



Orlando, 2015



Hello old friend, I'm writing you from a detention center just outside of Guadalajara. I can't remember when we saw each other last, but I do remember putting some equipment of yours —I think a t-shirt press—in a shed. I also remember some tarps.

I have gotten myself into quite a pickle here and need your help. As you may know, my partner Timmy and I have been doing some web development work together for a few years now. Apps, websites, etc. What you may not know is that up until very recently our main source of income has been importing scented candles into the US and selling them along the Texas Gulf Coast at various festivals and gatherings. Just this year, we secured the rights to be the exclusive candle vendor at all Bikers for Trump rallies within Texas, as well as Schlitterbahn Water Parks. Business was booming!

Unfortunately, everything has come crashing down upon our heads. While we were visiting the candle factory in the quaint and historic province of San Augustin, we were taken into custody by Mexican anti-narcotics agents. They placed us under arrest and seized the entirety of our inventory, including over 2,000 of our proprietary Popcorn candle. Timmy and I vehemently denied any wrongdoing and demanded we be released, along with our candles. The officials refused and we were taken into custody.

Through the diligent work of a local lawyer, Mr. Juan Esteban III, we have since found out that a local drug kingpin known as "El Congrejo Enojado" has been using candles made from the same factory in San Augustin to smuggle heroin into Texas. DEA agents in the States were alerted to the ruse after two teens

purchased candles at a Steve Aoki concert outside Galveston and OD'd from the fumes. The DEA confiscated a large shipment several days later near the border and discovered several hundred pounds of narcotics had been blended into the candle wax.

Thankfully, we were put in contact with a US customs and law enforcement agent here in Guadalajara, Diedra Sloane, who, along with Mr. Esteban, is handling our case. Because all of the narcotics-laced candles were Apple Cinnamon, a flavor we do not sell and quite frankly detest, the Mexican officials have decided to absolve us of any wrongdoing. We are being held for safety reasons at this detention center while our case is processed and we can secure safe passage back to the United States.

Unfortunately, this is not the end of the story. Ms. Sloane has advised us that due to the sensitivity of this case and the heightened vigilance of both Mexican and American officials, we are no longer allowed to import our candles. This news has been a tough pill to swallow. I feel especially terrible for Timmy, who spent over a year working with the factory to perfect the texture, aroma, and taste of our Popcorn candle. All 2,000 of them were destroyed in the raid and the candle factory that made them has since been shuttered.

Today, Timmy and I have only around \$300 to our name, \$100 of which is in gift cards.

Where do we go from here, you ask? Ms. Sloane has suggested that we find alternative employment immediately. Upon reentry back into the US, Timmy and I have agreed to apply the same energy and gusto we gave our candles to a new web development venture, Feral. Feral helps development teams that are overworked or outside their comfort zone tackle both internal and client projects, as needed. We would love for you to have a look at our new website, weareferal.com and tell us if you, or any of the fine folks at [REDACTED], may have an opportunity for us, one that will help us build a new life. We can build most anything you like and are especially gifted at working through ambiguous requirements and coming up with clean, sensible solutions.

It will no doubt be difficult to tell our contacts at Bikers for Trump and Schlitterbahn that they will need to find an alternative candle vendor. However,

this will be made much easier should we be able to partner with you on any of the projects for which you need assistance. We are grateful for the opportunity and your consideration.

You can reach me at sterling@weareferal.com

Sincerely,
Sterling