

Jan Howell



DECORATIVE ACCESSORIES

Dec
January 17, 1958

Dear Dorothy:

While I'm alone here I don't have the time to get off all the letters I would like to so I'm sure you'll understand why I haven't been able to acknowledge your recent letters sooner than this.

Re Parties Unlimited: They must have written the order in to Takahashi directly as we haven't heard from them or sold them in 1958. We have been telling people in the change of the FOB point for as long a period as we have known about it. We have not written each one of our accounts, of course, as this would be impossible with our limited staff of just two. However we have seen to it that any order written in to us, or any order taken here in the show room is fully explained on the FOB point before the order is sent on to your office. The "wrong information" that some people have gotten from the New York office must surely be a mistake..or the part of the customer, because Jan and I have made every effort to give the proper information to all concerned. I was pleased to note that all the 1958 invoices carry this information, too. As more and more of our customers come in; more will be better informed.

It is most unusual if we don't have credit references on our new accounts. If this happens it is usually because the order is written in to us without references and we often assume that it is an old account that may have been written directly. We are sorry if we have goofed of late and will try to be more careful.

I wrote you about the Jo Carpenter acct. I spent one whole morning trying to track this down and finally found that three or four other people have already turned them over for collection. Lippe was given as a reference on this and they said that they were okay then all of a sudden they've evidently gone out of business. I'll keep you posted if I hear anything new.

Jan tells me she will be in Chicago with Henry. Too bad we can't all go, eh? We could have a party..or something!

Have change all the prices, but have a few questions. I still show a few items which are not listed and would like to know if I should keep them out. They are as follows:

225 FIFTH AVENUE • NEW YORK 10 • MURRAY HILL 3-2648

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The two size pig burners, T006 and T009
YQ-Quail ✓
PFX Lotus leaves ✓
LR/1 Plastic laddle *no*
KK/3 Knife set ✓
Habachi in three sizes, \$2.00, \$4.00 and \$10.00 ea *no*
LB3 plastic box three tier
ZS/3..paddle
GS..bamboo laddle
Jewelry.fish in two sizes earrings in three colors

We need for samples:

G-19 bold stripe mat, 3 colors *old stuff - you have*
ZLMX..wood mats, all colors

~~G-19 bold stripe~~ LPT/14 in lacquer finish. We have the ply wood finish
which we had at the Gift show in Aug.

✓ Lpt-11 tray in lacquer finish inblack.

We need new prices on the other two screens if they are still
being carried; Scenic, 10x8x84 and scenic screen 18x4x84
And do we charge the \$2,50 ea per screen on these two?

Should we show all the sizes in the white doves *no refer letter 7/19/58*
" " " " Bird of Paradise?

Additional needs for samples:

new colors in Clt/ lighters. We have white, red, blue, black
persimmon, chart.

ZDPAL long pencils asst.
DRT tassel in olive green

Re the KPD dolls. We know they are sold asst and it is okay with
our customers. We have the numbers on which were originally sent
to us. We will say ass't hereafter. Our people prefer them asst.

Mr. Jaffee of Restaurant Assoc. is out of town and won't be back
until next week. I shall write you immediately upon hearing his
answer re the lotus spoon. Please hold the 7 gross for him until
I write you on Monday or Tuesday.

Guess that all for my problems at the moment. Thank you so much
for letting me know the stock situation etc. as often as you do
as I sure appreciate it.

Bestest,
Chappie,

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