

Jan Howell



DECORATIVE ACCESSORIES

June 27, 1958

Dear Henri:

A belated "Welcome Home" Delighted to learn from correspondence with Martha that you found many new things, and of course hope we will have a few more in time for the Early Brid Show starting here the second week of July.

Speaking of Shows, we are pleased to report that for the August Show we have been able to get a small room in the Trade Show Building. For your records, and for shipping on the samples from Chicago Show, the room number is

503 - New York Trade Show Building
35th St. and 8th Avenue
New York, N.Y.

Even though this is a small room and the location not too great, it is at a 20% higher cost, but well worth it to have our toe in the building, and the air conditioning. As soon as you are set with your advertising set-up please let us know. Our contract allows 1/3 page in the directory, and as in the past, if you wish to take the whole page, you will be charged with the other 2/3 page.

Martha has recently written us that much of our mail comes through with postage due. We have a small office scale which weighs up to 2 pounds, and every piece of mail sent out is weighed. I suggest that when such mail is received you check it on your scales, as yours is the only complaint we have received. We are being careful to add extra postage when the scale indicator is right on the line. Incidentally, please mention to Martha that we dole out by pennies for the same purpose approximately 50 - 75¢ per week. Last week Takahashi's totaled 18¢. I have saved the two envelopes I paid for but Jane Michalek, who worked in the showroom Monday 6/16 (while Chappie and I flew up to Ithaca for Johnny's graduation) paid out 12¢ but did not keep the envelope. So I'm afraid this is one of those little business annoyances that all we can do is be as careful as possible about....it happens to all of us.

We are sorry to report a theft from the showroom last week...this is the first one in two years...among Takahashi items the only things taken were five lighters...three of which were damaged ones, so maybe the thief won't be so eager to try here again. Customers had previously returned two mechanisms which did not work, so I replaced the damaged ones in our samples, and gave them good works in exchange, and one

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

Page two

sample had chipped lacquer. Samples on hand are numbers 1, 2, 3, in colors turquoise, white, mustard respectively. When you are sending us anything will you please include the numbers 4 and 5 styles and the missing five colors.

Several of our customers have told us of the recent brochures you have been sending out, on the doves. Do you suppose the person in charge of brochures in your establishment would make a note to send us ~~these~~ brochures as they are printed? It is very embarrassing for us, when customers ask us about your latest releases to say we are uninformed.....inasmuch as the same thing happened on the last price list and four sheets of photographs I'm sure this is an oversight and not due to the fact that you do not wish us to have the brochures. We mail out many requests for catalogs but if you would prefer that we mail these requests on to you we will be glad to do so. In that case just send us a few sample brochures so we know what customers are talking about.

Thank you for the glossies, which Chappie will take on her trip to the resort N.E. area.

Our G-17 #3 mat sample is quite raveled, so will you please send us a new sample of this? ✓

After the rainiest spring in 65 years we are finally having a lovely day today....for the three months of spring we had only one weekend when it did not rain. There seems to be lots of complaint about recession....we are pleased that our Takahashi figures a plus 10% ahead of last year instead of the average 15 to 20% behind which many of the tenants here in the building are running.

How are things business-wise in San Francisco?

Best regards to you all.

Sincerely,

P.S. ~~§~~ Johnny starts work next Monday with the New York Trust Company, and is slated to go in Uncle Sam's services June 1959...2nd Lieut., ballistics, Fort Bliss, Texas. So, I feel my job in the parent department is finished, especially in the financial aspect. Its a nice feeling.