



10/27/58

Dear Henri,

Got in at 11 P.M., Got to motel at midnight. Took till 1:30 AM to get baggage at Greyhound. They had no record of it. We found it outside on "just arrived" hand truck. Took me till 9:30 AM to pack all my samples. Phoned Van Keppel, They want me to come Wed Am at 10. Hertz had a '58 Ply mouth for me - real easy to drive.

Went to nine places today. Have to go back to four places a second time. Very time consuming was my trip to Beverly Drive + Rodeo. Gift Imports said about the same thing as he said in his letter. He wanted me to say definitely whether you would sell to him only in his block. He used to charge 299 + dropped to 295 because of Geary. I told him about the less than dozen order, + of the Dallas arrangement. Gift Imports is a small place with expensive things. Geary is about 4 times the size, in space. It seems to be a dish ware + glassware store. Both are in pretty good taste. Both feature our things in the front window. I would hate to decide which to favor. I'd say if we voted - we'd have a split vote. Who gives us the most? It appears to me that Geary has more money to spend.

Mr Race at Gift Imports says he'll dump his stock at \$2.00 to \$1.50 if you decide to sell to Geary. As sour puss as this Mr Race is I can see his disappointment as the way it looks to me, the only thing that moves regularly in his store is out things. If he is buying lots, I'd vote for him - our lighter was his "discovery" and he's sore. Our lighters, to Mr Race, is bread + butter and to Geary it's one of many things. He didn't talk nice to me at all - what I picture as a "typical Jew". This reminds me of the ~~same~~ man at Toy Managerie. He wants a "deal". 10% by the gross is all I could offer. He wants a jobber's discount. After I waited about an hour, showed them everything - he says it's no use to talk to me since I won't offer a deal. On the other hand the lady at Jurgensons Gourmet was real nice. She was real happy with her calendar, and she thanked me for taking back the \$10 frame. She felt she ought to order something, so she said she'd take some salt + Peppers.

Will see Mr. Stevens ~~on~~ Thurs. ↙ Phoned for appt. Will go to Laguna Beach on Friday.

Have appt with Mr Race of Lane gallery 10 AM Tues

On the basis of today's orders I am glad to be on salary today.

My sister-in-law Lily will come for me to the airport on Saturday.

Luichi

My trays on wheels is working out fine.