

April 29, 1954

Dear Tami,

We've had a boom in orders this week and have been so busy that I haven't written for several days (feel guilty). Hope that all is well with you now that you're on your own.

Mr. Whitney, publisher of Interiors came in yesterday with Mr. Kimball, L.A. sales representative. Mr. Whitney (New York) was extremely dapper in Brooks togs. We served tea and discussed June Issue of Interiors which will feature Jackson Square and all interested supply houses in the area, including us.

Mr. Markoff of Marbro Lamps came in this week and is quite interested in papers. He is going to work out a possible lamp using our papers. Marbro, of course, is an excellent account, but we wonder about the lamp idea.

The tea sets are all pretty bad. If it is possible please try to get \$360.00 cost in Japan for the sets. Strictly off the record, we may be able to sell some of the better ones in our store for a very low price and with a small mark up absorb the loss and maybe make a small profit so with this in mind, whatever amount you can get back from the company will be good. If they won't do anything we can send back.

Papers are going like hot-cakes. We are out of stock on Butterflies and Leaves again and have sold about 600 out of the May 15 shipment. Have demand for 3'x 6' Butterfly paper if we can have guarantee that the same design as used on the usual sheets can be maintained; anotherwards, not using huge leaves but keeping the same delicate flowers and dainty leaves. The most desirable size of all would be 3'x4'. Wonder if it will be possible to work out something on this line. Henri says he wants to sell as much paper as possible now while the demand is there. Otagiri is out of stock also and received a much smaller shipment this month than we did.

Holiday magazine this month (May issue) has our peasant hat with credit to Zenith Gifts; Parasol Lanterns with credit to Hanlan Associates, and Butterfly (all over pattern) with credit to Pent-House Gallery. Out of 14 entries in their section "The Holiday Shopper", 3 are ours! Nice!

Henri's tooth is out and he says it is fine now. No one else seems to have any earth-shaking news--just well and happy, I guess.

Sayonara, (I can count to ten now!)

Karen

