

Alm
May 16, 1958 10:30 AM

Cash receipts

5/15/58

1,436.01

5/16/58

1,834.79

Shipments:

5/14/58

780.43 (17 orders)

5/15/58

1,013.51 (19 orders)

Retail receipts

5/14/58

221.38

5/15/58

163.68

May 14, 1958

Total cash received today \$1,006.90

5/13/58 shipment 1,112.52 (28 orders)

Sales 5/1-12/58 as follows:

Southern California	615.03
Jack Merkel	2,155.63
Northern California	399.06
North West	87.32
Rocky Mountain	128.30
South West	44.00
Mid West	1,769.96
Betty Soderstrom	370.40
Singer & Sons	358.60
South East	184.55
Jam Howell	3,598.48
Eastern	<u>474.12</u>

total \$10,185.45

5/13/58 retail receipts

86.34

May 15, 1958 (Lr. No.)

- 1) Rec'd the following documents from Sumitomo-
 - a. Serizawa - Re ~~Re~~ "President Wilson", 1,200 sets of Calendars
O/F M/M
 - b. Sobisha - Re "M. M. Dant", 600 pcs of X-201 and 300 pcs of X-202 folk art boxes, plus 1 c/s of samples of Higo lanterns
O/F - boxes, @\$19.75, bamboo mfrs - @\$18.75
 - c. Sumii - Re " Old Colony Mariner ", 1,200 pcs of ~~008~~ lacquered fans,
O/F - @\$22.00/40'
- 2) Ichikawa Sangyo's documents for Tar Heel Mariner has not arrived yet so we obtained a Bank Guarantee, got Tami's signature for the Custom Broker's power of attorney, etc., to get the shipment processed.
We hope to get the shipment in tomorrow.
- 3) Other Tar Heel Mariner shipments arrived today, such as the GB-3 and GBL baskets, wooden trays, DRS-X noil coats w/pockets, etc.
We cleared the cotton aprons with an informal entry which resulted in a saving of about \$25.00 in duty. The Inspector took them as cotton wearing apparel at 20% ad val. He didn't ask whether they were fringed or not so that was that.
We also rec'd the KPD-S peasant dolls and ZAB animal saving banks with an informal entry. The ZAB's are well made and we hope that they don't go wrong later.
- 4) Sample of the "Cow Boy" design pencil box came and we thought it was very cute. K. Kato knows that you want the 2,000 dz originally ear-marked for ~~KPD~~ ZP-6 repeat order to be used for the new "cow boy" designs.
/train design
- 5) K. Kato has made shipments and they want more L/C to ship some your purchases plus the regular purchases so we sent him \$3,000.
Nanri Osaka wants to ship the balance of the grass mat order so we sent him \$900.
Every body seems to be getting busier so we ought to expect the same.

FROM JIM

Henry

May 15, 1958
L/c Position:
C/SF 39 Kyoto Bito

(L/C)
~~XXXXXXXXXX~~

(T/R)
~~XXXXXXXXXX~~
343.70 5/18

39 Kyoto Bito
100 K. Kato
106 S. Kamei

354.00
2,981.63
1,209.70

4,545.33 5/28

88 John Motoyoshi
106 S. Kamei
105 D. Nagata
117 K. Kato
119 Kuwamura

3,082.40 5/26
180.00 5/10

581.00
787.30
550.00
1,417.60
720.00

4,055.90 6/4

93 Tsunoda

208.00 6/11

95 Sobisha
75 Serizawa
116 Sumi

300.00
1,200.00
468.00

1,968.00 6/13

120 Kagawa T & T 2,000.00 6/16

*\$11,120.93

128 S. Tanaka 944.00 6/2

131 Dai-Ichi Shoji 1,118.40 6/30

132 Nanri Osaka 890.00 5/15

143 Tsunoda 500.00 5/31

144 Hashimoto 850.00 6/16

145 Mie Trdg 500.00 6/16

146 S. Kamei 2,000.00 5/31

159 Kyoto Bito 250.00 5/31

150 Suzuzen Kogyo 571.20 5/26

K. Kato 3,000.00 6/20

Nanri Osaka 900.00 6/12

\$16,786.00

L/C - \$16,786.00
T/R - \$11,120.93
\$27,906.93

FETC A/C
9599 Ichikawa 1,500.00 5/10

May 16, 1958

Letter #29

Dear Henri: How are you? Guess you are glad you are at the end of your stay. I hope you have had some luck with matches. Vandor has come out with some very good looking long fire place matches, about 10-11" long, retailing at \$1.75. It must have about 100 matches in the beautiful hexagonal box. It's almost too good for matches, but the colors are terrific. Tami says the fellow hasn't too much money but one of these days he will.

Got the sample of the Kyoto Bito Christmas cards (hand pasted), six designs, 2 of each in a box of 1 doz. As they have no printing (greetings), the duty is $13\frac{1}{2}\%$ now and after June 30th, will be $12\frac{1}{2}\%$ duty. Seems to me that \$2.40/box is rather high, but if they are sold singly at 20¢ each, it may be ok. They are not too bad, though not exactly sensational. The quality is certainly very good. They are on nice weight paper. You said \$1.20 wholesale, but on cards, the retailers may not get a full mark-up, so perhaps they can sell it a bit cheaper than \$2.40 by the box. You can land them probably at a little less than 65¢/box. Well, as they aren't here yet, we can wait to determine wholesale price.

We are quite busy and waiting for the shipments to come in now. The lacquer fans, olarge are on the high seas, we got notice from the bank, though we haven't received the papers from the shipper. We are almost sold out on all the colors now and have only a few red ones left. They are selling so much faster than the small fans lately, for some reason.

Got the sample of the 20" square foam (poly) from the upholstery supply plcae. It looks terrible in the silk zippered cover sent by Kamei. It will never work. Unfortunately, the cotton filled cushion is the nicest afterall. The only alternative now is to have the cotton filled muslin cushions made for us and use that as a filler. The zabuton orders are steady and kepps us behind about ten days again. The orders are from only a handful of customers, but they order 1 doz. assorted at one time and that's what piles up. I wish we can get a little ahead and have some stock for a change but we never seem to be able to.

The pongee kimonos are going very well in the natural and blue, especially the darker colors are not as good. On DRS-X, the pockets can be just $1\frac{1}{2}$ " lower, we think. It isn't bad, but for some people, the pockets may be just a little too high.

The doves are still selling like hot-cakes for some wierd reason. Jack is selling the pon-pon anma to some of his customers. He wants to sell the kitchen utensils by the set. Before pricing them wholesale we would have to figure out the prices because the store is selling the utensils at FOB price X 5, You know Tami's pet formula.

Haven't received the lighters because Bank of America is so darned slow. The boat came in a week ago and other things were received Wednesday but no lighters yet.

Haven't been able to concentrate on this letter because I've had to go downstairs to help. Aki is off and the store is rather busy this week. The kitchen wares are on sale and Tami says some of the things are selling fairly well.

Well, have to go. Am enclosing a few reports. martha

Take care of yourself.