

May 18, 1954

Dear Tami:

Hope to be seeing you one of these days now. We go on pretty busy these last two weeks. Dorothy's baby is in the side room off the office during the day. Jim has set up a lamp (scenic yet) and it is a real little nursery. We no longer look at the clock; just check feedings!

Wrote Jan re ideas for you. She says that her off-hand opinion is that earrings would be good. She hopes that steak knives will have plain handles (not like decorated ones she saw at Otagiri in N.Y.). She likes the plain wood ones. She also suggest short beach coats of cotton and fine materials by the yard to decorators. Henri thinks that this is too late for this year but perhaps you can line up reliable sources for next year, as far as materials go.

FIFTEEN MINUTE INTERVAL

Now Henri has many more suggestions for me to relate to you. He thinks that handling quotations from Nanri are too high and hopes for better source in Osaka-Kobe region. As Kato Seiyo is a small concern he thinks they could probably do a better job for less.

STAINLESS STEEL SILVERWARE AND STEAK KNIVES. Can you get samples of both here as soon as possible so we can check for price, quantity available, design, delivery etc. He would like steak handles with dark wood like our paper cutter--no designs. See if we can get them packed in fours in a kiri box to sell at \$2.50 wholesale which would make F.O.B. Japan price under \$1.00. If possible to get in groups of six price should be around \$1.00. Think there will be big market on these for fall and would like stainless steel silverware and knives to go together. Refer to Desco Co. in Henri's first letter to you, he says.

RETAIL STORE PURCHASES. Can you buy good stock of kimonos, obis, women's accessories--new items, in silks etc. Henri says silks should be cheap now so it may be possible to get some odd lots. These items could be packed in kori cases and sent to us as unaccompanied baggage so as to save high duty on silks. You would declare at your purchase price of course. Can you see Takumi and buy pottery for retail store only. Also find source of tea cannister papers, and try to get papers for store...also don't forget match boxes, wrapping paper, napkins, stationery; Henri would like to get good sampling with possibilities of later wholesale items..folk toys too. He suggests you get bulky items for store in Tokyo (brassware, woodenware etc.) but stay away from bamboo and lacquer ware.

SCREENS. Please see Iwai Kogyo and talk about designs. We prefer 182 widths, 6'8" to 7' heights. Could we have photographs or blueprints from them and F.O.B. Japan prices.

That is that for now. It leaves me wondering how you can do it all, but if anyone can, I'd place my bets on you...so good luck, happy hunting and enjoy yourself. Warmest regards from us all.

Karen

as

13.7
x 4
54.8

X

