

June 15, 1954

Dear Tomie:

How are you? I do hope you are enjoying your extended stay in Japan and that your health is good.

Things are well in the office but there just seems not enough work for Karen. The solution is hard to say, but I hope wholesale business thru the retail store will keep her a little busy as tourist from out of state are dropping by. Whichever I look at it, it is expensive to have her just sit around, and take care of the little whole business that comes thru the store. This is just my frank opinion but it might of been a good idea to send her down to Los Angeles and vicinity while she was spending the week end with a friend, but it sorta of killed Frank's opportunity which to me was not quite fair on Henri's or Karen's standpoing. She also made a little dent in Merkel's business as she warstepped into his customer and Jack is doing a find job now, really hustling.

It is rather hard for me to even begin but since I have always been very frank and honest to you, I have a little criticism to make you. Much as you are doing your very best, I am not convinced if you are really working toward the best of the company. It seems to me you are putting your most effort in social work and not for the business itself. As you know we are anticipating on to attend four gift shows, namely: L. A., New York, S. F. and Chicago (which you perhaps are not informed about it as yet). We will need you to assist us in making these gift shows go a big BANG but we also need good solid merchandise to make these gift shows pay with a BANG. At present we do not have anything outstanding from our other competitors to show and Tomie how we need those GOOD NEW SELLING MERCHANDISE. We are really up a creek because we are so anxious to attend these shows but what have we got to show that will really have the customers come to us. Please concentrate seriously on the matters which you discussed with Henri before your departure. My aim and I believe whether it is you or Henri must feel the same we must be a step ahead of ALL of our competitors and be the first one to show new items in the market. On top of all the shows we must attend to get our volume of sales up to what we anticipate we must ask you to concentrate on solid good items as Xmas is just around the corner and we again must hit a BANG and really make other peoples eyes roll (if you know what I mean). You must realize yes I admit you have fine ideas on many things but your husband Henri, has good business selling ideas and items so just sit down for a few minutes and think what he and you discussed before you left. Don't waste time to things that do not profit the Takahashi Company as every step you take costs lots of money and it is so hard to make any. Save your efforts on solid good transactions and skip those who are just taking you afor a ride. Remember Tomie you must realize and know how we are depending on you 100% to send us good samples which we can present to our customers on Gift Shows and also getting ready for the days toward the holidays.

On transactions follow thru to the end and see that the suppliers sends us the best and nothing but the top merchandise that is a good selling item for the TAKAHASHI.

Perhaps after you finish reading this letter you will think what nerve has Dorothy to write me such letters but believe me I am thinking for the best for the Takahashi Company and not trying to emphasize any authority.

We will be looking forward hearing from you with information on what good items you have located and sending to us for Henri to approve and get additional order.

The baby is fine, believe it or not but he weighs 17 pounds now and 25 inches long on June 14th. The way he is growing he probably will be a big man just like his daddy. He seems to have a pleasant personality which I hope he will keep up.

Again I say I am most thankful for Henri's kindness and yours too that I am able to bring the baby with me to work, as I sure can use the cash badly. More so when Mas is taken in the Army it will mean I will have to be a bread winner for the baby and myself.

Take care of yourself and be careful and cautious any transaction you make.

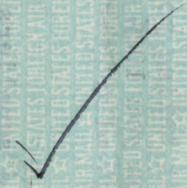
*Always
Dorothy*

Dorothy Himuro
2524 Post Street
San Francisco 15, Calif.



AIR LETTER

**VIA AIR MAIL
PAR AVION**

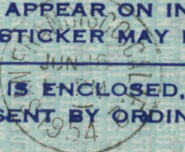


Mrs. Tomoye Takahashi
% Nissho Kan Hotel
2-11 Surugadai
Kanda, Tokyo, Japan

Handwritten notes:
21342-1
4/12/54

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