Dear Phanmanee Chankaew (K.Aoy),

I hope this message finds you well.

My name is Saurabh Kumar, and I am writing to you on behalf of GMR. We are highly impressed with the exceptional quality and range of products offered by TJC Coconuts Fruit, as showcased on your website.

Delhi's airports serve as a significant hub for both domestic and international travelers, and we believe that opening a TJC Coconuts Fruit outlet at these locations would greatly benefit travelers seeking healthy and fresh food options. With the growing demand for quality food and convenience at airports, your store could provide a unique and valuable addition to the airport retail experience.

We would like to explore the opportunity of establishing a partnership with you for opening an outlet at the Delhi airports. To facilitate this process, we would appreciate if you could provide us with the following details:

1. **Requirements and Conditions**: What are the specific requirements and conditions for setting up an outlet with TJC Coconuts Fruit?
2. **Product Range**: Could you provide information on the range of products you would be able to offer at an airport outlet, including the product (attached)?
3. **Supply Chain**: What would be the logistics and supply chain arrangements to ensure a consistent and timely supply of products?
4. **Financial Considerations**: What are the financial aspects involved in setting up and operating an outlet, including any franchise or partnership fees?
5. **Operational Support**: What kind of operational support and training do you offer to new outlets?
6. **Pricing**: What would be the expected price range for your products to the end consumer at the Delhi airports?
7. **Timeline**: What would be the estimated timeline for setting up an outlet from initial discussions to the grand opening?
8. **Expectations from Us**: Are there any specific details or requirements you expect from us to facilitate this partnership?

Additionally, to better understand the quality and suitability of your products for the airport environment, we kindly request samples for testing purposes. This will help us evaluate how well your offerings align with our needs and expectations.

We believe that a TJC Coconuts Fruit outlet at Delhi airports would be a mutually beneficial endeavor, and we are excited about the possibility of working together. Please let us know a convenient time for us to discuss this opportunity in more detail.

Thank you for considering our proposal. We look forward to your response.

Warm regards,

Saurabh Kumar

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