

Tokyo Nov. 11, 1955

Dear Everyone,

It is crisp and cold. I only have a few days left in Tokyo. I feel awfully busy and anxious and worried about getting as much done and contacting as many as possible during this time.

I'm going to see them at Takumi this morning at ten oclock to choose some variety of items to cover Takahashi retail so that Honnami won't be getting these at least from the same source which is Takumi. If I have time, I'll run out to Ogikubo & see Izumi which is another potential source, and tie them up too. After all, this is my reason for coming to Japan is to get this advantage.

I got a quotation of 96¢/pc for HANTEN of 4 colors, chrysanthemum design yukata fabric which you wanted on the telephone. If this is all right, we can order aprox. 400-500 pcs total, about 100 per color, if you want it at this price. Do you want to specify much more starch in the finish of the fabric so it will sew up nice? Do you want to change any of the colors? Anything you want to do can be done, & this is the right time of year to order it too, and the dyer is anxious to get our business. He is cooperative and an exacting worker (supervisor over other craftsmen).

Later....1:30 PM

Back from Takumi....before leaving for Takumi, a Mr. Wada met in '54 of Kanagawa Ken -cho came asking me to be guest advisor at Ishikawa Ken craftsmen's meeting to acquaint makers and me of each other at their expense, but refused. Same with Shizuoka last week tho they have wood things, etc to our advantage. Wada went with me to Takumi & I know he can contact maker much cheaper than Takumi's price to us, but we would have to take the knotty ones & streaky wood & loose lids, etc that Takumi inspects & assumes. These they sell in own store in Shimbashi (in case of kiri-boxed s/pepper sets for Y300/pair. I noticed lots going out even while I was there. In Japan they're used for gifts to Americans or to send to US or used in exceptional homes where Western food is eaten often (unusual). Wada goes from Ken to Ken in Tohoku as well as to the exchange exhibit of all-Japan districts and knows where new things are being produced. He'll help anytime we have questions to ask. Govt employee. Free information. I'll give him a tie before I leave.

At TAKUMI I chose dishes that would be good for ash trays, small sizes we always sell well, a few odd pieces of pottery, some Nae-shirogawa lrg size pots of G Design Award, all other G/Des A winners I could find, Xmas sellers under \$7 retail with emphasis on Y100-200 cost but none of the pieces more than five or ten each if cost is Y400. Takumi will ship before expiration, which is 22nd. Will go over rejects of s/pepper sets once more and include those they can pass, for there are none in stock and no time to make now for it is too late before expiration of L/C. I added odd pieces of wood (salt/pepper), cherry bark cig. carrier, ditto cannister, round nested boxes (7/set) 10 sets such, 20 sets 3-pc bamboo bark hot-pads, 2 firewood hatchets, and such too unimportant to mention but which will scotch Honnami's chances of getting anything we were leaving only those we aren't interested in (extra large expensive platters, large lidded jars, deep huge bowls, etc slow sellers & difficult shipping items).

GOOD NEWS....A MR. YOSHIDA OF KURIYAMA COMPANY OF KYOTO CAME MAKER OF FOLK CRAFT PAPER....THE SOURCE! Left samples & prices

Wonder if Anni could take a trip early next year - say, around Jan - February, to see for himself how things go here & visit our makers. Look around & acquaint himself - would be very good idea - can do it.

2/ very happy for now we have rock-bottom price of Y70, 80, 90./sht of Mingei paper. THIS SAMPLE BOOKS SENT US FROM TAKUMI AND YAMADA ETC. Kuriyama is a man about 37 yrs old, is happiest when cutting or pasting or dyeing paper, doesn't like to talk prices to people, will do any kind of work in any quantity, no minimum, nice guy, talented. Yoshida does all the talking, tho he is happier working, too, but someone has to collect the money. Will reproduce any of T's designs, of which some are made in Toyama Ken for T. (Kuriyama's papers can be sent to any TTCO contact & made into finished goods) K's are slightly lgr. & paper of equal quality. Can do fabric same way to match, make zippered overnight bags Jack suggested to me, or how about phone book or album covers? For small things it wouldn't be too high cost & decorative

Re: KAMEI....Wada also said this AM, Kamei known for prompt payments, keeping promises, faithful and loyal work, dependability is #1 standing. Further they will act as our buying agent so it is hopeful.

Takahashi
% Nishio Kan
#11 Aomiyadai Zehome
Kanda Tokyo Japan

この郵便物には何物も封入又は添付できません
 Nothing may be contained in or attached to this letter.

航空
 PAR AVION

Takahashi
1661 Post Dr
San Francisco 15
USA



3/I'm happy you are sending L/C to everyone, making my position good. RE: COLOR PAPER CUT IN SQUARES WHICH JIRO IWAI TOOK BACK....50 sets of 1 pack hand-made paper & 1 pk pulp paper cost price indicated is accurate ex-factory price, SPECIAL ORDER FOR SABRO HASEGAWA'S COLOR THEORY CLASS AT CALIF. SCHOOL OF ARTS AND CRAFTS OAKLAND CALIF NOTIFY MISS MORTON? OF COOP BUYING OFFICE AT SAME SCHOOL IMMEDIATELY, WHSE @ 50¢??? per set of one each two kinds. Hasegawa waiting arrival. Re: Kato Seiju: they shipped 5 cs \$2.45/Gr pencils (250Gr); lcs 14 1/2" \$3.60/Gr Item #3&9, total 17 G each, or 34 Gr. using up all of L/C #494 Re: Woodworker Sakurai's visa, seeing George Takeda (SF Bowler) of US Consulate Visa Sect. tonight for advice; also re: K-zhan's visa '56 while Geo. is still assigned here. He has influence over Vice-Consul Collette Meyer who issues visas. He sure is nice to us all. Chie Miyagi sails on ISBRANDSEN "FLYING ARROW" YOKOHAMA NOV. 22nd. I fly on JAL 17th (1st available seat). Regards to Jiro, love to all. T