

11th June, 20.....

Dear Sir,

We are selling your products for the last seven years and despite an all round competition, the sales have steadily improved in our region.

The increase in sales during the last two years have however, been due to heavy advertising and publicity made by us and as such part of our commission has been spent on this account. We have also appointed three more salesmen and increased salaries and commission of those who are already with us. As you are aware, this extra expenditure has become absolutely necessary owing to the competition created by Germans who have entered in this line two years back. We assure you that we are always doing our very best for pushing your products in the market and we shall be only too glad to incur further expenses to bear the whole of additional burden without some form of compensation. We have carefully calculated and feel that if you increase our commission by 2 1/2 % we shall be duly compensated.

We trust you will appreciate our point of view and agree to our request. Thanking you,

Yours faithfully,

For Lou Siang & Sons

Partner