

Tuesday April 22, 1958

Dearest Henri,

Haven't heard from you for five days, and thinking maybe Osaka trade fair keeping you busy. Wish you'd write us what has transpired. Answer some of the questions. Have you gone to TAKAHASHI paper novelty house? Mailed names for postals to Tokyo so pls. pay mailing and mimeographing service type of place to hand write each & stamp and mail regular mail. It's OK if it's late, but if you can see them, it's better. Post Crads available at Tombo (Asakusa) or Chikyuu-jirushi (Kanda) at wholesale, where you may as well buy some for selling retail. "Writing you from Japan and wishing you were here to enjoy it's beauty." or "Enjoying the beauty of Japan, and thinking of you. In fact, that's why I'm here. See you at the Gift Show" or such words. It'll make a hit, I'm sre, and this year it will be competitive. Very good, good public relations. Please get it done.

Yesterday Kosuga and Ishii contacted us, came to store & I hustled them out, took them to Blum's Polk st where Lincoln Bartlett met us for lunch, and he paid for it. Then to Jackson Square while Lincoln worked, met us and we went to Exhibit & Bigge Bigge's is very large showroom, 1/2 block square, Lincoln says Nihonjin need to know what cheap furniture sells for, and what they had to contend with, in order to sell volume. Today Mr. Kawanami's friend and rep of Kobe Wood Chemics Ass. I picked up at Victoria Hotel, and took to Sloane's, Gumps, Magnin's that opened an Oriental art room on the best end of the Mezz. floor. Lots of gold screens small and med. size. At Gumps, I saw salesman showing some, too. Maybe I'll get rid of mine. If we have more space, we can sell same things as they at Magnin's and show 'em, it'll be a laugh. \$25 for a gold screen which would hide only a telephone. It's just a joke.

Today while at Magnin's and Gumps looking at the handblocked or screened kitchen towels, Mr. Nagata said he knew Osaka wholesaler who makes them for USA. 1.00 and 1.25 each and American made ones we saw today, but Mr. Nagata of Kobe Chemics said he couldn't tell diff. bet the Japan made ones his friend is sending to US. So the apron you want made could come from Osaka. That is the textile center for all printed cottons anyway, or don't Kamei tell you these things. This guy promised me he will take me to the sipper ortop help me transact business, by mail if nec. I have done a lot for him today, will take him to Jack. Sq and to Merch. Mart.....today is Thurs. 24th, AM talked to paint Mfg sent to house from Zelin-sky re. pressure blown sealer who may subcontract. If so, I can see all the 10% we're going to be paying. Yesterday went around with Kobe Wood man and Kosuga men and with Anthor's new furn. whsl. sales mgr. Norman Slade. Convinced Kobe Kawanami type will never sell worth a darn. Wood problems, financing for import, limited production and factory and training in Kobe, and our own limited distribution, \$, and so on. If good stuff public in US prefer Danish or good US stuff they know. If cheap, the volume entails financing away beyond our horizon. Please, talks with Kawanami are futile, and am surprised you bothered. The new factory opened April 1st, etc, all futile as far as TTCO concerned. We're out of PBL's, our staple. OK to order from here? Also fish. Today bec. of Mr. Hamada's phnecall, went to Ch. Comm. Thurs Lunch. & heard Mr. Sumi of J. Zarka Export Kumiai, lots of govt talk, not much action or control on dumping of rubber sandals, etc. J too weak to regulate. Got 3 letters mailed monday, from Kobe, Kokusai bldg. Walking to Sutter bus along Grant Ave, whsl importers sell at 40% which is what we should do. If stocking store buying a higherset minimum, they give 50%. Should follow this on screen & other big items. Osaka Fujita, supplier of lacq table, get him to make us 18"sq which is good for lamp, planter stand, small coffee table, to sit on with cushion, etc. Height can be with same table legs, which makes it look thick, but make top edge thick to match, if this is cheaper than to make new thinner legs. Noone sells at such advantageous prices as we do on 30"sq & 30-40 size. Should take larger rm at Chicago low & show these & new items. We told you before, get Fujita tables. It will sell. DON'T GET KOBE KAWANAMI tables. A dud, flop. DON'T BUY ANY! Lacq. Fujita tables, OK. But not too many, 15 pcs each color, size, & re-order after LA & SF shows. Tell us about Room Reservation Shows, LA, Chi, what do we do?

Did you go to TAKAHASHI party novelty in Tokyo? Paper novelty Kobe is best place, as I said before, T Yamada is old paper house now selling paper-made goods. Beach parasols selling good, Kessler asked us for 10 dz, refused. Complaints that Kessler's, oil stinks; maker same, so warn Hirai we want thinner coating of oil, unsmelling, continued good colors and quality. Clean out now. Brochures out, no supply. What a mess. Martha placed order, but will sell out. Back ordered now.

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

Big ones doing better than little ones. Just starting to get nice weather all over country, a little bit of shade in such pretty way is enticing. My chrome weather I mean wind chime is still my pet idea, Y600 retail Tokyo, Ken Kato know maker, get some for retail store. Kessler has from India in brass, selling at ? and Gump's sells one from Japan for \$18.00 not so pretty sound as mine. Get some. Tell Ken. I bought it basement dept store 1955. Ken Kato found maker. Small man alone. Saw it first in Yokohama Motomachi. Normn says don't forget his folding pocket comb. Buy it first floor notions any dept store. Today got Michi Ito card shipment. No letter, cost price, inv., nothing. You can go ahead and buy more. Not many came. How do we pay her? I offered to pay US\$ to help her fund, but is she still planning to come? I'll write her to ask, of course. You needn't go out of the way to contact her. Must take Pinkie to shopping tonite, will write again. Take care of your leg. Please do go to see a doctor. Tell us what goes. Do write often. We worry when there's such long silence.

Love,
tami

FIRST FOLD

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

771

東京第一ビル
高橋ビル

3.31

JAPAN

Mitsuharu Takahashi
Tokyo

AÉROGRAMME
AIR LETTER

VIA AIR MAIL

PAR AVION

Mitsuharu
1661 Post
San Francisco
CA 94115

PRINCETON, CALIF.
MAY 4
-PM
1958

AIR MAIL
PRAYO
PER
DE

SECOND FOLD

NO MOTIVE GLOBE WITH CIVIL PAVO SIGN GLOBE
NO OTHER ENVELOPE SHOULD BE USED
NOISILY LETTERS MUST BE SENT BY AIR MAIL

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She has phone.