

Dear Tami and Henri,

It's a blizzardy Sunday afternoon in Cambridge. Cars with chains on rattle by and a block away, "Oklahoma" is being played at the skating rink. Feel like a bear settling in for the long winter ahead.

Gordon and I drove to Virginia for a ten day holiday and just returned two days ago. We really led an idle life catching up on sleep and going through mountains of Southern food. Saw too many relatives and friends of the family and acquired an accent until we stopped for a night in New York on the way back...no one has time for drawls in a subway.

I was delighted to have your letter, Tami, early in the fall. From October on we had a crash program at Design Research Inc. and we accomplished what I didn't think was possible with the interior display. Whenever any item slowed up we did a complete display featuring it...results were fantastic...and I developed a very healthy respect for the time put into it. As usual the Takahashi things were hot-cakes...we didn't order nearly enough and the sad part is that we knew it the day we sent it to Jan. D.R. psychology is to use less expensive stocking stuffers etc. as an impetus to bring in shoppers and start them going towards more expensive \$40. salad bowls and the like. We're now picking up after the holidays and devoting all buying to very staple pieces in china, stainless steel, place mats etc.

This reminds me, I hope the new place mats are no longer complete losers for you...the solid colored

ones we have we retail for 35¢. Wish there could be even better ones..up to 75¢ retail...maybe in circles...the color is always a problem, isn't it? Also mad about the feather duster...cutest trick, and useful. Wonder if the clothing era has slowed down for you or are you doing wonderful things on the West Coast....you know, it seems like the East Coast, especially Boston, lags behind a bit....an awesome amount of ye olde tradition.

Squire wrote me that you bought a house in the Sea Cliff Area. Sounds exciting...and I hope you can hear the water break at night. Are you involved in big projects with it...since you didn't build it I imagine there are hundreds of things you'd like to do if there was only time to spend away from business. Wonder how you find the fog situation.... seems that everyone who lives in that area has a different opinion on the same weather.

We expected to see Mei Mei home in Boston for Christmas, but I suspect that she is having too good a time in San Francisco...she mentioned that she had been to see you and that Jan Howell had said I was thin....not really at all, just a bit less pudgy...marked improvement. Guess there's less O San ji around here...surely do miss our long discussions at 1661 though.

Gordon and I are overwhelmed at the marvelous wedding and Christmas gift you sent us....you shouldn't have done this and I would create an awful fuss if I were there. On the other hand, I was quite touched, and don't know quite how to thank you...wish there was something I could do to show you the appreciation I feel.

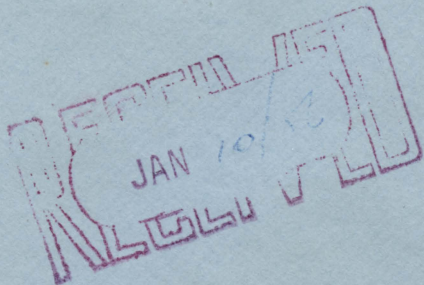
A very happy New Year to you all...and will cross my fingers that we can come back in the Spring.

Karen

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AIRMAIL



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