The Budd Group 741 S. Green St.

c/o Mr. Mike Winstead Winston-Salem,

2325 S Stratford Rd NC 27101

Winston-Salem, NC 27103

Dear Sir,

Hi Mike, thank you for taking the time to read this letter as it is regarding an important matter.

Let me save you the trouble of looking for the sender’s identity, this is Chris Schramm. The reason for this “formal” written communication is that I am asking you for an increase in my hourly wage.

There it is. And I said “There it is” because your reputation precedes you. I can name plenty of reasons that I have earned a merit-based pay increase. I will limit what I have to say by telling you that I am certain that I outperform a good many individuals here much the same as I did at my previous employer in areas like diligence, maintaining the objective of tasks- as well as maintaining those tasks relative to the objectives of an entire workday. Additionally, I will tell you that I know (nearly) all the basics of this job. I know most of the finer points too, and I am in my 10th straight year of working in the industry.

Let me tell you my request in terms of salary increase- and if you can take one thing from reading this letter, let it be this: I am asking you for the increase I want and that I will find satisfactory, I am negotiating in good faith- I am not tossing out a number that is outrageous in hopes that you’ll be astonished and then just try to come close to that number- I am asking for what I will be happy with and that I know to be fair. That number is an increase of $2 per hour over what I currently make.

I anticipate your reservations regarding this request will involve the time at which I arrive to work each day- I can admit that I am often tardy. In the time that I have worked with other individuals in a crew setting at The Budd Group I can think of roughly 3 instances when I arrived and was basically getting told “hurry up Schramm, we’re waiting on you-“ most of the time when I show up I find people I’m to work with that day smoking cigarettes- not chomping at the bit to leave. And most importantly in regard to work hours I would like to say this about myself: when the tasks for the day are done- I clock out.

Thank you for your consideration of this request and I’ll be glad to discuss anything further regarding this matter at your convenience.

Sincerely,

Chris Schramm

Line 402

b\_16 thru b\_22: bridge numbers made into an array (for what purpose I can’t recall.)