

# JCPenney Purchasing Corporation

(INC. IN THE STATE OF NEW YORK, U.S.A. WITH LIMITED LIABILITY)

## SINGAPORE REPRESENTATIVE OFFICE

435 ORCHARD ROAD  
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DATE: 9TH MARCH 1995

T. C. KHOO & CO (PTE) LTD  
85, ADMIRALTY RD WEST  
SINGAPORE 2775

DEAR PETER CHEN,

I WOULD LIKE TO TAKE THIS OPPORTUNITY TO CONGRATULATE YOU FOR SUCCESSFULLY DEVELOPING THE TECHNIC FOR THE *PIGMENT DYE PROCESS*.

IN SO DOING, WE WOULD LIKE TO REGISTER OUR SINCERE THANKS FOR HELPING US TO COMPLETE 1.5 MILLIONS PIECES OF PIGMENT DYE POLO SHIRT WHICH WERE EXPORTED TO U. S. A SINCE 1993. WE ARE VERY GLAD TO INFORM YOU THAT THE SALES (IN 1994) FOR THE ABOVE WAS BEYOND OUR EXPECTATION.

PRESENTLY, WE REQUIRE A GREAT VOLUME FOR THE PIGMENT DYE FINISHING IN OUR PRODUCTS AND HAD BEEN SOURCING MANY TEXTILE SUPPLIERS IN HONG KONG, TAIWAN, CHINA, INDONESIA, MALAYSIA AND EVEN U. S. A WITHOUT ANY SUCCESS AS THEY ARE UNABLE TO MEET OUR HIGH REQUIREMENTS.

AT THIS POINT, WE WANT TO BRING TO YOUR ATTENTION THAT THE DEMAND FOR 1995, THIS SPECIAL PIGMENT DYE IS EXPECTED TO CONTINUE AND WE FORSEEN THAT IT WILL BE A LONG LASTING FEATURE IN OUR STORE FOR MANY YEARS TO COME.

IT WILL ALSO BE INTERESTING TO NOTE THE FOLLOWINGS FEEDBACKS WE RECIEVE FORM THE U. S. A MARKETS:

"PIGMENT DYE ARE FASINATING COLOURS AND ARE ADVANCE WASH OUT LOOK FASHION. NOT EVEN CHLORINE OR ACID WILL WASH OFF OR STAIN ON OTHER CLOTHING WHEN WASHING TOGETHER."

THANK YOU FOR YOUR HARD WORK AND CO-OPERATION. KEEP IT UP FOR THE LONG TERM BUSINESS.

YOURS SINCERELY



PHILIP SEE  
SOUTH ASIA REGIONAL QA MANAGER