

On train en route Yamagata → Fukushima  
Sunday 20<sup>th</sup> June

Left Yamagata at the 7:58 AM and expect to be in Fukushima at 10:40 AM. Spent a nice day yesterday in Yamagata - arrived day before at 4:30 pm and went one place where they do study on yarns - horse spinn, they call it - and it is, in one sense. They wear ties - technique good, price about ¥270 each at their place (color & pattern should be ordered especially). Then to hotel, talked, ate, slept - talked with people from Ken re: yakigatae - they want to know about how many we can sell this year, how many we intend to buy. If they know within ten days they can cut the material in the fields to meet that supply. Entire production is 1,800 to 2,000 pairs per year and we take a large percentage of this. Met AM at 10 o'clock many gath at Kuchō where a young man came from Tsuruoka 高工係 54 named Ushikawa 土井 友夫 address: 鶴岡市三日町高工会館 鶴岡市役所高工課, please write & thank him for coming out - takes 4 hours one way - was going to go out that way but arrangements were made for him to come out to see me so I could save myself the time spent, etc of going out there which would mean an overnight stay at least - he left immediately after the talk because of a train connection, I think - I didn't get to talk to him much. But those in Yamagata city connected with the Ken were very helpful. They will try to channel boots only to us for large lots and to keep them away from Otajiri's (Mikayo Boeki - Mr. Hayashi) but you will have to write them in Yamagata tell them that NKKYO ~~not~~ or anyone else mustn't have them. Acc to Mr. Yamazaki of Yokohama Boeki Ken who is authority on Tohoku as well as all-Nihon folk crafts, Shoji Yamazaki that is, the one accompanying me from Sendai → Yamagata & meeting me again in Fukushima this morning having gone back to Sendai - acc to him there are many inquiries regarding these rush boots at his desk in Yokohama from BK who want to know source, price, etc. So there is real anxiety over this item or at least, shall we say, curiosity. However, production is limited, it is sold on the domestic market as a curios item and Takumi, etc buy them, BK's want them, so forth, so about half go to Japanese markets, some directly from the farmers who make them, who are over 50 yrs of age who do not do heavy work any more. Since no person under that age can do this work, there is talk of including these snowshoe as gijōin-hōgon or craft preservation and to subsidize this craft & train additional workers. Since we were the first to recognize this craft and snowshoe, they will try to keep it with us alone until they can satisfy the demand. This may be 1 or 2 years or more in the future. So write them how many you think you need.

Also regarding Iwasa Kasa - Ken very interested in purchasing power and will prepare grant in accordance. A representative of the hat makers came (2 hours away, Yonezawa) and asked for more money. Now selling for ¥65 but want more - I said how much & he said

2/ acc to them they only bought 50  
 pcs. and they have not get  
 them reorders. I think this  
 is sukuyaki nabe, round  
 black outside, brownish meat  
 outside, with 2 rings for  
 handles - round, 8" diam.  
 approximate. These people  
 do not know how to sleep, etc  
 naturally - but they don't  
 even know their own  
 prices. I found another  
 place where they make  
 ordinary nabe - have  
 3 legs, unmovable  
 handle. Handle made  
 by KAJIYA (blacksmith)  
 and NABE by potter - metal  
 mouth so Ken has to  
 coordinate. Mats - 8" 9" / 1/2  
 inch. Plain good shape.  
 2 - treat black flat mat  
 the present best. Very good  
 mat.  
 making. Think we can  
 sell them for cheap kitchen  
 utensil - they don't  
 know how beautiful it is.  
 Also they make a pickled tea  
 Kettle called 15" 2" pictured on  
 AKUMI's gift page which may  
 be good item?? wish I had bought  
 one for sample. We have to work through  
 the Ken - find things are better bought

This space is also for correspondence.

折込

この郵便物には何物も封入又は添付できません  
 Nothing may be contained in or attached to this letter.

Takahashi Trading Co  
 1661 Post St  
 SAN FRANCISCO CA 94115  
 USA

AERGRAMME



PAR AVION

折込

encl change  
 cover paper 1/00

2/ can you pay \$100 each and  
 the name from the Ken  
 said "you can ask for  
 10-20% more money but  
 you ask for too much when  
 you say \$100. So we  
 sukoshi muri dero."  
 they both promised we get  
 only the top quality work  
 by best workers and goods  
 but when straight in  
 line, etc. is rejected  
 and only best ones  
 are sent us. They  
 pack in wood box to  
 avoid problems where it  
 is repaired and sent  
 to us. They mentioned  
 replacing the bamboo  
 bar (thin piece) around  
 brim with wire - then  
 it would save space  
 for shipping. The wire  
 lined had to go be  
 wrapped, don't you  
 think? then it  
 might not through.  
 In Yamagata I visited  
 the place where makers  
 of Obayashi's nabe

折込

PS - RHINING HARD - used not getting better - work to hard, keep lot from - A.R. FUKUSHIMA 20 MIN.

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このにも通信文を記載することかできません