Dear Henri,

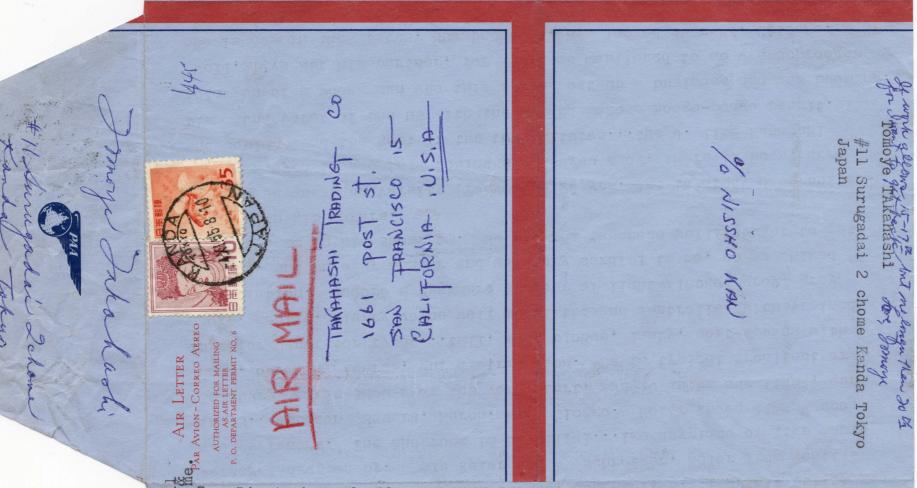
PAN AMERICAN WORLD AIRWAYS

en route by "Clipper"

In the Nippon Times slid under my door every morning, there has been an attractive ad for a place in SanShin Bldg at Yurakusho called PACIFIC HOUSE for lamps, furniture, draperies, atcessores. I cut it out, & yesterday I dropped by. Dale Keler and a Schroeger, Keler from Seattle are parteners. The showroom is beautiful...lke anyplace of like sort in US...Jackson Square, Merch. Mart Cicago. Keler knows Alan Vance Salsbury, & his shop from the verystart, and so knows our items, our name, our G D Awards, our distribution. He is typical architect or interior decorator type...tall, med. blonde, lanky, soft-spoken with soft, gentle, blurry voice well modulated and controlled with trained enunciation. Hewore a cashmere sweater of light flecked grey, grey slacks, and an easy manner and was very cordial to me, so we talked from 5-6 pm in his showroom. He speakes apanese well enought to get along with his makers.

Came to Japanese university (Tokyo U.) 2½ yrs. ago to study J architecture, stayed to go into business. As you know, there is noone here who could blend the best of the two cultures...the J. like Kenmochi blend the worst of the US with the J. and make a hodge-podge result. I told you of a young man who this spring set up a business and was booming. Well, I've met his partner, for the name mentioned to me was Schroeger who is now in the states, due backsoon, has looked over NY, Chicago, & SF now, to find distributors. They have excellant taste, and cost may be high, but everything is technically wonderful. Having luchh with Keler next week for he goes to Osaka over t heweekend. His trip to Okinawa tomorrow is cancelled. 3 plane-loads of Army furniture got loaded today & he was to go to oversee the set-up. 3 plane loads went to another place too. 12-ft sofas, etc for oficers clubs. He laughed & said that was the army, flying a decorator with furniture on 3 planes, not 1, but 3. General Twining or some one expected there. Osaka is where he has country-type wexing done 48" & 52" upholstery, drapery etc fabrics, equal to THaibok & 1/2 the price...Thaibok lands for \$8/yd...his, \$4/yd. Keler is a weaver

too, and c n sit do wn and show them Imported all the 52" from States & owns them. Has Wajima (Wakayama) lacquerware made...beautiful... 1,000 pcs at a time, tsuyakeshi(dull finish) black lacquer, shape like LB5 but much larger (by one inch?), taller, with 2" diam.(aprox) circles spotts around lid andlargest part of diam. in alternate gold and kilver areas. Sold leaf and silver leaf....so its beautiful and looks precious, and can sell for about \$6.95 or more each, with lid. The distribution of any of their things, furniture, fa brics, etc, have not been committed to any one, but each type or kind will be assigned for a set period to an outlett long enought to fairly test mutually the merits of the arrangement for an exclusive on that one item or several related items. Maybe we may be interested in subcontracting like we do the LB5 with financing done the way harry Lawenda always seems to succeed ingetting the others to do for him.



I'm to have lunch next week with Mr. Keler on his return from Osaka.

When He did the Time-Life offices here, the American club, several other places also some Airlines, officers clubs, etc, and retail is 10% of their work, and contract work is the rest. Time-Life gave them \$25,000 and 3 months, and and said go ahead boys, and we'll see you in 3 months, & gave them free rein.

When about that? Their fabrics are beautiful... Thaibok-like coarser stuff of the year land in SF at \$4/yd 52" wide, and no limit as to quantity, Thai
The bok lands for \$8, they say. They've been 2½ yrs in preparation and about a year in business, and they have 25 people on the force. They were forced work done. For instance, they'd wo work for the BOAC or Dutch consulate, & they work done. For instance, they'd wo work for the BOAC or Dutch consulate, & they work done from Tuttle for retail, getting robe made for while, buying a head of the dyeing. Wrote \$750 check