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Letter Two: Making an Enquiry Dear sirs, Please be informed that one of our clients is in the market for peanuts. It will be highly appreciated if you could quote us your rock-bottom prices for the said commodity, with indication of date of shipment.

We would like to stress the point that the peanut enquired for are hand-picked Shandong peanuts, 2005 crop and packed in new gunny bags of 100 kgs each. Meanwhile, the goods should be surveyed by a certified public surveyor as to their quality and weight.

In order to facilitate our mutual business transaction, it is hoped that you would airmail us the soonest possible your proforma invoice for 2000 tons of the above commodity with prices on CFR Genoa basis, so that we could get our clients confirmation. Your prompt reply would be appreciated.

Letter Three: Reply to an Enquiry Dear Sirs, We are very pleased to receive your enquiry of April 10th and thank you for your interest in our products. We are glad to tell you that we are in a position to supply the items enquired for from stock.

We feel confident that the superior material and exquisite craftsmanship of our silk blouses appeal to the most selective buyers. On regular purchases of over 100 dozen of individual item a discount of 3% is granted.

We would guarantee prompt delivery within 20 days, and demand your payment by sight L/C. If you place your order not later than the end of this week, we would guarantee prompt delivery within 20 days, and demand your payment by sight L/C.

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