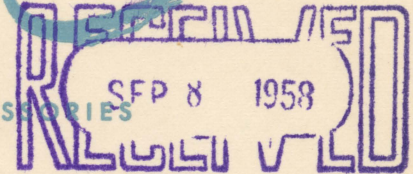


Jan Howell



DECORATIVE ACCESSORIES



9/5/58

Dear Martha:

Will try to clear up some of the errors made by yours truly in the orders placed at the show. The show was great, we felt. We did over \$13,500 at the ~~7th~~ Trade Fair not to mention the many orders which will be coming in as a result of the show..such as HFC etc. Jan wrote an excellent show at the office, too. The fact that we had so many new items sure was a great factor. You will probably note, tho, that we didn't sell a few of the items too well. Such as the "shell art" items...NGB birds, NPCS santas, NBF santas, NCA angels, NCB-4 birds (we feel we might sell these, however if we had new samples as ours were pretty badly beaten up). We were also unable ~~to~~ to sell the PFC-8 coasters. We sold some of the ANB bags, but not to our regular accounts...that is not the accounts that buy the more fine folk craft type of mdse. We didn't sell a great deal of the grass mat due to the fact that the southern shops can get them locally at a very cheap price and here in New York they can pay as little as 40¢ a mat and not pay delivery charges.

Am very sorry about the errors made in the prices, but I took all the prices from the small tags which were on the samples sent from Chicago. For instance the foil paper: The price list gave one price, but the sample was marked \$6.50 for 100 sheets. I, naturally, thought the price given in Chicago was the right one. The same thing happened on the XCC-D Christmas cards. The card with the price (from Chi) did not say min. 3 dz. I don't think you will find any of our orders where a customer wanted more than one dz. Would it be possible to take care of the current orders as written and we will not sell less than 3 dz hereafter.

I will list here the corrections to be made on the foil stars. In most cases the prices would have given the clue as to the correct number:

Our #1341	PBS22	Should be	PBS22X ✓	Our #1361	PBS22	Should be	PBS22X
"	PBS21	"	" PBS22P ✓	#1371	PTS21	"	" PBS22P
#1321	PBS22	"	" PBS22X ✓	#1372	PTS21	"	" PBS22P ✓
"	PBS21	"	" PBS22P ✓	"	PBS22	"	" PBS22X ✓
#1351	(page 3)	PBS22 should be	PBS22X ✓				

con't

Our #1360	PBS22	should	be	PBS22X
"	PBS21	"	"	PBS22P
"	PBS22	"	"	PBS22X
"	PBS21	"	"	PBS22P

All other foil stars, plain stars or starburst should be okay.

Would it be possible to send back the charts with the color swatches for all the soft goods? We thought we had one here in the office but find we do not have and would like same.

One customer told me that the small Kokeshi lanterns can be had here at \$3.20 a dz. This is not Kessler's as theirs is \$4.00 a dz. We've not seen the other lantern so cannot say whether the customer is right or not, but he did show me his order at that price.

Re: Fieldston Trading - they plan to use five or six of the items in their catalog and we should have their orders within the next ten days or so. This is one concern which plans their entire catalog layout without purchasing a single item.... then after the catalog is assembled they place their orders. We have warned them of the danger in doing this on catalog import items, but as we explained on the phone, only photos should go to them on which there would be no likely supply problem. I am sure their order will come through shortly.

So you can check whether all show orders have been received.... those written at Trade Fair start at #1300 and go through 1422. These totaled \$13,274.19 and did not include any HFCs. The orders written at the Showroom start with #1171 and go through 1237 for total of \$6,017....grand total for Takahashi \$19,281, and with confirmations coming through as they have been we expect the final total to be about \$3,000 more...or \$22,300.

McGreevey, Werring matter....discussed with Miss Winter, and explained the kind of shops (Lord and Taylor, etc.) buying them with never such a complaint in five years. Told them they would have to furnish us with several defective samples before we would even consider discussing the claim. Let it rest until we hear further from them.

We are still swamped and trying to get from under the show pile-up of detail. We hope Henri, Tami and all of you are pleased with the over-all show results and that our total figures are in line with the shows written in other areas.

Best regards,

