

July 31, 1965

Dear Tami and Henri:

Helen arrived yesterday at 4:05 PM. Your cable arrived the day before and called Moji and they had just received Helen's letter and Julia had to go to school that day so they made arrangements through a travel agent and was supposed to arrive in Tokyo Haneda by plane at 1:45 PM yesterday.

Since it's the end of the month as well as end of the week, the two of us couldn't leave the house all afternoon so we were wondering what to do and we were going to ask the little girl across the street to watch the house and take the calls, but Mr. Okada came and said he would come with me to the airport in case ~~of luggage~~ there was baggage to carry. Your mother said they will take a plane the next day for Moji and thought they could spend the night at Dai Ichi, so I said I didn't think that was a good place to stay so I made arrangements for the three (twin + cot) at the airport hotel.

Well, when Mr. Okada and I got to the domestic flight arrival place at 1:15, they said Julia's flight was cancelled. There are no passenger lists for domestic flights but I asked what would happen to the passengers due on that cancelled flight and they said she would probably be on the flight arriving at 3:05. We sat around, ate lunch, and it was so hot, over 92° and 80%, then Julia finally arrived about 3:15 so went to the main building and since Julia wanted to take pictures of Helen's plane, we went up to the deck. It was boiling up there. The plane came in and I couldn't recognize Helen but Mr. Okada kept saying the one in turq. ~~was~~ must be Helen and it turned out it was. She really changed and it was a good thing Julia's plane arrived just in time. The red cap took the bags up the elevator straight to the Hotel floor so it was very good. The room is very well sound proofed and the hotel so quiet, it was very good. It had an adjustable cooler too. Mr. Okada went to buy the plane tickets for Fukuoka for them and he left about 5:30. We stayed in the room and talked and Julia and Helen made some phone calls to friends. Suzuki was still busy so he said he would come later, but for us to eat first, but Helen said she wasn't hungry and neither was Vivian, but I think Julia was since she had a long day without much to eat. Suzuki finally came about 9:00 and it was too late to have dinner at the airport so we took everyone for a ride into the city, and Helen seemed to enjoy that more than eating. We drove down the Ginza and through Yurakucho, Sukiya-bashi and past the palace and etc. to Shibuya via Akasaka and Aoyama and Julia said it was all new to her too since she hasn't been here since the new freeways and good roads were built (she came 3 years ago) We had a bite at Almond in Roppongi, Vivian was too sleepy to eat. So we took them back to the airport and I think they left ok this morning on the 9:20 plane. The hotel boy said he would take the baggage to the departure desk so they had no problems here, but am wondering what they will do ~~when~~ after they get to Fukuoka. We hope it won't be the end of the month again when Helen comes back through Tokyo, but they said they will give us more warning this time.

We got your notes and letters. Thank you. The Christmas brochure really looks nice. Thank you loads for the snap shots. The little shop looks great and the pictures of evryone at coffee really makes me envious. Hope you or someone else would write more often, and follow-up. Will work on the canisters immediately Monday.

Got first samples of the cloth parasols we talked to Henri about. There may be possibilities on this, we hope. There was a problem of communication (language barrier) and the fellow didn't know what was meant by gather so he pleated instead. They will make more samples with gathers. It looks better than plain umbrella-like style and since it has to look good to sell, I think it's worth it. The new fashion trend seems to be toward femininity so it might go over. We don't want the same problems as the paper parasols so we think it's not too early to work on next Spring's items.

Got samples of the colored susuki and ferns, from Hashimoto. The colors really dye well on the ferns.

Got the sample of the box with drawers finally from Maruyama. Suzuki went to get it. I think he purposely delayed it so it wouldn't be in time for the Gift shows. The price is now ¥400.- FOR. which is rather out of the question. The size is so much smaller than

the original one from Frank Ige which we have here. Suzuki stayed quite awhile to talk and said ~~he~~ it was very interesting what they said, especially Shibata. He was with Azuma, you know. According to Shibata, Azuma does \$500,000.-/year and only 10% of it is wholesale. Their retail is very successful but their wholesale isn't doing very well. The brains in that family is the second son, the short one.

We found out, in looking for a jewel box maker, that the box maker that made the cloth covered jewel box I have, is the same maker as Sanshin san's paper boxes, for HIT. In other words Fuji Cutlery and Sanshin used the same box maker, by coincidence. They can also make the boxes like Maruyama's. It seems like a pretty big maker, and very busy. They said they can make some square boxes this year, but more complex ones like hexagon and w/drawers will have to be next year.

Gokoh is working on the paper flowers but said they had to repolish the ~~ka~~ because they found them all too rusty to use. The man from Gokoh said the best time to order Christmas decorations is January because they give exclusives to the buyers and the later the buyer comes, the fewer the samples left to choose from, unless it's something new that the buyer designs. Hope you got the samples we aired, they didn't have the plastic balls in time, unfortunately.

We didn't get your L/C yet for FETC for the rest of the decorations. We didn't have enough for ~~the~~ all that was in Yokohama last time so we are shipping the left-overs, 10 ctns ea. feather and spiral garlands on next boat ~~with~~ to Takahashi. The PO was Takahashi anyway. Hope that's alright.

Called Daito match as you asked.

HIM, HIT, the mum bases are all pressed and too late to reduce the quantity; and will rust if left alone. What can we do? They will be ready to ship by mid August.

Helen said Norman was sick. Hope he is better. Tell him we send our cheers. Did you give him my envelope? Sorry I didn't have more.

Goto Florists sells fiesta flowers, 20 pcs./¥200.- (56¢), awfully high, huh?

Aug.2, 1965

First thing went to look for canister maker, and found out that since that can is made by combination hand and machine, a machine can maker introduced us to a large tea can maker, Takahashi, probably the same one as Otagiri and Maruwa uses. They have someone in charge of export, but he isn't in town until the 5th or 6th so Suzuki went anyway to talk to them. Will know more when he comes back. They seemed concerned about payment so we said we pay for the first transaction as soon as delivered and after that within one week after the B/L date. The other can maker we saw yesterday said if the can was completely machine made, it would cost about ¥205.- without packing. The price is probably about the same as Motoyoshi, but the large makers have a larger minimum order, about 3000pcs. per size so it's good thing we have your order for 6000sets.

Suzuki just called from Takahashi Can and said their cans are not rolled (the lid) but cut off like the tea cans. They can roll it outside if they have a kata. Yesterday's can maker, who specializes in machine made cans, says they can make something like ours but the lid will be one piece and the bottom edge will be rolled like all machine made cans, that is the bottom edge of the body. Our sample has no such rolled edge at the bottom of the outside but instead it is turned to make a clean edge. After looking carefully at all the cans we have here, I see there are slight differences in all of them. We will try and get the closest thing, of course.

Read in the papers that July 30th was the hottest day so far, the heat wave is still with us, and we hope Helen isn't suffering too much from it. How are the Gift shows coming this year?

Daito Match said they will mail the designs right away. HIT is being colored now and Fukunishi said the mirrors, LSP will be ready in a short time. Will be shipping these items this month. Ladles and pots will be on next boat, Yamataka, leaving about the 10th.

martha