

1.80 HCC
3.15 less in price

RR cheaper than truck
Kessler - pottery or glass
lowest rate
lowered prices

Jan Howell



DECORATIVE ACCESSORIES

2/6/58

Dear Dorothy:

Pottery Center downtown, our #155, is about to blow their stack. It seems that he just got the order from Takakashi and he's not happy with the freight charges. Since I know from nothing about shipping costs I shall only quote what Mr. Weinstein says.

It seems the mdse was sent railroad express and weighed 62 lbs. The charges were \$10.69. He says this runs about 17% on freight charges. He felt that there was no need of r.r. as there wasn't anything breakable etc., etc. At the same time he received his Kessler order which 132 lbs and cost only \$10.12 via Liberty Motor Freight. He said that he was pleased that the mdse arrived so quickly, but not at the expense of such high freight charges. He has said that under these conditions he wouldn't consider buying any part of the line again. I told him that Takahashi always ships the best way they can and at the cheapest rate to the customer. He would like some sort of an explanation from Takahashi.

1C
via
no 26216
armstrong
input
ship/apply
imp/gray

We know about not shipping out of the USA anymore on less than \$200.00 etc., but Mendoza's order was written long before that went into effect, as I recall. Anyway, no harm done..I'll write him today and explain what happened and tell him about the new out-of-country shipments.

Just talked to Japan Folk Craft. He sure confuses me sometimes. When he called about the S.Barker order he said he was going to refuse it and when I called him today he said that perhaps one of his sales people refused it as he hasn't seen it or heard about it since the last time he called. He said, tho, that he just can an invoice for \$107.?? and thinks that that may be the S.V. Barker invoice. He said he was writing you today so that will probably explain things more clearly.

We will try to get money on proforms for you, but I doubt that too many will take this too kindly. They don't usually carry that kind of money with them and very often don't have checks with them. We can't accept cash as it have no way of handling a transaction like that. However we will try to work it out with checks as often as we can.

Thanks for keeping me up to date. Talked to Jan yesterday and she said they had a good day Sunday, but that it hadn't been too terribly busy since then. Hope it has picked up by now.

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

Bestest,
Chappie.

February 11, 1958

Dear Chappi:

Hi and How are you?

First of all--on Pottery Centerx downtown--enclosing copy of letter which is self-explanatory.

Regarding Japan Folk Craft--letter of 6th from Japan Folk Craft asked us to send duplicate copy of invoice which I have down. He evidently accepted the shipment from S. V. Barker, Watertown, New York as he mentioned in the letter that he will send check upon receiving an invoice.

On your note on Crystall Beattie--we have sent him a refund due them to clear their and our books.

Japan Art (Okajima) wrote regarding 9 Tigers broken. Originally we told them to make a claim with the Post Office, but have found that the shipment was shipped in tact--in other words it was damaged merchandise when we shipped it. Please contact her and tell her to throw it away as it is no use to spend the postage by returning broken items. In the meantime a credit memo will be forthcoming to them.

I believe this is for now, ^{all} will write you again.

Always

Dorothy