

Tokyo Nov. 4, 1955

Got in touch with a new Hattan weaver who is financially independent & more extensive in distribution as weaver; supplies whole houses, incl. one at which we picked up our original samples in Kyoto....named Koyama, operates 36 looms against our first source's two looms. Had him come from Yamanashi, now have his samples to order against, to give us idea of color and design. Lots of pumpkin color, yellow, gold, beige, tan, etc. Any color desired is possible.

I understand you are real busy there. If so, I feel no use sending samples for they will be opened, and tabled for future study, probably pending my return to work with you and answer questions that may arise.

I may as well take things back with me for JAL will allow me a few lbs. overweight, and show you and work on them. It is a matter of 10 dys delays anyway.

Wish I could get mail from you. (I got one biwa, wondering if I should get a few more.) No sample from Melva, no apron design, no nothing. Busy?

Sumii, lacq. fan maker, made more fans, all equally dark as former ones, bec. the alcohol proof lacq. put on 3 coats, makes it all dark tho the original color is very bright. He has done samples showing before and after, and I'll take them back to show you. He's a lacq fan maker, and I don't know if he cares to use any other material on his fans, bec. he'll say he can't stand behind the clear lacquers like he can his own urushi. 'Lacquer' in J means varnish, and lacquer is called hon-urushi, real urushi. When they pronounce it Rakka- they are talking of a varnish, *diff. in nature & water- & alcohol-proof properties!*

If you are busy in SF I ought to come back to help you get some work done.... my being in Tokyo waiting for work and directions that don't come seem a waste of expense, time, and my productive ability. My seemingly non- production here is all blamable on no idea, no pattern, no sample from America. *I should have brought made-up samples - work so far has been done on no call & samples*
I should have been loaded with work to do immediately when I arrived. I had pictures, but I had to make the rounds of choosing the makers, learning about fabrics that are exportable, the setup here, the way they weave, dye, and make up, so that the trip is not invain if you say I have learned all the basic information and ground preparation needed to stand our future and present business on, as far as fabrics are concerned, and I can cut evderyone's cost down at least one set of hands through which Otagiri, Pac Coast Dry, etc all have to go through, despite the fact they have tie-ups here in semi-partnership. Reason: Made up goods go through the following hands before shipment.

Raw material, in thread form...dyer....weaver....finisher....supplier gives to cutter & sewer who presses and folds, boxes or packages...supplier sells to ex porter or shipper who is selling 'from maker' to buyer. Kamei is both supplier and weaver or furn isher of fabrics as ell as our shipper acting as our buying agent by inspection so that our man need not be added to inspect what Kamei as supplier or as maker sells to us. Kamei will supply the fabric from which the maker will sew up & send bak to Kamei. If present prices too high, he can take to cheaper man whose se ing is worse, but competitive with Pac Coast Dry or Otagiri, for ours is quality work like MME Butterfly's at Otagiri prices....I've seen Tai Ping's work, China Dry Goods, etc etc all being made by suppliers who were summoned to see me the day Of my arrival at Kamei's. I saw Otagiri's stuff as well as H-Watamull's. I can see anyone else's thzt I want to, too, I guess. The work on our t hings are whole lot better, so we can work on the idea of selling higher price stuff to better stores. I saw Jan's letter of 27th, got yest rday Nov. 2, and note she is enthused over the better margin stuff, but don't understand one word of the contents, bec. elephant silk, kimono cut, etc are only wor ds, don't mean a thing to me...like my calling kiri-wood Empress wood at my own whimsy.

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Just talked to tTAKUMI on the phone....they shipped on or about Oct. 15 about 360 sets salt/peppersets, in proportion 2/3 dark wood finish; 1/3 light wood finish and less than 1,000 sets tea cannisters....these odd numbers are result of their inspection for quality and finish.

TAKUMI says many inquiries received from US regarding calendars, and if we don't take rest of 750 sets totaling 3,000 to TTCO, they will be forced to ship to other inquiries bec. they will be stuck with calendars which are obsolete after a while if held onto too long. Already packed and ready to ship. Your letter to me dated Oct. 14 th says "We have told them that we'll ~~take~~ be taking the rest of the 1000 (to make a total of 3000) . There might be a possibility of selling more if business gift houses sell them." BUT TAKUMI HAS SHOWN ME AND K CHAN THEIR ENTIRE FILE AND NOWHERE DOES THE TTCO LETTERS SHOW WHERE SUCH A MENTION HAS BEEN MADE.....AND SEEING THAT YOUR LC DOES NOT COVER SUFFICIENTLY THE TEA CANNISTERS, THE CALENDARS, THE OTHER THINGS YOU ORDER, THEY HAVE NO IDEA THAT YOU WANT THE BALANCE THEY HAVE BEEN WAITING ON THEIR HANDS OF THE CALENDARS. There is never any harm in being repititious so you should order the rest.....since I went over my letter signed by Henri stating the above quotes I ordered by telephone, and had them check the earliest boat going out, next Wed. NYK boat sailing 9th from Yokohama, and since they can't ship without L/C I have told them they can have my checkamt comes to \$1,480.

Will write another check and go to Sumitomo here and get them to give me a OK on it and then Kchan and Tanamachi of Taiyo can scramble to ship out my unaccompanied baggage on the strength of that. The original L/C I brought with me here from Sumitomo I'll use on Takumi's shipment invoicing the 750 sets of calendars down to 1,000 dollars and giving them a check for \$1,480 in payment which they are good enough to wait for clearing which takes minimum of 10 dys. but they'll go ahead and ship to accommodate TTCO whose Xmas is nearing.

I'll go to the office here at 1:30, which is soon, so I'll eat and run. I'll also ask them to show me letters of inquiry to see from whom they got them.

My unaccompanied baggage will contain books from Tuttle, printed cotton-covered memo books, (pocket sized memos for our pet whole customers) samples of non-garment type (hdwr) picture books, new items) which will follow me in 2-3 wks.

Better go mail this, then. Next time I'll take my own typewriter which I forgot to bring this time. This one skips and doubles up whenever it feels like, and I can't work it. Please write. I don't know what to do unless you write. What's with the young man....anyone can get sick anywhere, but this one neither drinks nor smokes and is young and seemingly in good health so I believe it will turn out all right and he is not the type of the one I interviewed earlier this year who did not appeal to me at all. So much for now.....

TT

x no letter — but send LC to ship tea cannisters
salt/pepper sets + calendars — but money
not sufficient to cover ^{balance of} 3,000 calendar set
which left 750 sets of the total — which
amounts to \$1,480 approx. Will advise exact amt
next mail.