

September 24, 1997

Dear Winfield's Client,

Last Chance for Antwerp!

October 11-16, 1997

Grab your passport! I found a travel agent that got us to Antwerp and back for \$650 airfare! Only "bad" thing was we had to stay a week instead of four days, so we are going to spend three days in Antwerp, two days in Paris and an evening in Brussels. This is truly your opportunity to buy diamonds at the source! Hotel in Antwerp is \$85 per night and the rooms in Paris and Brussels are less than \$150 per night, this should be a GREAT trip!

Place Your Christmas Diamond Orders Now!!

Even if you can't come with us, you can benefit from our trip. I expect to be buying diamonds at substantial savings on this trip, and I will be passing that on to you! If you know what you want, or even have an idea, call me, let's talk about it.

Sorry, No Super Deals This Month!

Thanks for your tremendous support for my summer blowout. I will have a brand new list of great buys when I return from Antwerp. You are now going to be dealing with a **direct importer**, so the **values** will be greater than ever at Winfield's.

Enjoy The Cutting Brochure!

I just found this great brochure which really explains well the importance of cutting that I have been talking with you about for so many years. I liked it so much that I thought I would send each of you a copy to see what I have been trying to explain. Now you will see why your diamonds are so beautiful, instead of just having to try to figure out what I have been talking about.

Sincerely yours

Wink Jones

P.S. Two tickets to the BSU game Oct 11th to the first caller to request them! 40yd line!