

Re: Kaufmann's order #853

Chappie, you put down LBLs at \$275 each instead of L-SHO at \$5.00 ea. Good thing we looked at the original and hope you didn't give them a copy of your order. Quite a difference in item and price. It could have been quite costly. Please do re-check. Right now we aren't too terribly swamped, but later we will be and this would mean that your orders would have to be double checked each time, taking a good deal longer than orders went to us direct. All this worries us. Can you suggest anything? Please let us know.

martha

May 19, 1958

Dear Jan and Chappie:

Re: Brunn and Berhtein order which should have been shipped on July, 20th, please note on your #800 order that you put "at once", and we should have checked with the original so it was our error too, but please do be careful. I can't see why they can't use the gold lotus we shipped for the new order they just placed, and order again for July 20th delivery. By the way, when they say "deliver on ~~xxxx~~ July 20th" does it mean to reach them by that date? This is what we have been assuming, but according to their card, they are changing the #800 order invoice to correspond to the delivery date. Our invoices are dated according to date shipped. This thing rather burns us up because they will probably use the lotus they just received before July 20th. They have been rather troublesome to us because they order a few at a time on separate orders and it makes it very difficult to keep track.

When taking orders for toy banks, please be specific in the future as now we have two kinds, ZCB-circus banks and ZAB square animak trick banks, both at \$3.00/doz.

The giant yo-yos are \$4.80 per doz., and 10% off by the gross.

We shall send you the tray samples as soon as we get a couple of samples of some new things we expect this week. We also have some gold and teak trays which we want to send you but until now we have had so few coming in, that we felt it would not be wise to send samples.

The G-10 lacquer fans now come in six colors. We added a black, which is arriving this week along with the other colors. ~~Sorry to confuse you~~

Sorry to confuse you regarding the peasant dolls, but we discovered that the shipment we just got were the same as before and thus we did not send you the samples. The price remains the same. The new dolls have not come in yet and will have another code.

Business seems to be looking up, but we are having trouble with slow pay. Please do your best in this department. We are trying to be extra careful this year in collections, but at this long distance, we can only write to them.

We appreciate your efforts to sell the G-20 and G-22 mats. We would appreciate your continued efforts. Until we get rid of these, we will not be able to get new mats in this price range. We are working on new mats now and hope to be able to get them before the shows, but it all depends on how our present mats sell.

We hope to get more things in, and we are waiting for samples and shipping dates so that we can tell you more definitely about them.

Henri is due back at the end of the month and we all look forward to news of the new items.

We are glad you have noticed how promptly we have been completing the shipments. Sometimes it seems to be a disadvantage when you send in additional orders to be shipped together because we have usually already shipped the original order. I hope the customers do not mind that we are unable to do anything about it once the package has gone out. By the time they write to you and you write to us, the shipment is well on its way.

Our X-59 new calendars for 1959 will arrive this week or next. This year we won't get as many as we did last year so we hope our customers will place their orders early., so they will be sure to get them. We expect to run out of them this year. We would rather run out than to have any left as we did last year. We would like to have a few and then

Jan Howell



DECORATIVE ACCESSORIES

May 12, 1958

Dear Martha:

Glad to receive the new pencil box. Hope we do as well with it as we did with the smaller one at \$3.00 dozen. And of course always look forward to receiving new samples. Our Early Bird Show here in the 225 building only will be held again... for two weeks, early in July, so I hope we will have by then most of the new items Henri is working on.

We received the new pricelists and have destroyed the old ones. Please clarify one thing for us...in your letter of May 5th you mentioned new price of \$4.80 on the large yoyo and said "no 10% on gross for this". The new pricelist shows the **for gross discounts..are we to quote \$4.80 price regardless of quantity purchased?

Am looking forward to the two new colors in linen napkins..these should be good; also the new trays. Incidentally, all four of our LT Lacquer trays, both #11 and 14 (one each color in each size) have large areas of color peeling off the base. If this tray will continue to be in the line we should have new samples sent to us as the ones we are showing have a bad psychological effect on the customers.

Please also send us one new sample of the walnut-shaped windbell. It is my recollection that we sold our sample when this went off sale last year.

We are very pleased to see from the invoices how completely most all items on most orders are going out.

Thank you for taking care of everything so well.

Best regards,

*Money not coming in well
very bad.*