (woodst) or a mounted mirror on one  
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color of the wood finish down or keep same, substitute black hardware like design painted on at  
sewing center of home, nest desk for clips, stands, rubber bands, etc. Adjustable. Tone the  
people or hangs from wall, with four or six drawers. This is usable for buttons, pins, etc for  
wash long life boxes. Make not so many drawers. Or like the woodbecker chest that stands on  
and open outward like the chest faced desk they make, but the inside with drawers like the  
without the front sliding panel that fits in slot and comes down front, but make that hinged  
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drawers, like the woodbecker type, but without the cocks dec. on them, with black hardware or  
If Shimoko has the inclination to do so, maybe we can get them to make a pig box for us, with  
apora.

Page three  
since anri Osaka sells the bamboo net bag for 268 where  
the lame gets 30¢ for it, we cannot prevent anri from selling  
them to our competing Jewish compatriots as they have very  
right to sell them to the guy when TICO does not buy them from  
Nanri, so we are the losers every time, right? We should get  
the next ones from Nanri or esle order them now, sort of, sub-  
ject to a confirmation. Negotiate with the lame, and if she  
won't meet the price, you'll do better with anri and with  
Nagata, I'm sure. The bamboo stick pieces come from the Kumano  
section of Hiroshima Ken and the beads come from the Kansai  
too where they work these wooden things on a lathe and turn  
them for ojuzu, etc. as well as for the Soroban. Kansai is  
naturally the best place. As you know, Bon Access. tried to get  
me to buy when we were there with Karen and you wanted me to  
get some earrings, but we didn't buy because she didn't have  
the designs, the price, too high, too much corn, nothing  
clever, stylish, smart or new. We had rejected her. She sent  
us by mail, lots of plastic tama-kagashi, though. We didn't  
want them, and you were critical, too. If you saw the hot pad  
at your desk in SF you wouldn't swoon under her spell, I bet.  
About Ashimoto's wooden hagoita, we aren't issuing L/C and  
today I'd tell him so. Since it is bought on the market, from  
stock, we are sending him \$20 if you OK it, for his trouble,  
to get out of your predicament. Is it OK? Tell him to split  
it with the wholesaling source. Or whatever. Never saw a  
more ridiculous purchase. Remember the samisen-no-bachi?????  
We still have almost same number of them you bought last time,  
and I just can't see the cost, the taking of inventory, that  
this hagoita as a sleeping dog is going to cause us. You  
will lose face, but you will have to laugh it off, and say your  
neurotic wife thru a fit, or something.  
I'll write more tomorrow. Some important things to add  
but no more time today.

3.

Henri: This is Martha again. Tami thinks the hagoita is awful, and I agree it is pretty sad too. Maybe your bad leg was bothering you at the time. Well, I'm sure you could do something about it.

Saw some flower shaped candles in Better Homes and Gardens shopping column for 3 for \$1.50 (retail), prepaid. I'll buy a copy and send you the picture.  
(just got it and am enclosing above.)

Just got Back from Kayo's. He said the sponsor of your team treated them to a dinner. They wanted to wait until you got back but they couldn't leave it that long so they went ahead and had it in Chinatown without you. Too bad.

Pongee Kimonos are selling quite well. As we predicted, the natural, red and blue are best. The brown and charcoal are poorest. The price is good and the quality good. No one has complained about the belt loop or the placement of the label. They probably remove the label anyway and put on their own.

I think the men's robes and the ladies' kimono in noil will be very popular. They make such good gifts. They say that in this recession, the soft goods, clothing in particular was not as hard hit as large appliances and card.

If you see some nice white china pieces for the retail store in your various wanderings, you might get them if unusual. That is, odd pieces to go with white dishes. They may not have them ready made, though, I guess. If you do see them a few pieces of each would be enough.

The pongee kimonos are supposed to come in next week. The ship was delayed. It was supposed to be in this week. The rest of the cotton aprons and the raw silk jackets with pockets are supposed to come in on the boat due the 10th.

No samples from Ken Kato yet. Guess he's stalling so he won't have to send them at all. As I recall, he's the one who is so tight about postage.

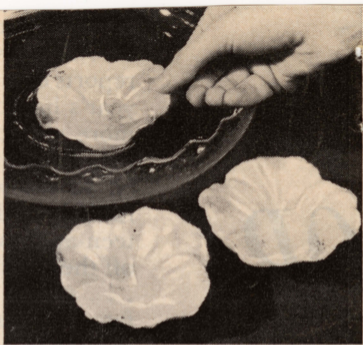
Regarding folk art cannisters, don't you think the folk art designs are a bit too common now? They are nice, but not as unusual as they used to be. Now that Otagiri is out with matches in the typical folk art patterns, they will be very common. Luckily he hasn't used any of the patterns on our folk art boxes, but if he did, it would ruin the boxes, unless you did it yourself purposely to match the cigarette size boxes. Americans are great ones for matching sets of things. The Otagiri matches are nicely packed in good quality white cardboard boxes per doz. fire-place matches, lined insilver. That is, the cardboard is made with the silver on one side, a thick version of the PBS-22 foil star paper, but thick like extra heavy shirt board. The fireplace matches are folk art paper designs, but the box itself is of white cardboard. No wood is used, for the box, unlike the small matches I described in a previous letter.

Correction:  
Re: my inventory on grass mats G-16 sent you yesterday, please <sup>add</sup> ~~add~~ 1080 doz to the figure. I just found out that there was another 1080 dz. on the same boat. This means we have quite a few left. When we get our next shipment of G-17, we will have enough of those too. 100 gross expected in May.

If the earving set you speak of is like the one you had in the store, I think they were ugly, and dangerous. The XLO sales are slow now, a Christmas item, perhaps. We have enough for the present. Bamboo Higo shades are doing pretty well as you can see from the sales. Better than Shoji lamps. The paper part is rather fragile, but less apt to be torn than the paper on the shoji lamps. ~~THE XLO LAMP~~

The retail store is never very busy, but steady, I guess. The conventions always help.

Sorry that your purchases so criticized, but you asked for it. martha



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Joan Cook, Centerport 8, Long Island, N.Y.