

June 18, 1954

Dear Tomoyo:

A happy torrent of samples, catalogues, literature, etc., along with price lists, etc., is flowing into our office. We expect a lot more because you've been very active in making contacts. All the samples and associated data are kept for safe-keeping and later scrutiny. That book with photo's of Kyoto Geisha girls was nice. How did you get that?

Now, let's get serious. Today we opened Irre. L/C to Osaka Match Co. (OSAKA MATCH HANBAI KABUSHIKI KAISHA) to cover full amount of our purchases and notified them to that effect. We hope we can get the merchandise in soon.

We rec'd samples from SANKEI SHA, 229 Kita-ju-cho, Honome-ku, Beppu, Oita-ken. These people sent us a large assortment of bamboo ware, forks, spoons, shredders, etc. Henri is quite interested in some of them and something might be done soon. He is thinking about packaging them in cellophane to enhance its looks as merchandise.

While glancing thru the Supplementary List, Japan International Trade Fair Official Catalogue, I noticed that you have ear-marked many firms and to these firms you want us to write for prices, samples, ~~fix~~ and other items they make that can be possibly exported. This we will do right away.

We also admired the "Eleyo", the yo-yo with the dry cell battery inside. It must have a very receptive market in this country if it is constructed a little more sturdier so that the thing will work constantly. A few more sizes, smaller than what you sent, might make the line more interesting. It might be a good X'mas item. Can you give us the source of these?

The Exporters Guide you sent us is very interesting. We think we can use it a lot in the coming months, because we would like to deal directly with manufacturers more and more in the future, and the book gives us certain information we want to locate these manufacturers and avoid the exporters.

Glad you are buying books on how to fold paper objects. These sell quite well. We have frequent calls for horse prints, too.

We are planning to buy some more tea canisters from Takumi and we are waiting for their confirmation of our order at present. They have also accumulated a considerable number of folk pottery and we wish to have some of these shipped to us in the near future. Concerning the folk-pottery we have not made any arrangements for payment yet.

Pinkie and Norman got cow-boy boots last night. They are very proud of their new acquisition and they are wearing them around the house and store today. When Henri asks them whether they would like to go to Japan for the summer they say they want to go to summer camp or Russian River. I guess they treasure friends' companionship more than anything at their stage of age.

Well, so much for today. Tomorrow is Sunday. Quite many customers have come to the store so far (this is 1300 hrs). I guess we will have more later in the afternoon.

Good bye

Jim

P/S We sent a statement to Isamu Kenmochi and instructed him to pay you immediately what he owes you in regards his personal purchases from the store and what we paid to Fraser's for him. If he is what he tries so painfully hard to portray he should have no trouble in going to the offices concerned and getting the money for what he owes you. We told him to get in touch with you at once re above matter.

June 18, 1954

Dear Tomoye:

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SECOND FOLD



VIA AIR MAIL  
PAR AVION

TAKAHASHI TRADING CO.

1151 POST STREET  
SAN FRANCISCO, CALIF.

AIR LETTER

Mrs. Tomoe Takahashi

P. O. Box No. 1100

Central Post Office

Tokyo  
JAPAN

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

JUN 19 1954

TAKAHASHI TRADING CO.  
會社  
1151 Post Street  
San Francisco, Calif.  
U.S.A.

FIRST FOLD

Pinkie and Norman got cow-boy boots last night. They are very proud of their new acquisition and they are wearing them around the house and store today. When Henri asks them what they would like to go to Japan for the summer they say they want to go to summer camp or Russian River. I guess they treasure friends' companionship more than anything at their stage of age.

Well, so much for today. Tomorrow is Sunday. Quite many customers have come to the store so far (this is 1800 hrs.). I guess we will have more later in the afternoon.

Good bye

mtl.