

# Jan Howell



DECORATIVE ACCESSORIES

March 26, 1958

Dear Martha:

A few odds and edns from your recent letters.....

*ok* Please send us another set of the G-16 mats as soon as they come in. We have only one set here, the ones from Chicago Gift Show, which means that when we travel as I did last week to Boston, there are none here at the Showroom. *3/28*

Paper Doves.....a very sore spot with many of our customers who ordered them very well last Fall and did not get them. At least half a dozen stores had planned to use them for all their Christmas store decorating and were disappointed...so these will have to find their own level. Please send us the stork when it comes in. *ok* *3/28*

from  
On the Lighters. Dorothy deducted \$546.51 ~~for~~ 1957 commission for 10% Excise Tax, and again deducted 10% from our January lighter sales to take care of the 10% excise tax. This does not seem to us a fair way to handle this error, as I assume it is an error, and I think some other arrangement should be made so that we are not the one to be penalized in this respect. On any taxable merchandise of this sort, isn't the excise tax to be collected by the storekeeper at point-of-sale to consumer? If Henri has to absorb this 10%, then the lighters should be increased in price, or the 10% tax should be added to the invoices to stores purchasing the lighters. We cannot sell items from our showroom on which we receive only 5% commission...unless of course we sell quantities in the thousands to one customer. Please advise us how this is to be set up for future sales....if the 10% is to come out of our pockets we think the item should be dropped. *3/28*

*ok* Please send us just one sample of the 72" parasol and let us know what other colors are available...I note you say they are in the same colors as the small parasols....suggest you send us a bright solid color one...turquoise, or if the white is the handsomest, then send us a solid white one. *3/28*

Do hope Tami is feeling better...can commiserate with her as it is now 6 weeks since I was sick and I still have that chest congestion. Give her my love.

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

Sincerely,

*Jan*

TAKAHASHI

March 27, 1958

Dear Jan:

Thank you for your note of March 25th. Henri is leaving tomorrow and we are busy getting ready.

Re: McCaffery orders. We shipped orders to 20 Scudder Ave. Northport as designated.

Re: lighters

Last Friday we got a call from Shopping International and he said something that disturbed us very much. He said he heard at your showroom that we may discontinue lighters because of the excise tax. This is not true. We have no intention of discontinuing the lighters. We will continue to promote them.

March 28, 1958

Just received your letter re. lighters. After talking to Dorothy, I realize that she made an error in figuring the 10% tax. The 10% should be deducted from the selling price of 18.00/doz., or 16.80. You still get 15% of 16.80 and thus you are not really 10% off your commission. Dorothy will correct her statement and send you a check to cover the difference.

We had no idea about this tax until after we set up our latest price list and we told the tax people that had they told us early in January or before that, we would have not reduced the price. Of course that doesn't do any good telling them because they say ignorance of the tax laws is no excuse. We also know that Kessler heard about the tax also about the same time because they called and asked what we were doing about it. This tax is imposed on the manufacturer or importer if the lighters are imported, and is not passed on to the retail stores or to the ultimate consumer such as in cases of jewelry, handbags, typewriters, etc. As far as your commission is concerned, it figures out this way: you still get full commission on the \$16.80 price, or about 1 $\frac{1}{2}$ % less, or about 13 $\frac{3}{4}$ % at the \$18.00 price. This is far from 5%. If it still seems confusing, please let me know. However, Dorothy is sending you the corrected statement and I have asked her to identify the figures clearly so that you can more easily check them. She is also sending a check to cover the difference. I hope this will be satisfactory for you. We are terribly sorry about the error and the anxiety it must have caused you.

On the next page, I am sending you new information on stock.

Items out of stock and discontinued:

PT-5 silver (gold in stock)

DS-scarves

NKM-12 color wheels as soon as present stock

L-BLS-#3 in black and natural; (so similar to #2) is gone. We have all

Items presently out of stock: temporary

white on hand.

GBL- expected May-June

L-PL-22 and L-PL-19 parasol lanterns expected May

ZLWX mats, black and brown, expected April

DRT olive (expected May-June) tassels

Other items out of stock and discontinued

DRS-#2, #4, #11, N/2, N/3

In other words all but N/4 and C, E, G, K.

Arrivals this week and next week:

Pongee kimonos: natural, coral red, peacock blue, chocolate brown,  
(DPK) charcoal grey, menium green at \$8.50 each for  
colored and \$8.00 each for the natural

KIM: kimono dolls

HCC, HIC, HCJ, iron ash-tray-coasters, which we sell assorted

YS-sparrows, four to set

ES-4 small storks \$1.80/dz

ES-6 medium storks 3.00/dz.

ES-11 large storks 6.00/dz.

The above arrived today.

Next week:

Parasols

PTK-100

PTK-60

The stock on most items ~~XXX~~ is very good at present and we are being very prompt on shipments. If any items are ordered that are not in our new '58 price list, it means we are out of stock or nearly so and we are also discontinuing it, such as DS scarves. In case such things are ordered, you can make a note at the bottom and say "if available" so the customer will not expect it, or count on it.

We also expect a couple of new things in the toy line. We are sending samples of the parasol 72", 1 DPK pongee kimono and mats and storks you asked for. As soon as we get the toy samples, we will send them to you.

We just sent Henri off this morning and we all hope he has a successful trip.