

August 7, 1958

Dear Jan and Chappie:

We are enclosing a letter from McGreevey, Werring and Howell re. grass mats we shipped them for Casa Oechsle, Lima Peru, your order #206. We have never had any complaints on grass mats before. This is a good lesson for all of us. Let's make it a definite policy never, never to sell out of the country. We cannot possibly credit them for these mats and how do we know they were faulty? Please contact McGreevey etc., and iron this one out. We can't accept their word as we have never had such a claim before. In the future we will absolutely not accept any orders for foreign countries. This order gave us more headaches than any we can remember. Never again!

We sent you by fast air many samples on the 6th of August. We are sure you got them by now. The extra napkins and place mats are for the linen show you mentioned.

There are many items that need further explanations. If you would please look them over, we will be glad to answer any questions. On the price list, we accidentally over-looked the water color sets and the brush painting kits, X-600, 601, 602, and 610. We also left out a teak leaf shaped tray, \$2.50 each which we are sending sample of in the next batch. There are several items we do not have samples of yet, and a few items we just got in which we are sending along within the next few days which we couldn't get a hold of the other day. We have tried to mark each item, but if you are in doubt, let us know. Please note that the cigarette boxes, LCB-N and LCB-2, come in red, black, and white only (no persimmon) We still have the LCB old cig. boxes in the old red and black. The new boxes match the lighters, as you can see. The lacquer salt and pepper (tear drop shape) and the new mum and good luck character coasters are available in red, black white and persimmon, four colors. The plain LC-6 is as before, old red and black. Both ladies' raw silk kimonos, DRK-W (\$6.00 ea) in solid colors and the men's striped raw silk kimonos, DNK-L, (\$6.50 ea) are new. The ladies' is medium size to fit most women, 1 size only. The men's striped kimono is quite large, 1 size only, and should fit all men, even the large man over 6' tall. Swatches not yet available for the ladies' solid colored kimono.

Re: lighters for Holiday House, we can only fill confirmed orders received two or three months in advanced. We find sales are so terrific, we have huge confirmed orders from such stores as Neiman Marcus and Gumps and several other department stores in the mid-west for their Christmas catalogs, we are afraid we will be unable to fill anymore large orders. These orders have been confirmed months in advance that we would rather sell to stores rather than mail order houses, and smaller businesses who cannot pay within discount period. Holiday House has paid very promptly, so we don't mean they are poor pay, but you can understand why we would rather sell good stores who will re-order for years to come.

The Chicago Show will end next Friday. We haven't heard from you regarding the

iron garden ware samples. We must let Tami know what to send on th you in NY. Please let us know right away.

We must mention to you that we will have a very limited supply of the large XC-59 folk calendars. The sales are very good so far and unless the customers order within the next few weeks, we cannot guarantee delivery. This is also true of the small desk calendars. The desk calendars will be in larger supply than the folk art large calendars and should be very good item for business gifts. The shows have all been very good and hope the Chicago show will also be good. We have so many new items, we hope you won't have too much trouble with them.

We will have new mats later, but as we have so many new items, we want to have some things for the Spring Shows.

By the way, we received your card re: ~~KUMAK~~ slippers. Sorry, we are not interested at the moment. They will be very hard to sell now and rather out of our line as out here, everyone and his brother sells slippers, and the ones that carry the better quality slippers are having a very bad time. Anyway, we have slowed down selling them even in our retail shop because of inventory problems. Thanks anyway for you suggestions.

Please let us know your reactions to the new samples as soon as possible. Any suggestions would be appreciated. Please note the small birds, bees, etc have minimums, the little bees and plain little birds are packed 1 gross/ box. Min. 1 gross. the small birds with nest, NBN-S, is packed  $\frac{1}{2}$  gross/box (error in price list), min.  $\frac{1}{2}$  gross.

Minimum order, 1 box on following items:

NBB- bees 1 gross/box, min, 1 gross	-----	3.60 box
NBF-ball figures, $\frac{1}{4}$ /box		7.20/dz. boxes
NBN-S, small birds with nests, $\frac{1}{2}$ g/box, min 1 bx		7.20/gr. or 3.60/box
NBN-L, large birds with nests, 3 dz/box, "		3.60/box. 14.40/gr.
NCA. chenille and paper angels, 6/box		6.00/dz. boxes
NC-2, chenille chicks, small $\frac{1}{4}$ dz/box		2.00/box
NC-3, chenille chicks, large 2 dz/box		1.80/box
NGR, Christmas ball tree, gold or silver 1/box		7.20/doz pc.
NGB, glitter birds, (we don't know yet re bx.)		7.20/gross pc.
NHB-S Small Hemp balls, 1 dz/box		3.60/dz. boxes
NHB-L large hemp balls, 1 dz/box		6.00/dz. boxes
NPCB Pine cone birds(don't know how packed yet)		12.00/gross pc.
NPCS Pine cone figures 6/box (we think)		7.20/dz. boxes

The nylon butterflies are packed 6 pc of one color/In order to get a full assortment of 12 colors, they have to buy at least  $\frac{1}{2}$  gross or 6 dozen. Otherwise they will get only a few colors, which they cannot specify as they come packed by the gross assorted. The butterflies are bunched 6/color with wire and we cannot take them apart and assort them so if they buy, say, two dozen, will get only four different colors. If they buy 2 doz. of each size, we try to give them  $\frac{1}{4}$  colors in each size and to make 12 different colors. I know this is all clear as mud. As the small and medium butterflies, NB-3 and 4 are packed 1 gross per box, that is the best way to buy. The NB-5, largest is packed  $\frac{1}{2}$  gr. per box. The baby butterflies, NB-1 which we are sending, is sold only by the gross at \$4.80/gr. The box of 1 gross of the baby butterflies is about the size of a hose or hanky box. The lanterns, LPL-5S, 8R, and 11R are sold assorted 6 colors/ dz. only. Minimum lanterns, LPL-5s, 8R, 11R, and RC, 1 dz. of any one kind. If anyone wants large numbers of 1 color only, they have to tell us 4 months ahead. We can't break up the boxes. We did not send the 36" plain white lanterns but we do have them. We thought it would just create a problem for display and we think Kessler has them, or something like them. Plain white, no rims, open top and bottom, \$5.50 ea.

Speaking of Kesslers, we heard about the fire at the mart - they say the second floor is ruined, and that it was actually two fires two or three hours apart on the same night.

The XCC-D Hand dyed authentic folk art Christmas cards have a minimum of 3 doz. at \$2.40/dz. That is, \$7.20 per box of 36 cards. These are hand dyed individually on hand made paper.

The XCC Hand pasted cards, 12/box (6 designs ass't) are \$12.00/dz. boxes

The XC-59M desk calendars are assorted cover colors, \$6.00/dz. and come with envelopes, not with that wax paper cover as your sample. The envelopes are plain white rice paper. Ideal for small gift or special greeting card.

Re Grass mats. Please note new prices: G-16,17,18,19 mats are now \$18.00/gross, \$1.75/doz. G-20, 22 mats, \$15.00/gross, \$1.50/dz. (G-20-22 only, four gross or more, \$12.50/gross) On this special \$12.50 price, please do not combine with G-16,17,19 mats. We have ample stock of mats. The ZLWX wooden mats are now \$36.00/gross or \$3.50/dozen.

On the matches, the customer can get gross price by mixing the ZM-S (foil cube) harlequin matches, ZM-9X (folk art 9/pkg) small matches, ZM-4 4" fireplace matches, assorted. On the ~~ZM-9X~~ ZM-S cube, the cube boxes will be assorted colors, and inside, the tiny boxes will also be assorted colors. No orders accepted on one color combination only. The ZM-9X folk art small matches will also be assorted, that is, the arrangement of the designs within the package of nine will differ from one to another. The ZM-11, 11" fireplace matches will be \$3.00/doz. cannot be mixed with the others to make a gross. ZM-11 (10% off by the gross or \$32.40/gross).

By the way we are sold out of PR-S plastic wire toy so please remove from showroom. We thought we were going to get more but there seems to be some trouble with production.

HLT-leaf ash trays are replacing the HF-41 fish ash trays which is disc. and these sell at \$3.60/doz. ass't only.

All folk art note books, albums, and telephone books are assorted designs.

Please let us hear from you regarding our last letter. Henri would like to hear from you.

All items on price list have 10% discount by the gross unless otherwise specified. No gross discount on napkins, some items have already gross price of more than 10%. Please note minimum order \$20.00.

We have most items in stock or will be in next two weeks for immediate delivery.

Re Shopping International price on screens, we cannot reduce as the lower price for two screen is due to fact that they come from Japan packed 2/box, and drop-shipping one ~~per~~ customer for them requires extra packing and time. If any of their orders call for two screens to one customer, we will be glad to give it to them for the pari price.

Takahashi