

RECEIVED
MAY -4
Kyoto Japan

The Kyoto Hotel

Kyoto Japan

4/30/56

Dear Keuri -

Two ingredients that seem to disappear with great alacrity are time and money.

Yesterday we worked at Inaba Clairborne - and Tami selected two new designs - one a series of plain colored enamel discs to form a ball, pendant from finding - for earring only, and an oval shape for " & Cufflink both - together with the large square design for both earring & Cufflink - all to be in solid color only - Black/White/dark Green/Pale yellow/Cinnamon/dark Blue. Delivery in about ten days.

Mr. Kamishimi has been very kind to us - we went to his

store early yesterday morning - Juni picked out
some handsome cream quail which both
Bill & I flipped over - and she found some
excellent fruit too which is being sampled.
also a few pieces of a marvellous cream pig
used here for burning mosquito repellent -
which could be terrific in the East & Middle
West where the mosquito problem is a serious one.
After stopping in @ a few more factories we
we went to the Kamishima home for tea - and
met the famous elder Mr. Kamishima who took us
into his studio and showed us several of his
treasures including some of his paintings and an
elegant screen. Bill Conover and I especially
enjoyed this opportunity to be guests in a
traditional Japanese home.

Incidentally, Bill told me that he
had been offered Happi coats - just before
his departure - & retail for \$1.95 !!! each.
The offer was not a firm one but depended
on more clearing customs - and was made
by a new comer in Import Business - someone who
had just returned to the States from Japan.
Bill said the quality was not nearly as
good as Tokobashi's, he thought the fabric
was cotton - coarse & about the quality that
is in the Tokobashi guest towel - and
the design shown Bill was the Link design.
Maybe Jack Merkel can do a little
sketching - for IF this new comer can

deliver Coats & return for 1.95 it
will (I think) put a serious crimp
in our Loppo business. As Bill
pointed out, we can explain
superior quality, workmanship
etc. and keep our customers happy
if the difference were in a 1.95 to
say 3.95 ratio - but the dif.
between 1.95 and 7.95 is too
steep to explain away.

We are waiting to work
with the Mon on calendars -
and hope we can give you a
good report on this effort.

The weather here has been
sunny most of the time - one day
rain - but Man it gets cold
when the sun goes down! Last
night we had dinner in a restaurant
Mr Kamishini led us to in the Geesin
section - and enjoyed the atmosphere
and the food enormously. Best Tan

KYOTO HOTEL
KYOTO, JAPAN

Air



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