## PAN AMERICAN WORLD AIRWAYS

en route by "Clipper"



Dearest Henri,

Your phone yesterday morning was very welcome and as I thought, you were all terribly busy. In fact, I am wondering if we shouldn't do a different set-up inorder for us to be able to order and work on next year's wholesale imports and new designs in order to get going constantly on mext season's items, and at the same time see to it that the retail store is functioning, too....and not let them overlap on the responsibilities on the same persons.

We have a swell setup, and from this perspective, a very enviable one. We can dispose of so many things that others can't, when they have samples and odd lots, and the retail store also can have the advantage of buying in quantity or on exclusive basis by borrowing on the reputation and buying power of the whsle end....as for instance in the aase of TAKUMI....

R: TAKUMI.... they say they are in the business of selling. So they want tosell everyone whowants to buy from them without their getting mad at each other over Takumi's things; eg Honnami vs TTCO. Their proposal....will give TTCO first choice on what we want to carry of their items....will give Honnami what we don't choose.... that is, left over, so the same items don't go to both, is that OK?

Re: samples....I think we show ld request from them that they submit any sample available for sale to others, to submit to us first..... (but they haven't had Honnami choose from any sample....Mr. Ito of Taiheiyo Boeki, eg Pac. Mutual Sales, comes in and selects from their retail store and have them pack and ship, and sotal comes to about 4 cases if that much.

Re: Price....if we sell dire ct at retail, we can afford to buy at T's price, tho much higher than if we manufactur dourselves, for instance L-chan's price of Y80 pc on T's design of their memo pad, desk style as against T's Y150 less 20% -25%. So T's prices are definitely high. There is another shop by the name of Izumi& we will inq. if they whsle....for that is the next place the Honnami agent will go if T stops selling them things so we want.

Re: KAMEI....they have worked out some prices and samples on white & I have color chat, and dyed prices have been quoted you so any color can be chosen fro m the color chrt I bought and colors will be referred to by number...exact shade.

THEY WERE HAPPY OVER YOUR PROMPTNESS OF LC.

ORDERED APROX LOO pcs each color, 4 colors, wide width mumbata cloth HAPPI

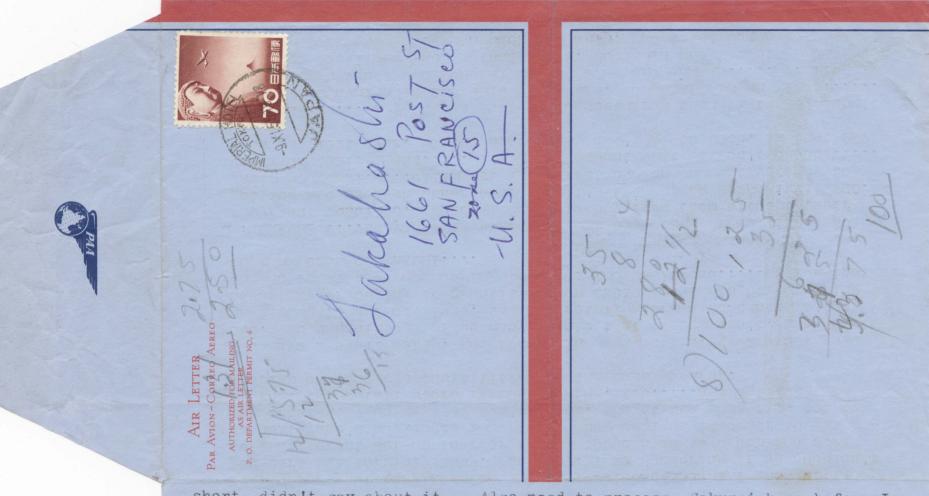
size medium, as in paper pattern #606 of Melva's which is terry-backed jacket ....the actual sample is size small.

If you want this changed to actual sample size, please advise, for it will be a couple of weeks before the cutting takes place, as the material will be gotten ready first.

Re: Apron designs....you never did send any designs....what shall Ido about chossing the print...one flower, one vegetable, one fish-clams design\$??????

Re: Airmail made-up sample of Melva's.....never did come. Got lost, if you sent it, please tell me if sent, & what it was, and put intracer on it imm.

Karen said twice in her letter it was being sent...what happened? Phone so



short, didn't say about it. Also need to process Sakurai here before I leave, Miyagi sails on 22nd, Isbrandsen, arr SF in 14 dys. Am seeing Jiro Iwai's mother & sister at their family home, not sister's, this Sunday pm... father will be gone f or weekend of golf to Kawana, 4-5 hrs. away, toward Ise. Only social time I'm accepting. As said on phone, reservations packed on all airlines, earliest definite confirmation is seat on JAL for 17th, but am on all waiting lists previous.

Re: Kyoto Bito shipped 100 pcs. Lobster...asks rush next order for takes time to make next batch. Also, earrings (FAN) now 20¢ in kiriwood box. Other sour ces higher quotes. Only one maker at present.

K-chan pleased you like lacq. spoons he found at Izumi reproduced by soh. Sen