



September 27, 2006

Jonathan Fox  
Dorothy's Surrender  
7985 Santa Monica Blvd.  
West Hollywood, CA 90046

Dear Mr. Fox,

Though I live in Arizona, I've been in L.A. recently because my soy candle company, Dripping In Color, is an official sponsor of this year's AIDS Walk Los Angeles. Some friends brought me in to Dorothy's Surrender a few weeks ago and as soon as I saw it, I saw my soy candles there too.

I'd be honored if you would consider carrying my Earth soy candles, a sample of which accompanies this letter – I personally hand paint and hand pour every one. Best of all, they're 100% natural, made from soy wax, organic essential oils and unbleached, lead-free cotton wick.

Of all the original soy candles I've created over the past five years, none have received such enthusiastic response from my customers as this one. My retail price for this 36-oz size is \$45, however, for a minimum order of just five to start, I would sell my Earth soy candles to you for just \$25.

Enjoy this sample and please let me know if you think your customers would enjoy it too.

Lighting the world,

Kel Kannberg  
Owner and Candle Artist

P.S. For more information about my company and products, please visit my website, [DrippingInColor.com](http://DrippingInColor.com). I'd love to know what you think, so please call me at 480-262-8010 or send an email to [kel@DrippingInColor.com](mailto:kel@DrippingInColor.com) anytime. Thank you.