

September 17, 1958

Dear Jan:

Received a copy of a letter to you from Upper Story re. calendars. Can't see what the fuss is all about, but her comment about Window shop not being very important is a laugh because we checked their accounts in the last several years and WindowShop buys just as much or more, but more consistently and pays more promptly, than Upper Story who buys mainly in the fall and and pays after Christmas. As you know, we never give exclusives to anyone because there's no end to it. In Berkeley, a college town similar to Cambridge, we sell to half a dozen stores within a few blocks surrounding the University and all buy our calendars and do not object. But what we can't understand why they object to Window shop but not Design Research. Well, we hope you will be able to work things out with them. We would be glad to reduce their order if they don't want the calendars.

The foil gift-wrap paper is definitely ~~\$X~~ \$7.50/100 sheets as written on price list.

The PGW glitter paper in rolls will not be available until November, we're afraid due to some reason or another, the maker can't ship until then.

Discontinued:DPK, pongee kimono in green (we plan to add more colors later)
DRS, raw silk jacket "C", (the dark stripe without pockets)
FD-72-X de-luxe feather duster at \$2.50 ea.
NB-4, medium nylon butterflies (because we are planning to get some even larger than NB-5, very soon).

The PFX-gold lotus finally came and we shipped the Brunn and Bertheim order out.

Thank goodness the shipping strike is now over as of today and the trucks are moving again. The strike did delay our shipments a little but we have been able to get things out somehow during the strike as we use rail service (Universal Carloading) on most orders, anyway.

Business looks good and we have stock on most things. Our problem mainly is to get the orders out because we are quite swamped. We notice that the orders are pretty large and steady.

We plan to have more good things for January--we have to think about the next show (for us it never ends), and we hope Tamii will have found some new and exciting things. As far as ordering from Japan, it's all over for this year. Mail order houses who haven't placed their orders by this time are not assured delivery unless we happen to have the merchandise unsold to date in stock. If they should approach you now, you can explain that we handle exclusively imports which are mostly hand made and is rather different from domestic manufacturers who could produce the goods after receiving orders. I know that some customers forget how far away Japan really is as far as importing is concerned. The trip by ship takes a minimum of fifteen days to cross the Pacific, and two or three days to unload the cargo, so by the time it is delivered to us, it is at least 18-20 days after the shipment leaves the shores of Japan, minimum. So if you tell them this perhaps they will be less impatient, we hope.

Regarding corrections on orders, such as those for the PBS paper and foil stars, please refer to name of customer always. Your order number cannot be found here because we don't file the orders according to your numbers but by alphabetical order of name of customer. It took me quite a while to locate the orders and ~~exchange~~ make the corrections. This is true for anything that requires looking up, such as additions, deletions, etc. please give name and city of customer. Thank you.

number of gift ribbons. We can supply in fairly large numbers but we aren't too sure what is meant by "large" order.

We are trying to get the swatches to send you for the soft goods. We understand you don't have any of them on hand. Is that right?