

# Jan Howell



DECORATIVE ACCESSORIES

September 24, 1958

Dear Dorothy: Thank you for checking our figures on samples sold....as it alerted us to collect from someone here in the building who had forgotten to pay....this is what happens when samples are sold in the hurly-burly of gift shows.

*\$10.00 Jewish*

*over copy of 4/18/58  
written on 9/18/58  
order is for 115.50*

Please check our order #1428 for Contempora of Pawtucket R.I. This is new shop opening 10/15 and if her order is being held up pending cr. investigation, please let us know as Mrs. Collins would be glad to send her check. She needs the merchandise desperately to open up her shop.

Yes, we did receive the checks, thank you. They don't seem to stay with us long, especially this time of year when Uncle Sam has his hands in our pockets!

We will try to get in touch with both Betts and Van Sand. Suggest you ship Van Sand only on pro forma basis from now on....at least until their credit develops to the point where they are a bit more stable. We did not see Mr. Betelheim at the show, and I'm afraid this means that he is sick again.

Please cancel all back orders for Motel on the Mountain in Suffern, N.Y.

Best regards.....

Sincerely,

P.S. We seem to continue being swamped....especially on these recent Jewish holidays. So few people in the building are open so they all (customers) come swarming into the few shops that are open. Isn't that great news about Elizabeth's baby, and especially being a boy which is just what she wanted. Haven't seen any pictures yet but am sure Elizabeth will be snapping them like mad. j/

# Jan Howell



DECORATIVE ACCESSORIES

September 24, 1958

Dear Martha; I didn't bother to take up the Upper Story calendar situation with you as I think her request is unjustified...and I had told her when she was in the showroom that we could not give her any exclusive. Just forget it. She is one of our more difficult customers. Both Window Shop and Design Research (across street from each other) are so pleasant to work with I really wouldn't care ~~of~~ U.S. got huffy. She's the one who comes in, takes hours of our time, and about 50% of the time we don't get her confirmations. So we'll let her quips fall where they may and continue to sell Window Shop the Design Research as we have in the past.

So glad the strike is over. We have had several complaints in the last ten days re non-shipment from West Coast..... please check on Contemporaria, Pawtucket, R.I. (see my today note to Dorothy) and do what you can to expedite her order as she needs the mdse. in order to open the store.

We have received swatches of the pongee kimono, the men's kimono and leisure jacket, ladies raw silk kimono, but do not have swatches of the pastel ladies leisure jackets.

We will send the Registration book when it appears...usually about two months after the Gift Show.

Best regards,

jh:h

September 29, 1958

Dear Jan and Chappie:

Thank you for your letter of the 24th which we received this morning.

To answer some of your questions:

We will ship Contempora shop--Pawtucket, RI immediately  
We are rather behind on shipments because of the deluge of orders and  
so many rush orders.

Will send ladies' pastel striped raw silk jacket swatches.

HH-5 Hibachi each Hibachi comes with one bundle of bamboo disposable  
skewers, (100 pc./bundle). 1 dz. hibachi will come with 1 doz bundles  
of skewers (7" long, just right for appetizers). Bamboo skewers resist  
burning more so than wood and is used all over Japan as you probably  
know by street vendors and restaurants.

LCB-lac. cig box -will check and let you know.

ZT-P puzzles, no instructions - point of puzzle is to remove metal ring and  
put back by looping the wooden bead etc. Haven't you figured it out yet?  
I'm sure your son, John, can figure it out in a couple of minutes. It's  
a wonderful puzzle for men with good analytical mind, and we are selling  
them like hot-cakes, especially in University towns.

ZB-100 bank has no instructions, but if any are stuck, it means the wood is  
swollen as it should open with key.

PFC-foil coasters, makes nice decoration for wall or mobile. We have sold  
an awful lot of them. Using them as package decoration is a great idea.

DPS-pongee shirts: we have full range of sizes of the natural right now  
but only in some sizes for the other colors such as charcoal, green, brown,  
blue and red. (all available in size Large but many in medium are out and  
will not get any more.

Zippered covers: Just received advanced samples (only one of each but will send  
in few days, the samples with codes as there are so many and the colors are so  
hard to describe. After you get these samples of zippered covers, please  
return the swatches to us that you got from the Chicago Show. Thank you.

Received Bloomingdale order. #2 lighters is most popular style and if their  
order was a little later, we would not be able to deliver. In the future,  
on all lighter orders, please try and urge the customers to take the lighters  
in assorted styles, other than #2 and in assorted colors. Our lighter orders  
are so heavy, we may not be able to take many more large orders unless first  
confirmed.

Returning to you an order for Canada, which we cannot fill, as it is a foreign  
country.

On Shopping International's sample order (1524), we are not sending those  
items that we cannot supply in quantity for mail order houses to avoid future  
trouble. Out of 11 items, we can send G-66 goza mat, HH-5 hibachi,  
GB-3 waste basket, CLT-4 lighter, HB-50 wind bells.

2.

X-200 salt and peppers are assorted and we have so many different patterns, we don't think it will be a very good idea. 72" umbrellas, teak salad bowls, salad servers, and #3 shoji lamps will be too difficult. Shoji lamps in other numbers, other than #3 will be considered. #3 is sold out and discontinued.

Discontinued as of today:

L-SHO #3 only (sold out and discontinued) one firm bought it out.

DRS-pastel ladies' jackets, #C, dark stripes.

DRS-X raw silk jackets with pockets, #1 and #N-1 (#1-red, #N-1 brown)  
in stock are #12-blue, #15, olive/beige/grey

~~DRS~~

DPK-pongee kimonos, green (we are working on new colors for spring)

On garments, we are working on new raw silk ladies' garments such as bankers and coolie jackets for spring so we are discontinuing some colors when sold out of old things, so we do not advise promotions on garments without first asking us about stock and if we are to continue. We are pretty certain that we will continue to carry the raw silk ladies' kimonos in red and blue, but we may change the other colors if sales look slow. We will add other colors to make a better selection.

We are out of stock of L-BIS-#2 and #3 natural, for balance of the year.

Re East House gift ribbon: we do not have them in larger rolls, would be same price per foot as small packages if we did have it. Anyway, it is too late to order them for this year even if they were to place an import order. They can probably get it made in this country if they can order it in large enough quantities. Sorry. We sell assorted only by the gross.

We are getting out shipment of PBS-22 X, foil large starlights in gold, silver, pink, red, green, and copper. \$9.60/doz.

The plain ones in color (mat finish that you have samples of are \$7.20/doz. as shown in price list. (reduced from last year.)

That's about all for now, I guess. Let us know if there is anything else you would like to know.

martha

Dear Martha - Can you answer questions listed below?

HH-5 Hibachi - 100 shavers w/ ea piece or  
w/ ea dozen?

LCB - 21" Sample sent us has small gold  
Calligraphy on lid. Available  
both plain & w/ Calligraphy?

Fair paper - asstd 100 sheets or  
one Solid Color 100 sheets

ZT-P Teak Puzzle - Come w/ Instructions?

ZB-100 Book " " " ?

PFC-8 Cannot sell as Coasters - are  
selling as Gift wrap for Fair papers.

DRS 33" Swatches <sup># on letter</sup> for Colors available Pastels  
(we have sample Color E - predominantly pink  
& K - " orange/gold)

DPS Pongee skins - we show in S-M-L-+XL.  
Color Nat-Coral - Green - blue. Please  
advise if available also in Obscure  
& Brown.

ask on the zabuton Zippered Covers - please  
send us a list of the numbers & corresponding  
Colors. Samples from C.S.S. Come thru some #d &  
some un-numbered. Samples sent to showroom are  
not same color as shown at Gift shows.

So we are selling them by Color only - but should  
have a listing on which Colors are available.

Jo