

Takahashi'

1661 POST STREET . SAN FRANCISCO 15 . CALIFORNIA . JORDAN 7-9373 . WEST 1-9587

HOME OF JAPANESE
FOLK ART AND CRAFTS

August 2, 1956

Dear Henri:

Tomoye is going to leave for Chi tonight so I am entrusting this letter

1) Kato Seiju - we rec'd a couple of pkges of samples from them.

- * KOKESHI pencils, long and short, 12 pcs each.
They want to show us the kind of animal heads they have now.
They can give us 6 colors, too.
I'll have Tomoye take a dozen with her.
If they are okay we will advise Kato again that we'll like to have our pencils in 12 different heads.
- * Plastic SHAMOJI, both blk and red. Samples sent to you and Jan.
- * Wooden SHAMOJI, their No.F-3 9½" long. Samples sent to you.
- * English translations of the fortunes.
- * Gift tie-pns.** (Not made according to our instructions)
I'll have Tomoye take samples of these to you when she leaves tonite.

Advise of shipment - Via Pres.Taft (arrives SF August 23, 1956)

Hearth brooms - 450 pcs
Stars - 3 sizes and kinds - a c/s of each (small 36 dz each,
medium 22 dz each, and large 10 dz each)
Wdn KOKESHI Dolls (Arabia, Musume, and Fukubukuro, 24 dz prs
and 12 dz prs each)
Wood BUNA SHAMOJI, F-2, F-3, and F-4 8 dz pcs each.

They are also planning to ship some brooms (50 pcs), ceiling feather dusters (200 pcs), OTAMA spoons (100 dz), Kitchen graders (288 pcs), Fly swatters (1200 pcs), Peeler (200 pcs), Bamboo skewers (100 dz), plastic SHAMOJI (200 dz) and Kokeshi Pencils (long ~~300 grs~~ 100 grs, short 300 grs). This by ~~extending~~ extending the current L/C (balance 1,233.13 left) till September and adding about 1,500.00 more to it for subsequent shipments.

- * Since we are short on money I think we should postpone the shipment of the pencils till the latter part of August or September. Our present stock on pencils is 450 grs of the short and 75 grs of the long.
- * We rec'd the 1st order for tooth picks (1,200 dz boxes) already. If you want to use the English translations on them we will have to order anew. I am enclosing their sample in this letter. st
- * They have also confirmed a few of our late/orders. I am enclosing them herein so you may return them to me when you get back here.
- * Their samples of paper gift tie-ons are not like the kind we asked for. They put the strings on the sides but not like we had asked. I am sending you a few of their samples packaged like we asked (they want @\$1.05 FOB per dz). We have already asked them to just stick them in a cello bag and make it around @\$0.90 per dz.

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2) Iwai Kogyo - Ltr dtd 7/31/56

Mr. Yamasaki says they are very sorry for getting late but they had been so busy with other things these last two month. They will send the advance samples, 10 pcs, each ~~by~~ in the next few days. The balance will be completed and ship by ~~the~~ about the 20th of this month.

They will advise us as soon as they prepare the shipment.

3) Serizawa - They are going ahead on production of the calenders without waiting for us to instruct them on the marking of holidays. They are rushing production so they will be able to make the 1st shipment by the middle of this month.

They will notify us about the ship's name, sailing schedule, etc., by their next ltr.

Re packing as per our instructions (e.g. 12 sets to a paper box, etc.) they say that they want an additional \$550.00 for the 3,000 sets.*

This brings up the price to @\$1.33 per set (e.g. cardboard case 250 x ¥20 = ¥5,000 label saying 1957 calender 3,000 x ¥5 = ~~¥15,000~~ x 15,000)

*They have made a mistake in their calculation and instead of the \$550.00 they have mentioned it is \$55.00 at ¥20,000.00 for the extra work.

However, we have already told them to forget about the cello packing and put them in a paper envelope. I think they will give us an answer on this point very soon.

So, in the meantime, we should write to them again and ask them to give us the best at the original price. I'll do this today.

4) TTCO Osaka - So wrote today (7/30/56) but didn't say much about business. He said he is sorry the sample of bamboo spoons with the handle part lacquered got late. He's also working on match box labels, new designs, etc., according to instructions he rec'd while Hagiwara was in Tokyo.

5) Sankyo Seisaku - (ltr dtd 7/30/56)

Answered about our inquiry for the "music boxes". They are the source for the musical boxes and movements. Their samples nor photo's have not reached us yet so we can't tell but their sample No.23N (1/23 or 2/23 movement with winding key only) goes at \$0.85 per pc, FOB Y'hama. Their 1/12 movement without winding spring at \$0.23 23 per pc.

That's about all for today. We'll put up the SF show and I'll be there Sunday, too. If you'll tell me when you're coming back I'll pick you up at the air port.

Jim

TAKAHASHI TRADING CO.

IMPORTERS - EXPORTERS

1661 POST STREET
SAN FRANCISCO 15, CALIFORNIA

Henri

VIA AIR MAIL