

Saturday May 3, 1958

Dearest Henri,

How's your thigh these days? I suppose when it starts to heal it gets itchy but you have to control your rubbing and scratching or else it goes backwards and takes that much longer. Las. So when it starts to get better, it requires a de-sensitizer that is an analgesic to give it a chance to heal without causing the itch. Can you get a Ciba product called Nupercain at the Fuji Pharmacy, the Rexall drug store? Run by Geo. Kuniyoshi of LA ex-SF man, pharmacist (aged issei) also ex-SF man with glasses and mustache. Ex-Partner of Jim Yamada who has drug store on Sutter-Laguna, guy speaks Eng..... Today we recvd your wonderful stack of newspapers. It is one of the things I miss most about J is the daily Engl. papers, and wish we could subscribe, as good study and bkgrnd material for our business & training to know our sources. THANKS!

Yesterday we got Hagoita Hane and I said put the bird wire on the feather flower form but today I say put more than one inch, make it two inches. Really doesn't matter to put black seed on back, available only one season of the year, in order to cut cost they can do this if it makes a difference. If not, keep this information o yourself, but tell them to put a piece of wire on it two inches long, it makes it look like flower of feather for place cards, on green plants, etc. Good. Colors as suggested.

Yokohama is getting ready for its centennial, so how about any ideas, if they have a theme or accessories used for fest. maybe we can borrow ideas to merchandise. I bought some cotton satin called satine, with nice color. Shibui and high fashion. It could be used for design ideas, for match cover, etc. Sending separate envelop. TELL US HOTEL STOPS IN KANSAI. You can say New Nagoya, New Kyoto etc without city names if you wire. Or same places, then don't mention hotels, just dates. Tell us by letter if time.

When you were in Nagoya I supposed you forgot to contact Saji Co suppliers of EAST*WEST WEST co of Mr. Shimizu of LA who sends us egg cups, nice c/s, etc, and we should develop them bec. they are ex-LA people and know this market, son about 40 yrs been in US twice, lived here as boy, came 2 yrs ago, interested in expanding his business to include us. Saw all our white things and said some things mfg his contact and are re-sold to shippers who are sending, and his operation is strictly porcelain & no sense in having mkt who wants and us not supplying. Make 4 place settings & good shaped c/s and outsell everyone. Place settings packed 4, c/s packed 6. It is real exciting to think about, even. Please, please, do get in touch with this man. He talks good English, he has been in our store. remember, Sunday AM I went? He phoned from Seattle bec. I was a Takahashi when he wanted the family on Pine? He will remember and have warm thoughts for my trouble, I'm sure. Do go see him. Porcelains

Wonder if he does dinnerware? Know he does odd pcs. specialist. I think big things will come out of this dish deal. I know everyone is in it, but the US is a big place, and a few sources aren't going to harm us if we go cautiously and being carefully packed, there will be no loss if we are sure about inspection.

One place setting \$2.75 and \$2.95 the way we sell now. The nuisance we feel now is also felt by everyone else, and it will be a universal relief to pay for this pre-packed service. Place settings should be made available seperately, too. We get them packed 3/box from PCDG & Otagiri too. Never a one broken. Perfect record. We should get in on this market in the midwest. Jan heard all the people crying for them in Chicago and she realizes what potential there is in the Hessler stuff in the midwest & we sure did her a favor hiring her for the Chi show. Wish we could hire a smart girl in Chi for the duration of the show. Ought to get larger room, no comm-territory, we can spend a little more. Can we take kids this yr? P goes to summer school 6 wks commencing imm after reg. session, over by then. Feel kids should go everywhere we go if no school, to keep close to them.

Sunday May 4

Coming home you might take day in Honol. to see what shops in Wiki have in garments such as in fine silks by the individually designed ones in shops of Royal Hawaiian basement? Wall-to-wall carpets, real posh. When I was there they were closed. If I see, I can memorize the cut, and measurements, style, etc. Lots of Sash-reen of Hawaii, its called, the mass produced line, is sold here at Macy's about the same prices, same ones we saw at Bullock's Wilshire in the mezzanine Sun Shop at high prices. They're not cheap in H. either. On my trip I can go by. Also look at Magnin's stuff.

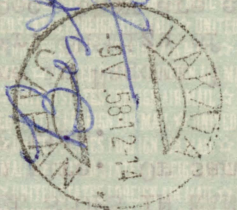
At meeting last Wed. of SF Planning + Design Comm. I heard them talk & think we should get shops in location near present produce mkt. bec of high rise (or story) arts slated to go up there, plus Zellerbach nearing daily completion increasing foot traffic in some downtown spot. We can have more than one shops I guess.

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

is the more popular shape & handle. Almost same quality. Box should be well designed to accom. these pieces in almost no-breakage manner - there are US examples of 16 place settings boxed. It's a good idea - slots etc & no rattle. More space tho. I pack with wood shavings & these days there is almost no breakage. We should buy some wood for ourselves. You don't ans. questions so I went ahead & asked for bigger room at Chicago Show, if available. Would like to show dishes in LA & Midwest, with a few serving pieces. Get Kagawa to ship 6 ft. umbrellas Big hits. Pay for the spot, not 30-60 days 4% - if they see \$ they'll give you Resler's share. I way they don't get \$ til later

FIRST FOLD

preparing for sale



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

Michael Kelly
 15-15-58
 AIR LETTER
 AÉROGRAMME
 10/10



Michael Kelly
 Tokyo
 JAPAN
 VIA AIR MAIL
 PAR AVION



SECOND FOLD

Norman washed car waxed & polished it today (Sunday) & did a good job. Cleaned her room and vacuumed all the rugs.

See in Chronicle - adv by Fraser's Berkeley "Argus, translucent china, 16 pc starter set Spring Sale Argus White Reg Price \$5.80 May 5-17 \$19.95" cfs bread dish, dinner plate, blending picture. It says "Perfect in modern and traditional homes - high fired & chip resistant". Monday - In Nagita came today - Will see you in Kobe he says. His social calls I detest me from work & I have to be polite.

About White China, in 1957 we retailed 4 Gross + 6 1/2 doz or 54 doz 1/2 in dinner plates alone purchased from other importers. We may have sold more if we had some we purchased previous year in inventory. Cups/s we sold 6 gross + 2 doz or 74 doz. On these it was 2 styles. We buy from OMC and PCOG + sell at 95¢ + 25¢ ad 95¢