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 analgeasic so that it supresses the itch so you can't feel it.

My doctor gave me a very cheap lozenge called ucrets that does it for the threat 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 sme 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 ell 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  $\frac{1}{2}$ % 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 name that has straight sides, If or get #2 or 3 but has round ends, not square.

About Nagoya sources, I hope you have contacted Saji ompany for the white porcelain 4 place setting sets. If oger arber's wife is there in apan for such a long time she must be trying to get them for herself, as I haveheard say that at that store they tend to tell the customers that the apanede Arzberg is just as good for less money, and favor selling it. Could be a lot of reasns 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 agoya ken people didn't know that agoya 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 enamel ware outfit, sems like, NISSHIN ENAMEL MFG CO 1-35 Shiga-hondori, Kita Ku Nagova, telephone 1-349 and 6363 and go see what they have. Others must be in Osaka and Kobe. Aliminum ware is in Kansai toobec. when we looked for them and for trays of alumin. in Tokyo, they were all small representatives of the Kansai firms.

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

Shinko Lacquer Ware Mig Co of 2-15, Higashi Monzen cho, Higashi ku Nagoya...wondering what kind of outfit they are a If they are the suppliers of the rays from John Motoyoshi, I ouldn'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 on mon-ku to umitomo here, so calims claims could be settled, so go ee them. May be something there, never gain if never try.

The decal and transfer companies are all in agoya, and if you c n'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 they way the dishes are alldecorated in agoya. In samll areas, it is successful.

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Toke you got Trade Airectory st the Trac lists many int de Fair, which interes where l got me Jesom descriptions ions of de dealer bris directories

Well, so much for today. The The as the plie asrl agoya ken people is a shiny yellow j company. jacket. J'rrbib Magoya I tshot downtown

The age wist they be when we looked be of the Kanaai t they have.

\*\*Coked for them for the forethe forethe forethe forethe forethe forethe forethe for the forethe f CO J-32 Shiga-hondori, Kita must be in Osaka an for trays of alumin. . mimus bris

Ceramica Por celain, s

These people claim they do their own exporting. Childrn allsene lower the Ci S, SZI3, S so name
2310. I They drocmi t d. L-7 Wagaheicho, Higamir very cort, too. Talk, English, very re-

ess ent i Monzen c cho, the ingeshi RAYS kn Nag Magoya.. rulol .. Motoyoshi,

The Veheer Chest Mfg of 5-1 Makagawa Hor Machi, Mia to ku Wagova of 6-2303 and 1798 sells and mfg plywood products, plywood tea chest, metalfittings for chest. Go see what it all is. Sure could use some tansu around here. It can be veneer plywood of kiri, who cares. It is cheaper incost. Should have black hardware on it, though. Needn't too must tru trim, only a little. People like the plainer just as well thes days. hey can nest or single, or triple. Single unit with 2 drawers, must self retail at \$100 or under, preferably under and the triple stack which is quite tall, for \$250 retail or unders of course, this sould allow for some damage, etc. Lots of love, write, , aboo ao they would a Magoya of machi, Maka ku, Magoya of mon-ku t PA Ve doeg \_ co g dinnerware, plyw umitomo here, so wer g in if never plywood, in Sumo times

plase write! Love, which Magoya, WEW 4 Non 0 410 paste done cq