

Tokyo Nov. 9, 1955 8 AM

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 in order 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 next 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 whole end.....as for instance in the case of TAKUMI....

@ : TAKUMI.....they say they are in the business of selling. So they want to sell everyone who wants 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 didn't choose..... that is, left over, so the same items don't go to both, is that OK?

Re: samples....I think we should 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 Booki, eg Pac. Mutual Sales, comes in and selects from their retail store and have them pack and ship, and total comes to about 4 cases if that much.

Re: Price....if we sell direct at retail, we can afford to buy at T's price, the much higher than if we manufactured ourselves, for instance K-chan's price of Y80 per 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 wholesale....for that is the next place the Honnami agent will go if T stops selling them things we want.

Re: KAMEI....they have worked out some prices and samples on white & I have color chart, and dyed prices have been quoted you so any color can be chosen from the color chart I bought and colors will be referred to by number...exact shade. THEY WERE HAPPY OVER YOUR PROMPTNESS OF LC. ORDERED APROX 100 pcs each color, 4 colors, wide width Yukata cloth HAPPY

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 I do about
choosing 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



AIR LETTER
PAR AVION - CORREO AEREO
AUTHORIZED FOR MAILING
AS AIR LETTER
P. O. DEPARTMENT PERMIT NO. 6

2.75
2.50

12/12/75
37
36/13

Takahashi

1661 Post St
SAN FRANCISCO
20 kcal (15)
-U.S.A.

35
8
280 1/2
8)100.125
35
396 25
400 75
100

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 for 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
Karen with you to mean *Trumble's* for MORE SUCH IDEAS
Take Jiro along for an excuse "to show J. Producer Jackson Sq" Present.