**Summit Electric Company, Inc.**

327 Park Avenue

Houston, TX 45678

204-555-5412  
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Dear Sir

With summer approaching, you must be thinking of how to keep your office cool, so that you and your colleagues can continue to work efficiently. Realizing your needs, we have manufactured room-coolers for different capacities. We have given detailed specifications in the enclosed pamphlet. You would be happy to know that we are giving a guarantee for five years against all manufacturing defects and repair, or replace any part that causes trouble, at our own cost.

At the end of the pamphlet you will find a card, please fill it and mail it and we shall send our technician to inspect your office, examine your requirements, and suggest you about the appropriate location of coolers so that your entire office may maintained at the proper temperature throughout summer.

If you place the order before 30 July, we shall give you a special discount of 5 percent. Our man will transport the coolers to your office and install them whenever you want. And this extra service is totally free.

It is our belief that you would like to avail yourself of this special offer.

Yours sincerely

Jean Lee

General Manager