

Friday May 9th, 1958

Dearest Henri,

It's a beautiful day today. Too bad you're not around. Hope it is good there too. About the leg, is it healing so that you don't have to see a doctor about it? Be sure you put on something that is mildly analgesic so that it suppresses the itch so you can't feel it.

My doctor gave me a very cheap lozenge called "Ucrets" that does it for the throat to give me a chance to get well without the tickle that weakens me from coughing, and it has cured me.

Do you think that we have done a real piece of work on some money producing items this time?

My suggestion: the spun bamboo lamp shades #1-5 have done better than the Shoji lamps. Therefore: since the demand is there, come in with a size bigger than the present biggest in shape #5 same thing as the big one, only bigger by a little, for a little more money. Say, 18-20 inches. It will sell at lower than the metal ones that the competition sells, and it should be a good idea, but go very tiny order on them. It should be about about $\frac{1}{2}$ & $\frac{1}{2}$ blk & natural, and are selling quite well, these Higo Shades.

Twice as good as the shoji lamps. Maybe a large one in one of the vertical shapes, namely the longer one that has straight sides, I forget #2 or 3 but has round ends, not square.

About Nagoya sources, I hope you have contacted Saji Company for the white porcelain 4 place setting sets. If Roger Barber's wife is there in Japan for such a long time she must be trying to get them for herself, as I have heard say that at that store they tend to tell the customers that the Japanese Arzberg is just as good for less money, and favor selling it. Could be a lot of reasons for this talk, but think that they profit by the bargain and helps the store that sells it by representing the shop as a place of bargains.

The 1956 Nagoya Trade directory lists many interesting looking descriptions of dealers. I suppose you got this at the Trade Fair, which is where I got most of my catalogs and directories.

That show I discovered the feather outfits, as the Nagoya ken people didn't know that Nagoya had feathers! Here are 3 in Nagoya. The book has a shiny yellow jacket. Nagoya downtown Sumitomo that has a foreign dept. knows me, and our company, if you need money. I always get some yen on my L/C there.

They have an enamelware outfit, seems like, NISSHIN ENAMEL MFG CO 1-35 Shiga-hondori, Kita Ku Nagoya, telephone 4-349 and 6383 and go see what they have. Others must be in Osaka and Kobe. Aluminum ware is in Kansai too. When we looked for them and for trays of alumin. in Tokyo, they were all small representatives of the Kansai firms.

SAJI TRADING CO. used to be known as Saji Ceramics or Porcelain, and since the son went back they do their own exporting and also other things, so name changed. 4-7 Nagaheicho, Higashi ku Nagoya, established in 1904, 4-6537, 8212, 8213, 2310. They import, too. Talk, English, very bossy to do business with, if you meet the Shachoo's whom I was with, and who saw our retail store on a Sunday morning.

Shinko Lacquer Ware Mfg Co of 2-15, Higashi Monzen cho, Higashi ku Nagoya... wondering what kind of outfit they are. If they are the suppliers of the trays from John Motoyoshi, I couldn't be surprised.

There are a lot of plywood made-up goods, so they would also have a hand in the trays. Sumitomo Shoji Kaisha Nagoya branch at 1-15, Asahi machi, Naka ku, Nagoya does dinnerware, plywood, iron and steel-made goods, textile, machinery, etc. and you can mon-ku to Sumitomo here, so claims could be settled, so go get them. Maybe something there, never again if never try.

The decal and transfer companies are all in Nagoya, and if you can't paste paper on a thing, you can always decorate with transfer, which is the way our trays were done by Kuroda, and which is the way the dishes are all decorated in Nagoya. In small areas, it is successful.

which is decorated in "sgoya". In samuji areas, it is successful. You can see the way our trays were done by Kuroda, and the way you can't get paper on a thing.

The dealer in "sgoya" and if you can't get paper on a thing, you can see the way our trays were done by Kuroda, and the way you can't get paper on a thing.

There are many things, never in it never try. They be something there, never in it never try. and you can not go to Nimitomo here, so call me.

Shinjuku, I don't know what you are doing. I don't know what you are doing. I don't know what you are doing.

They are the suppliers of the rays from John Motokoashi, I don't know what you are doing. I don't know what you are doing.

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