

# Mr. Neo Chan's Reply

*Mr. Neo Chan's reply:*

**Mr. Neo Chan  
Customer Relations Officer  
Kowloon Company  
Bayview St. Hongkong**

**May 14, 2008**

**Mr. Jun Honda  
Senior Systems Engineer  
Bell Manufacturing Programming Company  
1-1-2 Shibaura Minato-Ku  
Tokyo, Japan**

**Dear Mr. Honda,**

**In reply to your letter dated May 14, 2008, the company can provide everything that you have asked for with the following specific data.**

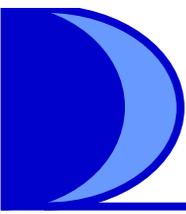
- 1. Model Number – 3G Chip**
- 2. MOQ – 500 units for one purchase**
- 3. Unit Price – FOB Hong Kong US\$19.50 / unit.**
- 4. Terms of Payment – LC 30 days**
- 5. Delivery Lead Time- 7 days**
- 6. Warranty – One year warranty.**

**Any questions regarding the above will be welcomed. Feel free to contact us.**

**Sincerely yours,**

**Mr. Neo Chan  
Customer's Relation Officer**

**Cc:  
Mr. C. Wong**



## **DEFINITION OF BUSINESS TERMS:**

- 1. MOQ – This is the minimum quantity that must be purchased for that particular product. Products with a minimum order quantity suit customers who purchase large quantities in a single order to gain a price advantage. The minimum order quantity is specified when viewing the details of a selected product.**
- 2. Unit price - The cost or price of an item of supply based on the unit of issue.**
- 3. LC - letter from a bank guaranteeing that a buyer's payment to a seller will be received on time and for the correct amount.**
- 4. FOB – (Free on Board) A trade term requiring the seller to deliver goods on board a vessel designated by the buyer. The seller fulfills its obligations to deliver when the goods have passed over the ship's rail.**
- 5. Warranty - A guarantee given to the purchaser by a company stating that a product is reliable and free from known defects and that the seller will, without charge, repair or replace defective parts within a given time limit and under certain conditions.**