

We would like to thank you for your enquiry for our car/truck tyres/tires coded TT 350 and TR203 for delivery in early November. We're pleased to offer you 2000 units TT 350 at prices and on the terms and conditions as stated/specified in official/firm offer enclosed herewith.

We regret that we are not in a position to offer the tyre coded TT 203 because it is no longer in production. However, we can offer the substitute coded TR 233 having the same features and made of natural rubber. This item is durable, reliable and enjoys similar price to TT 203/ but the price is not higher.

We would like to take this opportunity to introduce ourselves. We entered into a joint venture with a famous Japanese company, Sutomu, specializing in natural rubber products. Our goods have been exported to various countries under the brand name INOE.

Hai Ha Company Limited
230 Hang Manh Street, Hanoi, Vietnam

Interior Design Co.Ltd.
450 High Street SW1
London
UK

Dear Sirs,

We would like to thank you for your *interests in /enquiry* for our rattan furniture and are pleased to supply from stock 20 units of rattan tables and chairs as per sample on the catalog. Delivery is to be made *within 3 weeks upon receipt of/from receiving notice that an L/C has opened/issued* in our favor.

We regret to inform you that the book shelves you asked for have been sold out due to heavy domestic demand /that we have run out of the book shelves you asked for. However, we can offer the substitute coded DR 345 as illustrated on the catalogue. This item is made of high quality materials, *sophisticated/elegant/stylish/fascinated* in design and competitive in price. Please let us know your opinions about this substitute.

We'd like to take this opportunity to introduce ourselves. We are now producing rattan furniture according to customers' special sample or requirements.

We appreciate your prompt feedback/response/attention regarding/concerning this matter.

Yours faithfully,

(Signed)

Pham Kim Hanh (Mrs.)

Director

Dear Mr Graham,

We thank you for your enquiry dated.....

We are able to provide a wide range/ selection of cotton stockings for all ages.

Please find enclosed our catalog and the price list quoting CIF London.

We are willing to allow you a trade discount of 7% on FOB prices and a further 15% quantity discount for/on order over 20000 pounds (in value).

We also offer you a further 5% cash discount if payment is made within 10 days.

Payment is to be made by confirmed irrevocable L/C at sight to be opened at/through the Bank for Foreign Trade of Viet Nam, 15 days prior to the shipment/ delivery valid for 45 days in favor of the seller/ in the seller's favor for the total value of the goods to be shipped/ delivered.

Delivery can be made within 1 month on/since/upon receipt of your official order.

Please be noted that our goods are made of 100% cotton fiber. Our goods are highly welcome thanks to nice design and reasonable price.

We do hope that we can reach agreements on the above mentioned and are confident that our goods will sell well in UK market.

Yours sincerely,

Dang Lam

Import and Export Manager

Minh Hai Company Limited
24 Giai phong Street, Hanoi, Vietnam

Sales Manager
Wembly Co. Ltd.
Wecombey Bldg
Newell Street
Birmingham B3 3EL

Dear Mr Smith,

Thanks for your enquiry in which you are particularly interested in our assorted clothes we advertised on “madeinvietnam.com”.

We are willing to provide you with the goods from stock and we would like to confirm that we will make immediate delivery upon receipt of the order.

We are able to offer you a 10% quantity discount on order of over 1000 pounds. We usually allow a 5% discount off net price.

Payment is to be made/ shall be made by an irrevocable L/C to be opened through an internationally- recognized bank. However, we are willing to consider these terms of payment once we set up firm business relationship. We enclose our summer catalogue and the latest price list quoting FOB Hai Phong.

We hold the price valid until late 2005. We are confident that our goods are of high quality, nice in design and sell well in EU market.

We do hope that we will reach agreements on above terms and look forward to your early order.

Yours sincerely,