Dobson & Co. Ltd Royal Parade

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8 June 20––

Vivas S.A.R.L.

138 rue Cimarosa

F–75006 Paris

For the attention of the Chief Buyer

Dear Sir / Madam

I am replying to your advertisement in the trade magazine *Homecare* for a buying agent in the UK to represent your group of stores in France.

My company already acts for several companies in Europe and America. We specialize in buying domestic appliances and other household goods for these markets. We have contacts with all the leading brand manufacturers, so are able to obtain heavily reduced export prices for their products. In addition, we can offer excellent terms for freight and insurance.

Our usual commission is 5% on CIF invoice values, and we make purchases in our principals’ names, sending them accounts for settlement.

We can keep you well informed of new products that come on to the market, sending you any information or literature that we think may be helpful.

I have enclosed our usual draft contract for you to consider. I hope you will be interested in our terms, and look forward to hearing from you.

Yours faithfully

Leonard Dobson

Leonard Dobson

Managing Director

Enc. Draft agreement

*Reg. No.* 81561771