



Adobe Systems Incorporated

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Dear Ms. Nicholson,

I enjoyed meeting you at the industry trade show last week. Thank you for taking the time to explain your products in detail. After hearing about your action figures, I immediately purchased Guy Galaxy from my local toy store.

Everyone in our office is having so much fun with Guy Galaxy. You all have revolutionized the toy industry by creating a very cool action figure that appeals to both children and adults. We have long been following the tremendous business growth of Juggler Toys and we are impressed to find you once again leading the industry in toy innovation.

We are very interested in purchasing twenty thousand Guy Galaxy action figures for our company picnic this July. Do you have any volume discount programs in place? Please have one of your corporate sales people contact me as soon as possible. Once our European offices get ahold of Guy Galaxy, I am certain you will be hearing from them as well.

Thank you for taking the time to tell me about your products at the show last week.

Sincerely,

Tim Blumberg
Department Manager
(415) 555-5555

