

Letters from Japan, May 1, 1958 (Ltr No. ²³)

1) S. Kamei - Their Ltr No. 58/20, 21, & 22

- a. Re P/O No. 8-51 for additional quantities of DRS-X Noil Coats 35" -
Concerning this item we first learned that you discussed matters about this item in their correspondence of April 4, (No. 58/17) in which they stated as follows;

"Raw Silk Coat 35" length

"Your President informs us of his interest in further quantity of the captioned goods in the same stripe designs as your P/O 8-41. We take this opportunity to offer you subject to our final confirmation about 750 pieces of this item in the same price of @\$2.00 in May shipment. Please be kind enough to furnish us with your order immediately by return, so that we may be confirm our booking definitely."

"Besides the above, your President informs us also of his interest in Men's and Lady's KIMONO-Robe made of this striped designs....."

The very first letter from you indicated the fact that you bumped into Isobe or somebody in the lobby of Dai-Ichi Hotel and that negotiations took place from there on, including talks on the striped noil garments.

We therefore concluded that you have given S. Kamei consent to the purchase of the article and that such on your part prompted Kamei to write to us in the manner transcribed above.

However, after the purchase order was sent to them, as per our P/O 8-51 and letter of April 7, they failed to check with you due to your being in Kansai area.

/the final arrangements and approval
relative to this order

Instead, they went ahead with the weaving.

We know very well that we do not do any buying on our own initiative without consulting you but since they asked for our purchase order in an urgent tone we thought that you had definite plans for this article. We admit we were hasty in this case but we mentioned in the letter that accompanied the P/O that the purchase order was for the article discussed between you and them, as reported by them in their letter No. 58/17.

Martha feels we will be needing additional quantities of the noil coats eventually and the material could be used for the other types of garments on order.

- b. "Tar Heel Mariner" shipment -

DRS-X noil coats, 348 pcs and 415 pcs of cotton aprons were shipped by this vessel.

Next schedule calls for DRS-X coat (78 pcs), DNK-K Men's Kimono (350 pcs), and DPS Men's shirt (12 dz).

As mentioned earlier L/C \$2,000 has been opened in their favor for May shipments.

- c. Regarding the new items you are working on no samples (such as Hattan Zabutonji, etc.) have reached us yet. We will advise you about our reaction as soon as they arrive. Samples (advance) of DNK-L Lady's and Men's Kimono should be coming soon.

- 2) Hashimoto Feathers - As enclosed P/O 8-63 indicates they have sent us their Sales Confirmation on the various new items you have picked up at their place. Concerning the HAGOITA a sample reached us this morning but Tami thinks the item is rather not-too-promising and wishes that a settlement can be reached with Hashimoto as to its cancellation. Tami suggests that a cash payment out of your pocket to cover a part of Hashimoto's loss, if any, might be suitable for both. Therefore, the HAGOITA is omitted from the P/O.

They wish to make partial shipments and are requesting about \$850.00 good till 6/10 but as we reported to you yesterday L/C \$500 has been opened in their favor already to accomodate your purchases. This will, therefore, be increased to \$850 and extended.

P/S Tami want you to pick up a
"Classified Section" of the Tokyo phone
directory. It's called "SHOKUGYO JETSU
DENWA BANGOBO". Latest edition preferred.

3) Hashimoto Feathers * May 2, 1958

Rec'd samples of the FD-72X feather duster (head only), and FD-2 feather duster, and samples of the little birds and X'mas ornament little birds. Frankly speaking Tami seems to think these might not go so well so we will have to write to you about them after she sees these samples.

4) K. Kato - May 2, 1958

Advised us on early May shipment and asked for credit but as mentioned earlier about \$3,000 has been already sent to him for the shipment. Next L/C will have to be opened soon. How much shall we send him? About \$3,000? We have almost every item we have bought from him in or on the way, at least portions of it so the money will be for the balance of the partial shipments. \$3,000 for the next shipments will be alright, I guess. He has sent your kitchen ware purchases by President Hoover already.

Today Martha wanted to place an order for LR-2 lotus spoons, red color only, 50 gross, to accomodate a certain order which came in while you were still here. Therefore, this particular order (p/o 8-64) is being sent to K. Kato directly with the explanation that you know about it already.

Keystone Mariner shipment arrived at the warehouse today.

~~8-04 GFS fly swatters 1,000 dz ----- 400 dz balance \$336.00~~

President Hoover with the kitchen-ware, etc., will be in very shortly, on or about 5/5/58.

K. Kato advised us that you made certain purchases (Their R/o No.3) but they failed to enclose the paper in their letter. They also mentioned that they were sending us samples of the 7" and 10" bamboo skewers, same kind as last year's, with their R/o.

They advised us that samples of the "Pom-pom Anna" and "Japanese dolls" are going to be sent to us via air-mail.

They are also working on the Genghis Khan Nabe and plastic SHAMOJI (1,000-10,000 pcs).