

Jan Howell



DECORATIVE ACCESSORIES

February 19, 1958

Dear Martha:

Thank you for your letter and good health wishes; wish all I'd had was a cold in Chicago. I had the Asian flue with a fever of 103 for a couple of days...a nice virulent California bug which I apparently took over from Elizabeth and Jack.

Regarding our order #164 for Idella La Vista.

Herewith enclosed is the color chart, (Half of it...I'm keeping the other half) received by us from Takahashi, marked by Takahashi when received by us. This is the swatch sample which was used in Chicago a couple of shows ago, and was forwarded to us from the Chicago Show.

Because Idella orders quite a few of the jackets, and so there would be no confusion, we gave her the second swatch set which was furnished us a few months ago. The second swatch set is marked the same as the portion I am enclosing.

Our order calls for 15 "K", and 3 each "G", "C", and "E" jackets. According to Idella, she received 15 "G" jackets, the one which has predominant "orangey" tones. She is returning 12 of these to be replaced by 12 of the "K" jackets, the one with the predominant turquoise coloring without the black stripe in it.

According to our records, and Idella's statement of what she has received, we are not in error.

If our swatch card was incorrectly marked will you please send us a duplicate set of swatches, by airmail, so that we will have them here and at the New Yorker in time for the show.

Re the 72" umbrellas with a one-piece handle. Please furnish us with the overall size of the umbrella, packed, and the cost of shipping six to New York. This will be one of the first questions asked and we might as well be prepared to answer it.

Re Pongee DPS sport shirts in natural. Are you out of the three sizes mentioned temporarily or permanently. At this time of year our customers are not ordering short-sleeved shirts for immediate delivery; if the natural color will be available for later delivery we should know the approximate time.

225 FIFTH AVENUE

NEW YORK 10

Best regards,
Murray Hill 3-2648

Jan

February 17, 1958
Snowbound at Cos Cob

Dear Henri:

I hope you were pleased with the results of the Chicago Show; certainly Takahashi results seemed much more encouraging than most of the reports that gloomily went the rounds in the corridors at the LaSalle hotel.

It was disappointing to be bedded for a week at the LaSalle with the flu; I hope this did not prove to be a hardship on Tami. However, inasmuch as she had told both my brother and me that she would not need either of us for the second week of the Show I think she got along fine. Tami has probably explained to you that I flew directly from Mexico City to Chicago and that I would be glad to pass the saving of the \$80.00 round trip plane fare on to Takahashi if Takahashi would underwrite the expense of two business calls to New York plus a small valet charge for putting my two suits in shape for the Gift Show. I hope this meets with your approval. I worked with Tami from Friday noon, January 31, through Wednesday February 5. On Thursday I tended Elizabeth's showroom as both Elizabeth and Jack were bedded down with the flu, and Thursday night I crept into bed with the same bug. On Thursday, Feb. 6th, I made other arrangements for my hotel expenses as I did not feel Tami should be paying them while I was sick in bed. I will appreciate it if you would send me a check for the salary due me.

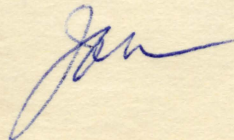
I am enclosing herewith several personal orders....for California people who loaned me their office, or their car, or their home, while I was in Los Angeles. I would appreciate it very much if you would accommodate us by filling the orders. Check for \$50.00 is enclosed, \$45.00 for the merchandise, and \$5.00 of shipping charges. Please let me know if I did not allow sufficient money for shipping.

Regarding my brother Henry, I am a little bewildered. When I left San Francisco it was my understanding that you were interested in having him act as your midwestern representative. When Tami arrived in Chicago she said that Henry was "on trial". On trial for what? The Gift Show in Chicago, Takahashi salesman without samples or pricelist? Really confusing. We have assumed that you have changed your mind about wanting a midwestern agent...if this is incorrect, please let me know.

The blizzard has really been a dilly! There's about three and a half feet of snow outside my door, and while the trains ran only about an hour late today, the roads to the station are impassable. Hope they will be bleared by tomorrow as I am most anxious to get to the Showroom and be sure we are ready for the Gift Show which opens Sunday.

Hope you have a very successful trip to Japan and that you find lots of merchandise so we can make that \$200,000 sales figure you would like us to do.

Best regards,



Recd
2/21/58

Feb. 21, 1958

Dear Jan and Chappie:

Hope you have been able to dig through the snow by now. We have had continuous heavy rains here and threats of floods and so many slides that some roads were impassable.

We asked Roten to return the chipped lighters for replacement as all two doz. couldn't have been bad.

Regarding the Idella La Vista Jackets, I just can't see how the codes got so twisted. Not one of the codes on the swatches you just sent were right. Can it be possible that all this time we have been filling your orders incorrectly? This is the first time we got a complaint. To avoid future errors such as this, it would be best for you to put down the color as well as the code, e.g. pink; yellow; blue/pink; pink/black/blue along with the codes. We are returning the swatches with the correct codes. We don't know who made the error on the swatches as so many people help out in the preparation of the gift shows. It certainly was too bad. We are sorry to have caused you the trouble. As I recall, Dorothy helped with the swatches last August and I definitely remember that she included swatches of the old DRS jackets (darker stripes) which we were out of as she didn't check the stock first, and we had to write to you that we were out of some of them. We will be more careful in the future to have someone who knows more about the merchandise to prepare swatches.

Regarding the 72" umbrellas, we just received one advanced sample by air yesterday and much to our collective surprise it came with a two piece handle. Please measure Kessler's and it's about the same size. As soon as we get a more accurate measurement and weight, we will send it to you.
(these are oiled)

Re: DPS shirts. Henri decided to discontinue the pongee shirts when we run out of the present stock because they were not very fast movers and we had such a difficult stock problem on them. Most buyers want just one for their own use.

Re: Your expenses in Chicago for telephone calls and valet services, please send us a bill for the exact amount and we shall be glad to pay for them, with your salary check for Friday noon through Wednesday.

Re: your personal gifts, we can take care of all of them, gladly, except for two of the items. We are out of the DZ-4 orange square right now, and we are also out of the CLT-#15 black lighter. We expect the black #15 in a couple of weeks but can we substitute now? We are sure you would like the things sent as soon as possible.