

# FORNARI & MASSA

Viale della Repubblica, 108  
31100 TREVISO  
ITALY

THE SOUTHERN EQUIPMENT CO. LTD  
712 Seven Sisters Road  
LONDON N 15 5JT

22<sup>nd</sup> February 2005

Dear Sirs,

I visited your stand at the “Milano*Fiere*” last month and saw your excellent optical equipment.

I should like to receive price lists and catalogues of the whole range lenses you produce, as well as details of discounts and terms of payment.

I would also appreciate a visit from your representative when he is next in the Treviso area. Perhaps he could bring a good selection of items from your products.

We have a large Camera Centre, which is situated in the centre of the city, and we think we can place substantial orders if your terms are favourable.

I look forward to your reply.

Yours faithfully,

A handwritten signature in black ink, consisting of stylized, overlapping letters that appear to be 'R' and 'A'.

Roberto Andri  
Purchasing Manager