

April 17, 1954  
(Saturday)

Dear Tomoe-san:

Tomorrow is Easter Sunday and I believe the weather will be fine. I think Henri will take the children out somewhere and have a nice day of relaxation and fun. It is 17 minutes to 1300 hrs right now but so far there was not much activity in the retail store. Maybe the store will get busy later in the afternoon. Many people were buying your ties for gifts in the last few days. I think Miss. Nelson bought one or two, too. The kids are fine and are having a fine time, behaving themselves and are taking care of themselves in a superb manner. They seem to love their little cat very much, especially Norman. Well, so much about the home front.

We have been following your movement very closely and we can tell by your description of things that you are enjoying every minute of your tour. Keep it up.

I wrote to the people you mentioned in your ltr dtd 4/12 and 4/13, e.g. the kite people TAKOSEN and the Fukui paper people. Henri and I discussed about these people and items and decided that it would be best to visit them personally and size them up. Henri is supposed to write to you in detail re such matters. Therefore, in the letters I wrote I mentioned that our representative Mrs. T. Takahashi might find time to pay them a visit. No definite commitments made in this respect.

The situation as it is today:

Kato Seiju Shokai - We sent them a check (\$249.00) to cover initial shipment of snow boots and "igusa gasa" on 3/19 because they notified us that everything was ready on their side to make the initial shipment around that time. They were supposed to have a large stock of snow boots and ~~xxxxxxx~~ ~~sox~~ we don't understand why it takes them so much time to carry out their promise of early shipment. We shot them a wire to hurry them but so far they are remaining silent. Do you think we fell to their trick again? Lots of people are anxious to get the snow boots and the hats over here so can you give them a buzz via telephone from Tokyo?

Next, TAKUMI sent us a shipment of 500 sets of tea canisters (@¥250.00 per set plus packing and shipping charge - we would like to have it FOB@¥250.00) and they failed to send us the B/L. We wired them and got a reply yesterday that they had sent it. Do remind them about the awful trouble we have to go thru besides the terrible suspense when we do not have the B/L. We also rec'd a sample of their "Ushinoto" ware "white ring in the bottom bowl" which we would like to have some shipped. You may tell them it is exactly what we want. They were good enough to send us a copy, a beautiful copy, of THIS IS JAPAN, made by the Asahi Shimbun, 1954 edition. Many nice pieces of TAKUMI ware are in the book and we think this is why they chose to send us a copy. We are interesting in their tea canisters so see if you can get the price down to FOB¥250.00 set, hinting that we will continue to order them in larger quantities if they cooperate.

Nanri Nagoya - we rec'd their shipment of white tea sets and what a disappointment. The cups were not too bad but the pots were so roughly and carelessly made we just cannot sell them. There are not only malshaped (lop sided, deep rings around the middle) but covered with dribbles of glaze (and drops of). We are going to complain about this and make them take them back plus refund us what we paid to the customs, freight, etc., or ask for some sort of a workable adjustment. I don't know why they could ever ship out such inferior merchandise. Even they could tell that such inferior tea pots won't sell.

They will handle the Makidani Papers for us (commission 5% besides packing and shipping charges - packing ~~and~~ is done by Makidani). Henri and I went to Sumitomo yesterday and had a long talk with Mr. Urano. Henri explained our business situation and so forth in details and succeeded in getting a \$4,000.00 L/C to cover our next two months shipments of paper and what we may order from Oka Trading Co. There will be ample balance left with Oka so you can use them to have your things forwarded to us (purchases).

We placed an order for the new type of leaf paper Makidani is making and it will be included in our May shipment. However, in view of the large demand for butterfly papers we are planning to ask them to ship us two shipments combined (April/May). We are definitely interested in their new type of paper you described to us and probably we will ask them to include some of them in place of butterflies in the future shipments. We will try to keep Makidani happy with our regular orders and it may be a nice idea to have that Gov't man go along with you when you visit them.

Nanri Nagoya also sent us a sample of the "sermaki bowl" stained. We wanted the bowls stained in dull finish (stained in the wood) but they sent us a "highly lacquered" one, shiny in effect. You may be able to give them a better idea of what we have in mind. We asked them to give us samples of brown and black.

Nanri Tokyo sent us samples of "Kiseru tobacco pipes" and so did T. Kimata. T. Kimata has not sent us quotations so we cannot make up our minds until T. Kimata sends their quotations to us.

FIRST FOLD

Takahashi Trading Co.  
1661 Post St. San Francisco  
Calif. USA

AIR LETTER



MRS. TOMOE TAKAHASHI

P. O. BOX NO. 1100

TOKYO CENTRAL POST OFFICE

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SECOND FOLD

I guess this is all. Nope, wait a minute. Dr. Masao Onishi wrote to us and asked us to send him the money we owe him in \$. He is going to represent Japan at a WHO conference in New Zealand, leaving Japan 4/26/54. We ~~had~~ will send him the money on Monday and tell him about how he ~~can~~ get in touch with you.

Take good care of your health and enjoy yourself. Japan is a place where you must enjoy yourself, working, traveling, sight-seeing, or even when you are just simply relaxing.

Will write again.

Truly yours,

*James Sabeta*  
James