

# Jan Howell

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DECORATIVE ACCESSORIES

October 23, 1958

Dear Henri:

Thank you for your wire re HH-5. We interpret it to mean that we should not accept the 144 piece order from Showroom Outlet, and the "couple hundred" you mentioned to me on the phone would not be available. However, we are right in assuming that orders on hand to date will be shipped as you mentioned? If there is any chance that you can accept the gross order for Showroom Outlet, let us know please. Also, we today sent you confirmation of HFC order written some days ago for East House. Please advise if this dozen can be shipped.

Either Chappie or I seem to be on the phone most of the day handling complaints. We know you are doing your best to get out our orders and in the main customers have been understanding about the strike pileup. However, there are a few who wish to have specific shipping info...so will you please alert us on these:

PRINCETON GOURMET - our #1199 Princeton, N.J. *shipped*  
ELLIE CONASON, White Plains, N.Y. order dated 9/8. *Holding for payment*  
GRACE STEEN OF THE FAIR, SAN ANTONIO, TEXAS wired us today for shipping date on the 2 doz. HH5. Assume these will go out when your 11/1 shipment comes in. She is a good customer so please do not disappoint her. If you are not going to ship these to her, please send her a wire notifying her.  
SHOPPING INTERNATIONAL } very anxious to get the samples he ordered  
White Plains, N.Y. } on 9/24. While he is getting these for next year's catalog, he is doing his photographing now and would like to have the samples by U.P.Air.

HELEN WINNEMORE, Columbus, Ohio, no word on her August order. *10/24 shipped*  
THE MUSEUM SHOP, CITY ART MUSEUM, ST. LOUIS, very anxious to get the mdse. they ordered. *10/20 order will ship Ruth*

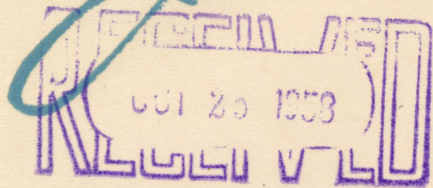
These are the worst....the rest we have smoothed over.

Sincerely,

*10/24*

*Jan*

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DECORATIVE ACCESSORIES

October 22, 1958

Dear Henri:

We went to Takashimaya (forgot to check the spelling) yesterday and found it very crowded with many many people, mostly lookers and not too much cash-register ringing. They have concentrated mainly on antiques, with a few cases of such items as stationery and cards...big run on the latter yesterday selling at 75¢ each.... Various kinds of flower clippers and snippers, and the flower arranging sets (similar to the one we had a few years ago). Theirs were retailing from \$7.50 to \$13.50.

There were very few items shown similar to anything in your line, with the following exceptions.

- Silk Tassels. Theirs marked \$25.50 each, with much paler less interesting colors, and a fat stubby tassel...the body of the tassel looked the same but the shorter tassel made it look much less elegant.  
*braided or woven*  
*at the end*
- Iron Teapots No hailstone design, but assorted iron pots retailing from \$7.25 to \$17.50 each.
- Folk Art Boxes They showed round ones, medium sized square ones and one the same size as X-203, the latter priced at \$4.95.
- Salad Bowls Theirs are similar in shape to XCB-10, but feel lighter in weight, are larger, and with beautiful wood...retailing at \$9.10 each.

In their basement they showed lacquer tables...\$150 and up, handsome chests, some good-looking black panels about  $3\frac{1}{2}$ ' long, 5" wide with white calligraphy, and some old screens and half-screens. The latter held up with magnificent squatty birds, (iron, retail \$10 pr.) and also in brass on which we could find no price. These birds would make marvelous doorstops..of which there is nothing decent available, except in antiques. The birds are heavy, only a little larger than the YQ quail with a slot in the tail about an inch wide, which accommodates the edge of the screen. The slot would have to be larger to fit our door widths, but this is an idea which I hope you can do something with. The panels too are noteworthy and would sell I think....they need not be quite so long.

*Henri*

# Jan Howell



DECORATIVE ACCESSORIES

October 7, 1958

Dear Martha:

We have just received our 1958 Gift Show Buyers Registration from the Little Management....and have asked them to send a copy to Takahashi, attention Henri. If you don't receive it shortly, let us know and we will check with them. This is the Directory Tami asked for several montsh ago (at that time we sent her our own office copy) and the new one will replace the one we sent.

Thank you for your Sept. 29 letter..... Re. the Bloomingdale lighter order....we know about the assorted, etc... and we did not accept the order until we first checked it with Henri via long distance telephone....the order was worked out with him and with his approval before we took it.

You mentioned "returning to you an order for Canada"..... are you holding one for Canada? The one you returned was the Hong Kong one.

Re Shopping Int'l.....we pointed out the fact that the X-200 salts/peppers come in about 20-30 different styles of paper and Mr. Gardiner felt he wanted to try them anyway. Last year he wanted them and did not take them for this reason but in working with him the last time he said he had learned a great deal in the past year and that he wanted to try out on the X-200s. Said he has been studying other mail order houses methods of coping with this situation and feels he has worked out a good system.

We had a nice card from Tami yesterday....hope she hasn't run into difficulties account the recent typhoon.

Best regards,

Jan

jh:h

*all sent  
only  
no returns*