

YR: Today - c. Kenkato, saw tansu. 9-11th 58
Then said hello to SARAYA toothpicks.

Re: Wax candle maker here in Tokyo wants to
make candle - Zukusui, who's doll maker is
candle maker + friend of Suzuzen where H went.

Makes floating lotus candles a lily pad.
Petals can be changed to another shape, just
sample of fact they're willing to do anything.

They're waiting our answer - good sincere
people - + they haven't shown it to anyone
bec. they promised to wait for your answer.

Also the tiny flowered "cake" candles - can
work further on this. Could be in a glass.

The Cocktail lights maker is Nagaya, not here.

This Zukusui is a former Manchurian
resident returnee who lived in Shizuoka
2 yrs + worked at the Seiva Sangyo, Shi-
zuka's largest firm, when I visited there.

The more I talk the more we know the same
people, + he can handle bamboo shades
probably cheaper than your present source.

I can give him my picture of bamboo
shade since I'm not planning to go to
Shizuoka at the present time this trip since
I have so much to do -

I went to Suzuzen's office 1st time today
& was impressed at their neatness & effi-
ciency.

I watched doll making, body fitting
& dressing today at Zukusui.

I visited ~~Suzuzen~~ ^{Nagaya} + thanked all the girls
who ~~pack~~ the boxes, saw the boss, talked to the #1 Banto.

About Suzuzen - PO #8-65 remainder
stuck here - makers were urged to drop every-
thing to work on this order + they haven't been
paid bec. WCO hasn't paid balance + ordered.

3/ see how it is. For good customers who pay well, order small + order often & who are in accord, they will sacrifice & do good work willingly & even concede price here they like you.

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So this is the way to cooperate is to come often because it's so much better rapport & understanding to come see them so we can talk, design, make & buy. I'm working hard but I'm enjoying every minute & I know I'll show good results. Any suggestions? Love, Tomi

Hotel Dai-ichi
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PARAYION
航空

航空

Takahashi

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Nothing may be contained in or attached to this letter.

Takahashi
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When Tomi came he ordered a tremendous quantity, & they dropped everything to do his bidding - then they see it still sitting around - further the new box color requirement forced them to take out everything from previous boxes, make new ones, & repack & empty the boxes in which they were sitting around. If we do this, the workers won't do Suzuki's bidding for the time anymore - you can

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