

RUSTY LUCAS
P.O. Box 422
SANDUSKY, OHIO 44871

September 30, 2005

Yankee Candle Company
P.O. Box 110
South Deerfield, MA 01373-0110
ATTN: Purchasing Department

Dear Yankees,

You must catch a lot of flak for being named Yankee when you are right in the home state of the arch rival Boston Red Sox! But maybe you are far enough away from Boston and close enough to the Big Apple to get away with it. I grew up in Ohio, but near the Pennsylvania border, so I was able to root for the Steelers even though I lived in the same state as arch rival Cleveland Browns. So I know how you must feel.

Anyway, I have a business matter to discuss with you. I have a medical condition (I don't recall the technical name for it, but it was recently featured in a leading medical journal). As a result of my condition, I tend to develop large deposits of ear wax in my ear canals at a much higher rate than the average person. I often have to clean out my ears multiple times a day just to be able to hear clearly. For the past 10 years, I have been collecting this ear wax and storing it in containers in my basement. I have accumulated quite a bit of ear wax with the intention of starting up my own candle company and peddling my wares on eBay. When I first started saving my ear wax, the Internet was still in its infancy. I only recently discovered it myself by accident. But when I told my friends that I was going to start the Rusty Ear Wax Candle Company, they talked me into getting a presence on eBay.

I looked into it and even made a few purchases online, but unfortunately, I finally discovered that I do not have enough time or computer skills to make this a profitable business. I'm cleaning my ears out about three or four times an hour on some days for crying out loud! So I'm now looking into other options including selling my ear wax to other larger productions such as yours. I know that you probably don't have an ear wax candle department, but maybe you might look into starting one? Or if you would choose to just mix my ear wax in with your regular wax to increase the yield of your batches I guess that would be okay also.

Will you purchase my ear wax to market Yankee Ear Wax Candles, or can I supply you with regular shipments of ear wax and then get a royalty on any candles sold that contain my ear wax? As long as I don't get hosed in the process, I have no preference for either method of compensation. It will all come out the same in the end I think. Please let me know which option

you prefer, or propose a third option if you come up with anything. I will want to take a look at any agreement, before committing to anything, but I'm sure that will go smoothly.

Please let me know if you would like to try a sample of my ear wax to see if it meets your expectations and quality assurance standards. I would be willing to send you one five ounce jar of my ear wax without any compensation or commitment, provided that you do not sell it to anyone else and that any products you make from my ear wax remain strictly in your testing laboratories until we have a deal on mass production.

Please note that I am unable to fly due to an inner ear condition. So if you need to speak to me in person, it would be easiest if you come to me. Otherwise I could take a bus or a train, but I cannot make it out there on a moment's notice without time to arrange proper transportation.

Please let me know if you are not interested in my ear wax as I am also considering contacting the Wax Museum of Witches and Seafarers in Salem, Massachusetts to see if they would like to make statues of famous witches or pirates using my ear wax. I bet they are Red Sox fans over in that part of the state.

Sincerely,

A handwritten signature in black ink that reads "Rusty Lucas". The signature is written in a cursive, slightly slanted style.

Rusty Lucas

p.s. Please send me a free Yankee (or Red Sox) baseball cap!