

Jan Howell



DECORATIVE ACCESSORIES

August 15, 1958

Dear Martha:

Nothing personal against you, or anyone else, was intended in my letter to Henri. Before you came in, and after Karen left, we addressed all our correspondence to Henri as the head of the organization...and this fell in the same category.

We think the new samples look very good, and are listing below the items we do not have, etc. IF the items listed below will be in the samples coming over from the Chicago Gift Show we will keep them out for the showroom later, and will not return them to S.F. If they were not at the Chicago Show we will need them for Show week selling, both at showroom and at the Trade Show Bldg.

CLT - Lighters (replacement for the five stolen)..red, persimmon black, white, blue, pink.

LCB - 4x6 Cig. box

ZM-S Matches foil box. (we received one box, but it is pretty badly beaten up...so if additional samples come to us, include a colorful box. We have black/gold)

LC-6M Coasters Mums

LC-6K Good Luck Coasters

L-sp Salt/Pepper Tear drop shape

LDT Lacquer demi-tasse set

XZB-8-9-10 Salad Bowls

T-11-B Tray mat black

T-14-B " " "

T-12S-T and G trays, teak and gold

T-12S-B, T-14S-G and B trays

OS-MB Mulberry Letter Sets

OS-UN White Dragon letter sets

PGW Gift Wrap paper

PGW-X " " " Foil

(HKS-1 through 6 Cast Iron Candle holders)

(HH-5 Iron Hibachi)

(HHC- " Crab)

(HH-12, L1, RL, L9 and L10 Brazier and Lanterns)

(HH-D Iron Duck)

(HH-T/S/H/B-2/SP/B/K)...Iron Ornamentals, etc.

DZ-ZC Zabuton cover...we need one with zipper, soon as you have it.

LTAB-30/42...On these tables....if these can be shipped, I think we could sell them....but we should have one 1 sample.



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DPS Pongee shirts (we sold all our samples last year...I thought this number was being discontinued.)

DRS Jackets, pastel ditto above

DPK-C - we have only the natural....should have one in color.

FD-4 - we have samples but ours are pretty dirty by now...will keep fresher ones from the Trade Show samples.

HMC Metal Wind Chimes, gold coin design ~~ZZZ/BB~~

~~LPL-36 36" lantern....this one I do not think we could sell as it is too hard to display.~~

ZRG Rocket pop gun

ZTT Toy trains

PCP-6 Parasol Cocktail Picks

NB-1 Baby Nylon butterflies

NBF Ball Angel figures

NCB-4 Flying Birds

NC-2 Chicks

NC-3 Chicks

NGB Glitter birds

NHB-S and L Hemp Balls

NPCB Pine Cone Birds

NPCS " " figures

NKM-12 White Paper wheel

PT-5 Foil Birds

The above covers the entire pricelist, with the exception of HF-28 Iron Fish Skillets. As we have mentioned before....we are not selling this item at all in Kessler's line and since we do have his samples here I think it best not to send your samples. We sell practically none of the teapots anymore....the two years we were without these items we lost most of our customers on these items to Otagiri. And we did not ask for the Goza Beach mats... as we do not know what these are and do not know whether we would be able to seel something like this by the bale. Henri should use his judgment on this....whether ~~if~~ he thinks these can be sold here in the East or not. Certainly doubt that our smaller shops would care to have such large amount, unless they are used for something other than beach mats.

We are pleased to have so many new things, and in the main, think most of them will be quite good. We will probably not sell too many of the foil Christmas items as our best customers on Xmas items have already been in (we start showing our Ouida line May 1), the candles because people object to the freight on them...this has always been the case with candles from California, and also because sometimes they come through misshapen a/c heat. (Had a Los Angeles line of decorated candles when I first started in this business and had lots of headaches on this score.) And I don't think we will Sell OM Success by the gross. Could be all wrong of course. I thought we would not do much with the ANB Bags and this was the first item I sold after unpacking the samples...so we can't always tell.

Hope the Chicago Show was a great success, and that Tami is still functioning. Know it's an ordeal, but all reports are that it was a very good show. The Linen show here was a real "bust" for us. Don't think we wrote \$200 worth of business. Mostly commercial type buyers who think grasses, straws and hems are only for ~~Spring~~ Spring and summer selling. So now we know. Thank you for send-
ing the extra mats...will return them with the Trade Show samples. *Jaw*