

Jan Howell



DECORATIVE ACCESSORIES

August 7, 1958

Dear Henri:

I am writing you this letter personally as I am very upset by Martha's July 31st letter.

In our December conference I assured you, Tami and Martha that the Takahashi account would always be our preferred account. I brought you a large batch of Kessler invoice copies and gave you a record of our comparative 1957 sales...not only Kessler's but Elizabeth's line as well. I divulged this confidential information to back up what I told you verbally, and to help you understand our position.

We simply have to have some accounts which pay us regularly as clockwork. At this point Kessler, Mack and Murphy are the ones who are paying our monthly bills, and many times it's quite a squeeze, with Chappie and me having to wait until a check comes in from you or Elizabeth...for your CONFIDENTIAL information only...in June we got January & February commissions from her and nothing since. Takahashi figures show \$53,057 sales through July, and assuming complete delivery commissions would amount to approximately \$8,000. To date we have received 1958 commissions of \$3,577.

While we are on the subject of figures, \$53,057 sales compared with 1957 \$46,056, show an almost 20% increase...at a time when practically the whole industry here is bemoaning a 20-25% drop in business from last year...surely indicates that we are in there pitching for Takahashi.

In Martha's letter I sense implied criticism and annoyance with us for having the Kessler line...where this may probably not be at all intended. I wish to assure you again that we have always given priority, and will continue to give priority in every way to your account; that we have tried to be cooperative with delayed commissions. We like your line best of all; any ideas we get we give first to you (Zabuton covers is good example) but we are confounded when then Martha writes and wonders whether to send us the covers because they are also in Kessler's line.

We would like to feel that you believe in our integrity and

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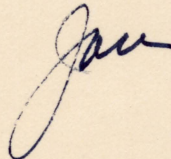
Mr. Henri Takahashi - Personal

honesty when we say we are trying our best to be A #1 sales representation for you. When we can get your sales up to \$350,000 or \$400,000 per annum, and you are so rolling in dollars you can pay us by the tenth of every month, we will be glad to throw out every other line in our showroom. In the meantime, please don't be cross with us for trying to make a living.

We know how annoying and distressing it is to you and Tami to find copying...but this Henri, is something that is part and parcel of this business....when Registered California started out (while I ~~was~~ was still resident buyer in L. A.) the number 1 purpose was to prevent copying. A check-up will indicate that R. C. has been able to do exactly nothing about stopping it. As I said in December, your taste and ideas are so superior to everyone's else in this related field, that you can always be in there first.

So, please send us some new samples and some pricelists.

Best regards,

A handwritten signature in cursive script, appearing to read "Jau", is written below the typed text.