

Questions 196-200 refer to the following brochure and e-mail.

<p>Home Outfitting Center is a wholesale supplier of building materials, offering the finest quality products from both local and foreign manufacturers at extremely competitive prices. Among our clientele are Canadian, Malaysian, and French construction companies involved in housing and commercial construction projects throughout Vietnam.</p>	<p>We are currently featuring discounts of 20% to 50% on large orders of kitchen and bathroom items. Contact us for information on these special discounted prices or to request a complete catalog of our building materials.</p>	<p>Home Outfitting Center's most popular discounted items include:</p>
<p>We provide a wide range of items for interior and exterior construction, including flooring, roofing, walls, and windows, as well as kitchen and bathroom materials.</p>	<p>Home Outfitting Center Home Outfitting Center 999 Tran Hung Dao Street Hanoi, Vietnam</p>	<p>Fittings</p>
	<p>Tel: (84-4) 555 1111 Fax: (84-4) 555 1112</p>	<p>Faucets</p>
	<p>Duc Thanh Pham, Sales Manager</p>	<p>Drains</p>
	<p>E-mail: sales@hoc.com.vn</p>	<p>Pipes</p>
		<p>Snowheads</p>
		<p>Fixtures</p>
		<p>Porcelain Bathtubs</p>
		<p>Stainless Steel Sinks</p>
		<p>Stone Countertops</p>
		<p>Stainless Steel Counters</p>
		<p><i>Note: Sinks and bathtubs made of materials other than those mentioned above are also available at discounted prices; however, these special orders may take four to six weeks to fill. Contact our sales manager for more information.</i></p>

E-Mail Message

To:	Duc Thanh Pham <sales@hoc.com.vn>
From:	Arthur Chang <achang@chc.com.sg>
Date:	August 2
Subject:	Request for price information

Dear Mr. Pham:

I am the president of Chang Home Construction (CHC), based in Singapore. CHC has been a long-term associate of the Hanoi Land Development Corporation. Earlier this year we signed a contract with the corporation to build 100 new homes in Hanoi by October 31. For that reason we would like to place an order for fittings and fixtures before the end of August. Please provide an itemized price list including delivery costs for the following items:

- 100 showerheads
- 100 porcelain bathtubs
- 100 acrylic bathroom sinks
- 100 stainless steel kitchen sinks
- 100 stone countertops

We look forward to establishing a long-term relationship with your company. Therefore, we trust that you will give us the best possible prices for our first order.

Sincerely,
Arthur Chang

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