

May 9, 1958 Letter #26

Dear Henri:

How are you? We are all well and working hard. The foggy season has started and it's overcast this morning.

There's a new Air parcel service from San Francisco to all points, not only major cities which might be useful for rush orders to places that U.P. long distance will not reach. The rates are quite low and for slamm packages, it is about the same as parcel post (surface). We have to buy the stamps, however, and use it like parcel post but they pick up the packages at the warehouse.

Just called an upholstery supply place that sells polyfoam, and they will come out to see us. Over the phone, in 80-100 piece quantities, a 20X20" 4" would be \$3.40 ea. 3½" crown (thickness, \$3.02. This is the light weight polyether foam, like the one on the chair Tami recently bought and covered in the tweed in your TV room, remember? Foam rubber, the kind used in the past, will run 20-25% higher than polyfoam. The edges on these are square, and to get the knife edge type will cost more as they must cut and glue. It seems to me the polyfoam can be just sliced to desired shape, but we shall talk to the salesman when he gets here. If we can find out the factory, we may get it cheaper by buying direct. It seems to me at the above prices, you would have to sell the cushions at at least \$10.00 ea.

The Tar Heel Mariner shipment coming in tomorrow carries the GLT in red, persim., black and white in all 5 shapes. Also the DRS-X and aprons, plywood teak trays and gold trays. Also the GB-3 bamboo baskets and the GB-L large baskets. We are out of the black baskets so we are glad they are coming in. The teak trays, 11" sells best, and the 10 doz. we are getting of each size and color will not be enough, I don't think, especially in the 11" teak. This completes the order.

I hope the square trick banks come soon, and also the wire plastic toy you ordered from Kato Seiju.

We didn't get any more samples since the red, black and white lacquer cig. boxes and the noil kimonos and zabuton cover from Kamei. I wrote you about that last time.

Glad you ordered the bamboo skewers because of all the publicity it is getting. Stanton DeHaplaine describes the yakitori in his column today.

Tami is interested in a lot on Telegraph Hill and we want to see it. It is cheap but may be very expensive to build on and is quite small, and very steep.

How is it going? Glad to hear that you are coming home by the end of the month. We can sure use you around here, in more ways than one. I used to think that I would get so much done after you left, but I get interrupted even more, it seems, and Tami can take up time more than you. We shall look forward to making powdered coffee ten times a day as before. We are dying to get the 72" umbrellas. They are sensational and sell so much better than the 36" ones. Can you get even smaller ones for Children, 24" or even smaller? They may be better than the 36" ones. Of course, no black, etc., but in the children's colors and patterns. Jim sent the swatches of the gift ribbons to Kato the other day. Everyone liked the selection I made from your selection and new ones I made up from scraps here and there. The ribbon they make in Japan seems terribly stiff compared to American. Can they make it a bit softer? Wonder why. Have to go now, but must tell you that business is not too bad and the retail store is pretty busy. Money isn't coming in as fast as we would like, but we hope we get a lot of checks this week-end. The ZP-6 new pencil boxes are being very well received. I'm sure that the square trick bank also will be if we ever get it. The YO-Yo is a mess and there's nothing we can do. What can we do?? Please tell us if we can be assured that it won't happen again or we should quit.

Will write again. Take care of thyself. martha

May 8, 1958 (Ltr No. ²⁶)
Letters, etc., from Japan:

- 1) SUZUZEN KOGYO - Samples of the lacquered boxes, white, red, and black, one each of the two sizes arrived. Red and black colors were fine and they match the colors of the lighters well. The white color seems to be too "creamy" and does not match the bone whiteness of the lighters. Advised Suzuzen to the same effect.
- 2) Nanri Osaka - Sent us samples of new design grass mats. Nos. are 9001/A and B, 9101/A and B, 3001, and another batch 7517, 7410, etc.
- 3) NAKAJIMA BOBBIN MFG. CO., LTD. - (NAKAJIMA MOKKAN KOGYO KABUSHIKI KAISHA)
2, Nishi, 1-chome, Ginza, Chuo-ku, Tokyo
Tel. (56) 0845, 5208

Offers us "Chairs", the kind you showed interest in at the Osaka fair. The chair you wanted to know about has been sold to a certain West Coast importer. Therefore, they would appreciate guidance in developing some other design, etc...

- 4) Y. SAWANO - Hioki, Taki-gun, Hyogo-ken
Tel. Hioki -4
Offers us screens, BYOBU, etc., with Japanese handmade paper mounted. e.g. K-1 Shoji Screen with black lacquered frame.
Synthetic fiber paper. 16½" height X 7-7/8" width, 2 folding.
@ \$2.65 per pc, CIF Price, m/m 2 dz.

5) Misce:

- a. Re Kyoto Bito's shipment of the penmanship sets:
Since Kyoto Bito shipped the item in excess of \$250. this time the appraisers are trying to find out whether the brushes contain any "hog bristles" from Red China. We explained to them, thru HB Thomas that the tips of the brushes are made from hair taken from deers. However, the Appraisers ordered up every carton for examination.
What a fix! I hope they will not get too fussy. However, the worst to expect is the 31% rate, I think.
- b. The address of the lacquered bowl makers in Aizu -
SEISUKE FUKUNISHI 35 Otona-machi, Aizu-Wakamatsu-shi, Fukushima-ken
Tel. AIZU WAKAMATSU 184
The same will be sent to Ichikawa at once.

6) Dai-Ichi Shoji Co., Ltd. - Re linen napkins

Advised us that the color of the "gold" mentioned in their Confirmation #Y/#3 should have been "lemon yellow" and that it has been changed accordingly on the contract papers.

They also included price lists on the "table sets" and "luncheon mats". They will show you the 54" material as soon as it is available. They are expecting to be able to show you samples of the "aprons" about the 20th of this month.

- c. GEIHANSHA CO. 22, Hachijo Minato-machi, Shimokyo-ku, Kyoto
Mr. Masashi Shinagawa

This firm sent us quotations on "Stationary cards (15 pcs, 6 kinds assorted), 6-3/4" x 4-3/4" ¥250.00 (300 box), ¥225.00 (500 box),
Greeting cards (12 kinds assorted), 5-1/8" x 3-3/4" ¥125.00 (300 box),
¥112.50 (500 box),
Place card (12 pcs, 6 kinds assorted), 3-3/8" x 2-3/4" ¥75.00 (300 box),
¥67.50 (500 box), some time ago while Kat-chan was around.

It might be interesting if you see them when you get to Kyoto.

- 7) Serizawa - Sent us a list of items you purchased so we are sending you our P/O here. They are expecting to make a shipment of calendars via Pres. Wilson, sailing Yoko about 4/5 May. About the end of this month they are expecting to make a shipment of calendars (1,000 sets), and some of the new items you have bought, total \$2,630.00. L/C will be sent to them accordingly.

May 9, 1958 (ltr No.)
letters from Japan:

- 1) S. Kamei - Re Sales Note No.C-1981, Yarn-Dyed Noil Lady's Kimono-Robe, colors: 11R, 28R, 29J, 21C & 29L
50 pcs per color, etc., @\$2.15 per pc
They asked for L/C but \$2,000 has been sent them end of April already.
- 2) Daito Match Co., Ltd. - advised us that you saw them on the 19th of April and that they are expecting to see you again on the 14th of this month. Their estimate No. of April 22nd, 1958, was enclosed in the letter, copy translated for our study.
- 3) Misc:
 - a. California Bear shipment of the X-510 penmanship sets came in at the warehouse. The appraisers evidently took only about 5 cartons for inspection. The inside arrangement is per our instructions, each ~~ink~~ article firmly emplaced in the "slots" cut in the carboard.
 - b. Mr. Nagata of Kobe Wood Chemics Association left for Los Angeles yesterday, or the day before, rather.
 - c. Sent \$1,500 to Kagawa T & T for balance of the parasol and patio parasol order. This is for "general merchandise" so Hirai can use it to ship whatever you have purchased from him along with the parasols.