

4/30/54

Dear Tomi:

We, all of us, enjoyed your ltr dtd 4/27/54, from Tokyo, giving accounts of your thrilling encounters with friends, strange yet fascinating exotic places of pleasure visited, etc., etc., Wonderful, ne!

Also today we rec'd a ltr from your friend Mrs. Ikuko Iwai, #11 Okazaki Kitagosho-cho, Sakyo-ku, Kyoto. She is asking when you will be visiting Japan, she heard it will be around the beginning of May but is it so, if so will be very anxious to meet you, welcome to consultation on shopping, sighting seeing, antique and art ~~goods~~ stores touring, introduction to interesting parties, etc., etc. Otherwords, if you visit you in Kyoto she will take care of everything for you. She volunteers that May and Sept-Oct are the best months for travelers in Japan. She fears she may not prove to be a very helpfull friend but will try her best to show that at least her heart is in the right place. She, therefore, wants you to call on her "kiraku-ni". Her husband and children are also anxious to meet you. There is a "main post office" located right smack in front of her house so this will be convinient, too. If there is anything you want her to check up on for you, let her know, she says. In order to visit the detached palace it is better to make reservations in advance, this, she will do for you if she knows your itinera y and desire. That's all about this lady. You will contact her by yourself, won't you (I'll drop her a line from over here - just to inform her that you are in Japan and that you will write to her or do something of that sort when you have time - and in case you see her "yoroshiku").

We rec'd Nanri's samples of "Ginji Goma" (a beautifully hand-painted Chago-chago Uma), we placed an order for 1 sun 3 bu, 1 sun 8 bu, 2 sun 3 bu ones, three sizes, to come in three colors, black horses, brown horses and white horses. We are buying one case of each. Their price is @\$1.30 doz., @\$1.82 doz., @\$2.60 doz., respectively. We hope we can get this shipment in by beginning of June so we can have something new for the summer - fall season. Price FOB.

T. Kimata sent us samples of colored grass mats (luncheon mats)(the type Takumi carries) and we ordered some: TK-1 @\$0.153 p/c FOB, orange stripes on green background, TK-1-1 yellow stripes on brown background (our own color design), TK-2, striped, TK-3, striped. Price is @\$0.153. We think we can confine the sales of these to the good stores only. For the others we have to unload the ordinary type luncheon mats we bought from Nanri. Henri wants to print instructions, etc., on band of paper he intends to use to bundle the mats in 4 p/cs sets or 6 p/cs sets to enhance buying appeal. Next, they sent us Hariko-notora. They have four sizes, No.1 - No.4, sizes ranging from No.1 10" - 13", 14", 17", price from @\$0.47, 0.61, 0.76, 0.85 respectively. We are buying 150 p/cs (1 c/s) of 10" and a c/s of other sizes assorted. The head, with white whiskers, wobbles but its tail is not mobil. We want to get smaller sizes for quantity sales.

You must be thoroughly engrossed in social functions for some time so we will go ahead and see how much we can do over here in the way of buying things. The results we will let you know immediately.

Have a nice time and enjoy yourself. Mr. Mokunaka, Japan Special Products, Moji, met Henri's father and is anxious to meet you when you are in Moji. Mrs. Ikuko Iwai's phone number: YOSHIDA (7) 4794. Henri is fine and is working hard. Kids are fine. Toshi comes every day and is a cheerful person. We have two p/cs of large Koi displayed to create a little Sekku atmosphere. Good Luck. Jim

p/s Business: (Sorry) Find source or maker of HARIKO NINGYO who can make elephants, dogs, cows, etc., like the tigers, in small sizes, we want them by

FOLD SIDES OVER AND THEN FOLD BOTTOM UP AND SEAL.
NO OTHER ENVELOPE SHOULD BE USED.

by them by the 1,000's. T. Kimata could be told so
 by you again if you have the time. Next,
 How about ear rings? Right down your alley:
 Silver, shells, and other interesting ones - Henri sug-
 gets ring To RII, GOJUNO-TO - etc. Next, can you
 sell T. Kimata or other's we would like the
 paracel buttons made with fewer ribs (this
 would probably bring the cost of production
 down some). T. Yamada's 9 1/2" plain @ \$0.42, colored @ \$0.45.
 Competition is such that we must bring in
 something new at a lower price. We think
 we can sell the colored variety this summer.

FIRST FOLD

TRADING CO
 1861 POST STREET
 SAN FRANCISCO 15, CALIF.



MESSAGE MUST APPEAR ON INNER SIDE ONLY
 NO TAPE OR STICKER MAY BE ATTACHED
 IF ANYTHING IS ENCLOSED, THIS LETTER
 WILL BE SENT BY ORDINARY MAIL

Mrs. Tomoe Takahashi
 P. O. Box No. 1100
 Central Post Office, Tokyo
 JAPAN

TAKAHASHI TRADING CO
 1861 POST STREET
 SAN FRANCISCO 15, CALIF. 954
 MAY 2 1954
 SAN FRANCISCO, CALIF.

AIR LETTER
 VIA AIR MAIL
 PAR AVION



SECOND FOLD

Its quite warm today. I guess its
 time for the people to change clothes
 like they do it Japan.
 Take good care of yourself &
 have a nice time

TAKAHASHI