

Jan Howell



DECORATIVE ACCESSORIES

April 7, 1958

Dear Martha:

Further referring to telephone call made by Mr. Gardiner of Shopping Internation to Takahashi.....

Mr. Gardiner's orders for May, June, and July shipping are sent you herewith.

On the screens which he also discussed, but which he is not ordering at this time, Mr. Gardiner feels that this is about the way his sales will stack up:

May	2
June & July	1
Aug. Sept.	2
Oct.	2
Nov.	4
Dec.	<u>1</u>
	12

I should not think this amount will cause any stock difficulty except perhaps the 4 which he estimates for November. Will you please give Henri this information on his return?

Did any of you suffer damages to your homes with all the floods? Reports here are certainly dire and we hope you escaped problems.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jan Howell", written over the typed name.

P.S. We are changing the price on the umbrellas although for your information want you to know we have not been advised by Kessler to change his pricelist to the \$6.00 price you mentioned. Maybe that's just on the West Coast?

April 9, 1958

Dear Jan:

Yesterday we had our first dry day in weeks. We hope we have seen the last of the rain.

Thank you for your letter regarding Shopping International. I explained to Mr. Gardner that we need three months notice for specific shapes and colors for lighters to insure delivery. At this time of year and on a dozen or two, there is a good chance that we will have them in stock, but later in the year, we must insist on it. If they expect to carry the CLT #5 in persimmon and black in their fall catalog for Xmas, they will have to let us know three months before their desired delivery date. Otherwise, I can predict that they will not get delivery.

Re: WN-14-68, we are sure we will have enough for them. We asked them to give their customers a choice of Black or Brown finish so that our stock will not be completely unbalanced due to them. We told them that we will drop-ship for them at \$35.00 each plus \$2.50 handling charge plus freight.

We have made a flyer of the parasols and the doves and storks. They should be ready today or tomorrow. We noticed that the storks have different codes attached to the legs from the codes we use. The smallest stork ES-4 (has ES 10 on the leg) ES-8 has ES-11, ES-11 has ES-12. Please ignore the 10, 11, 12 and use the ES-4, 8, 11 because they are the codes on our flyer and ads.

We expect our new raw silk jackets with pockets about April 1st. Henri is also working on other raw silk garments. We didn't get anyplace on the raw silk bankers coats so please cross that off the price list. We are typing up a new price list and will send you some.

Thank you for asking about the flood damage. It was pretty bad, and as our house is on a very steep hill and we worried a little after reading about the dozens of houses sliding off hills in the bay area. Many of the houses have been demolished or burned to save others on hillsides. If ours ever slips, it will go right into the bay!

Have you received the samples we sent some ten days ago? We will send the new samples of ZLMX in brown, black and white. Please note the slight difference in the gold threads. We have had to do this because the duty on the braided thread was so high that we would have had to raise the price. Instead, we changed it and hope it makes very little difference. The other colors are old stock so will be braided, until we run out.

That's about all for today.

Best wishes,