

3/4 with polished & amber-finished bamboo - sells to Royal Cathay ⁵⁻⁵⁻⁵⁶ and Oriental Handcrafts (??) in Chinatown SF these tiles and side table \$4⁰⁰ snack table \$4⁵⁰ fold. type, chair stool, to Calif Asia of LA but will take special orders & special designs. I gave them only one - S/P shaker of bamboo with colored plastic plug of bamboo rod 8 inches long like at Anne de Carmel's, who had it in white.

Spent 2 hours in D. Nagata Co. Koto few days ago & asked them to submit samples of bamboo wares - trays, nesting wastebaskets, nesting planters, etc. lamp shade for wall brackets. They will make fairly design to our order, lamp shade for wall - I think very good.

T Yamaba should start sending paper decorations of all sorts since I gave them ideas on snow crystals, birthday favors, show hanging decorations, birds, etc.

JAN wants birds & Xmas decorations, party things, & says they are steady repeats.

SOH in Nagoya will get clay birds - I found life-size canary and parakeets at \$80 pair cost on wire perch, ex factory.

KYOTO BITO has 1/2 each of 2 kinds of my earrings - one inexpensive and one retail \$7⁵⁰ bought wholesale at LA gift show from that girl who talked to you re: modern silver hand wrought jewelry & sells the coast. If they do well, I can give other shapes or show the 3 fish you bought from in Chicago, hand made. KYOTO BITO said TOKYO was better for this, so will look further, there.

Writing on train NAGOYA -> TOKYO May 5th sitting with a Mr. Yama of Brother Sewing Mach. Co. who was in SF 2 yrs ago. Tells me Nagoya good in furniture making but Hamomatsu cheaper. For Tansu it's elsewhere as I learned from a Tansu wholesaler in Osaka - very honest, and recommended I go elsewhere.

Bought few pieces long tassels such as is sold at Gump's - cost \$1,400 - and Kyoto BitO sending. 5-6 ft long. We buy cheaper than Matsuyoto. SOB is 20% higher = \$1,300 each (whole) \$89 or more.

Ice tea spoons lace will come by end of May in SF. - advise you all unlacquered bamboo spoons at about \$20 a lot same thing but not lacquered. Sweet one family maker and had no money to buy bamboo material so SOH advanced \$200 - but leg man kept 1/2 and gave only 1/2 to bamboo dealer who had bad time - lacy process took 2 months for the coats to dry & polish each, so therefore delay. KYOTO BITO by accident came upon SOH's original spoon maker whom looking for my bamboo mat order & hot pot pad - and got true story. Now we have whole set of mustard spoons, salt spoons, ice tea spoons, etc and prices JAN says we should sell food - he sold \$45,000 - in 3 months last year before the man quit business. From nothing to \$45,000 - if it's gourmet food & well packaged.

In Nagoya 2 hrs before I got on this train I walked 3 blocks thru candy store district & saw cute kid things & ate some and they didn't bad. All trick things like Norman's gun

3/shooting colored sugar shots. (See page 25 (9) each gun, 5¢? 10¢? for
 extra pack shots. It retails for \$20 for loads of a gun, and
 extra pack sells for ¥5.- while ¥3.- or ¥3.50 in vinyl bag, 500,000
 pcs want to Pac. Coast thru a firm that I list. None in but
 none in Chicago or east. Company is in Tokyo so I'll investi-
 gate. Every school supply store, 5-10¢ store, toy store, etc should
 carry it. If we want higher unit sale, we should arrange
 an assortment. Fruit-flavored sugar molds are colorful
 cute & original - "bouquet" on bamboo tooth pick-like stems
 or bird shaped candy lumps on bamboo whistle, etc. I'll
 send some. Imitata in Osaka also ready to make these
 clear plastic glass pistols & candy shots. More later, Fore T.

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折込線

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折込線

Dearest Henri - Today I went to Nagoya Products 5/4-56
 Export Co. & saw their bamboo and tile factory.
 They have quality furniture that is beautifully made &
 finished in amber of polished & cured bamboo & quality is
 jewel-like in finish. Mr. Tatsuo Ito returned from Oregon & says
 stay at home & studio of an AID woman named Loonike
 making money in ceramics & Nagoya shipping to Central & So.
 America and putting it into and losing money in furniture
 father now in Central America en route to So America. Son
 planning another trip to US in 1957 - sells decorated tile mounted

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