

March 18, 1958

Dear Chappie:

How are you? Business probably isn't as hectic now as it was. We are busy shipping out all the accumulated orders as we received most of our merchandise in the last two weeks. We hope the re-orders will come in now that we will have stock on most everything.

Re: Perkins and Butler order (your #269) taken at the show, for which you just sent a confirmation, please note that no instructions were given on your original Show order indicating HFC for P.O. number. We therefore shipped out order on March 3rd via PP insured without the P.O. number. Hope they accept it.

Re: McGreevey, Werring & Howell, Inc., 225 West 34th St., N.Y., we have written that due to 2/25/58 cancellation date indicated on the order, we have had to cancel the order. I think you remember this order, as that was the one you sent your other mat source order to us. By the time we received our order from the other party, we found that it was for shipment to another country, although it was to be shipped to N.Y., the instructions specify steel strapping (which we don't usually do) and detailed bills of lading just as if shipped directly overseas. Please observe our \$200.00 minimum order policy and allow enough time to fill such orders. By the time we received our order, it was almost 2/25.

Hope this is all clear to you. Please let us know if there are any questions.

martha

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it's a much better arrangement and the larger office will look fine when we get everything put away.

The SF show is not too bad, though not nearly as good as last year. Henri and I went to the gift show Sunday but didn't see too much. It always depresses me to see so much junk. Again, everyone thought I was you and said hello, and got a blank stare in return, unintentional on my part. They all call me Mrs. Takahashi, especially when I'm with Henri. The Chinese man at the Ignaz Strauss & Co. started talking to him so I got all kinds of prices and since he wasn't too busy, I had him look up prices, etc. He said I promised to return to his showroom in LA and didn't so he got out his order pad and was ready to take orders. I stopped there because they had kusudama and was curious how much they were.

Is it cold there? We have had much rain here, including Sunday and yesterday, Monday. It poured awhile ago again but stopped.

Well that's about all I can think of now. Will write again.

Love, martha

Hello to Jan.

P.S. The salad sets in ebony and rosewood came in last Friday. They look much better than previous shipments. Now we have good stock on Teak, ebony and rosewood in all shapes pictured in catalog.