



The House of Schiller 180 NORTH WACKER DRIVE • CHICAGO 6, ILLINOIS

April 1, 1953

Takahashi,
1661 Post St.,
San Francisco 15, Calif.

Gentlemen:

We have a Mail Order operation and your Bamboo Basket with handle looks interesting to us.

Please forward sample and dealer prices, and advise how they are packed for shipping. Also send glossy photo.

Cordially,

Mail Order Division
House of Schiller

I. Shapiro

The House of Schiller
180 North Wacker Drive
Chicago 6
Illinois

IS:jh

April 25, 1953

Mr. I. Shapiro

Dear Mr. Shapiro,

Thank you for your kind offer to include some of our exclusive Japanese imports in your mail order catalog.

It made us very happy to hear from you thusly for we have long been admirers of your way of doing business, having purchased from you before, and your beautiful presentations.

Now, it so happens that the Bamboo Basket with Handle is an item difficult to obtain at certain times of year, and cannot be gotten, moreover, in very large quantities. Of course, I am not going to be so insistent as to inquire what your quantity needs are going to be, for it is difficult for even such seasoned merchants as yourselves to prognosticate the winter unless you once try it for a while.

However, we can tell you at least at present, that this item will be limited in production for this year, and that it may not possess all the qualifications necessary to be included with your other items.

Although we know nothing about your business and volume which it most certainly enjoys, may we venture to suggest that perhaps you require ease of packing, light in weight, no breakage in shipment, attractive to photograph, universally appealing, low in cost, and practical and good looking? It goes without saying you must have a source of supply.

There are many items in this category from Japan, and perhaps, with your permission, may we continue to keep in touch with you regarding possibilities? We have several such items in mind, and with Mr. Takahashi leaving for Japan in another month, we think we can develop any ideas you might have, if you will communicate such to us.

Japan is 7,000 plus miles away, a different pace of working, and different civilization. We must rely on stock on hand, I suppose, or can you stock in anticipation? May we hear from you soon as to your volume selling numbers and rough classification of items?

Sincerely yours,

Tomoye Takahashi (Mrs. TT)