

实例1:

Hi There,

Give me good price for E40 80W I need replace 250W Metal Halide 20pcs for test + shipping cost to USA Atlanta GA 30309

Also I need 2 bulbs for test E27 40W I need replaced 100w Metal Halide

Thank you so much

回复:

Hi Dear XXX(客户名) . Thank you very much that you want to ordering samples testing.

----OK. yes. you could using our E40 80W replace 250W and if you ordering 20units. then see below as our company offered:

20units E40 80W (Model No: BB-HJD-006) ---unit cost **US\$110.77** /per

2unit E27 40W (Model No.:BB-HJD-003)-----unit cost : **US\$59.09**/per

And the shipping cost from shenzhen to USA atlanta Ga 30309 cost: US\$169.00. Dear XXX . Can i make a proforma invoice (PI) for you confirm this samples order ???

Please let me know and i am waiting for you get back to me soon. thanks. Yours Garily Li

BBHJD-80W	BB-HJD-006	1) Light Source: 900PCS 2833 LED 2) Luminous Flux: 8300LM Epistar LED Chip 3) Rated Wattage: 80W 4) Base: E40 E39 E27 E26 5) Rated Voltage: 85-300VAC , 50/60Hz 6) Color Temperature: WW(2700~3800K), NW(4000-5000K) or CW(5500-6700K) 7) Beam Angle: 360°		8) Lifetime: 50,000Hours 9) Size: $\varnothing 105 \times 285$ mm 10) Net weight: KG 11) CE,ROHS approved 12) Body Temperature: <70 ℃ @Ta=25 ℃ 13) Recommended Replaced bulb: 250W CFL		1PCS/CTN G.W.:KGS MEAS:CM	
		1~49pcs	Price for 50-500PCS	Price for 501-1000pcs	Price for above 1000pcs		
		US\$110.77	US\$105.50	US\$100.47	US\$95.69		

附上规格书和14s 报价 PDF 格式.

写完这封邮件后，您可以另外再写一封邮件给这个客人， what's more. XXX. we have another E27 stubby 40W garden bulb and it is also really top selling in our company. see attached model No:

BB-HJD-030	1) Light Source: 430PCS 2833 SMD LED 2) Luminous Flux: 4400LM±10% 3) Epistar LED Chip(90~100Lm/LED) 4) Rated Wattage: 43W±5% 5) Base: E40 E39 E27 E26 6) Rated Voltage: 100~300VAC, 50/60Hz 7) Color Temperature: WW(2700~3800K), NW(4000~5000K) or CW(5500~6700K)		8) Beam Angle: 360° 9) Lifetime: 50,000Hours 10) Size: Dia128*180mm 11) Net weight: 275g /PCS 12) CE , ROHS approved 13) Body Temperature: < 70° 14) 24VDC for solar power system is available 15) Recommended replaced panel light: 120W CFL		PCS/CTN G.W.:450g MEAS:Cm	
	Price for 1~49pcs	Price for 50~500pcs	Price for 501~1000pcs	Price for over 1000pcs		
	\$65.30	\$62.60	\$60.10	\$58.60		

BB-HJD-030 E27 43W. This model it could make come with E27 base 360 deg ,so if you ordering samples to testing, Then i am suggestion (advise) you ordering it as well. cause we have alot of customer order it. Are you willing to testing it also ??

-----This model the dimensions it is very short (stubby) the dia it is 128mm and high it is 180mm. see attached as a picture will show you dimensions , real pictures. Specfication for reference.

Dear XXX. Can you put this unit into samples order also ??? if yes. The deliver cost i can make some discount for you cause we can ship in a shipment.

What do you think . Mr XXX .

Waiting for you confirm and comment. ok ?? thanks and best regards. Sam Wei

-----附件上 **Stubby** 的报价，规格书，**stubby** 图片

实例2:

发件人: Nicole Davidson
发送时间: 2013-03-12 10:18:08
收件人: Laura Ji sales01@bbier.com
抄送: bbierled@163.com
主题: Re: Fw: Re: LED Corn Lamp

Hello Joe ,
Do you have any corn lamps that are offered in 100w? We are looking to
solidify a factory this week.
Please advise, thanks.

回复:

您好 Nicole. 目前为止, 我们最高的 Watt 的Corn bulb 是 80W E40 . plus power
consume total has 87W and the lumens it has 8300LM. it is bright enough cause if
you request making 100W . it will easy to make LED decay cause the bulb will too
hot.

Nicole. See the below link and i want to let you know that our company very
profession produce corn bulb and we know how high of wattage we can make.
what i mean it is. if there 're any supplier they saying could make 100W. they 're lie
to you. cause 100W it's very easy to make LED and driver get hot.

<http://www.bbier.com/category-29.html>

Do you belive my comment ??? Yours Sam wei

实例3:

Harry 这个客户有下了 60pcs LED Candle light,上星期我们刚发了货给他. --最近我们有更新 LED Candle(candelabra) light 报价.那么我们是 不是应该写一封邮件 update(更新) 价格给这个客户呢?

回复:

Dear Harry. the Last week at 03th Martch i had sent you 60pcs led candle light E12 as you ordered for me. and i sent it via DHL tracking No: 8526953548

Have you receive ? if yes. Can you tell me if the goods make you satisfied ? Just let me know. ok ??

What's more. Harry brother . We once again updated the priced of our LED candle (candelabra) light and pls find attached price in attached. the 3w unit cost so far it is only from US\$5.90 to US\$9.00 and we used bridgelux Chip to build.

Do you sell this 3leds of candle light on your market or not ? theycould be 110V dimmable also . Your brother Sam .

附加上 **LED Candle light PDF**报价

实例3.5:



Hi, Please send me an offer for 5pcs g24 led 15w non-dimmable including shipping cost in Greece with EMS.
please inform me about the warranty and available temp colors.

Regards,
George

回复:

Dear George. Very much thank you and you want to get 5pcs g24 15W led small wattage corn bulb. My name is Sam wei from Bbier and our websites: www.bbier.com

Hello George. we offered you 3years warranty and this model colours we accept 2700K to 6700K. Normally. we have 3 temp colours for customer select.

1. Warm white 2700-3500K
2. Natural white 4000-4500K
3. Cool white 5500-6700K

Yes. we can deliver 5pcs via EMS express. can we deliver via DHL or fedex

Hello.

we are interested in your led light products and we want you to send us the best price quotation of the products. bellow are the technical specification of the led light products that we need.

we will be waiting for your response

1. 16W LED TUBE LIGHT (1.2MM)

INPUT VOLTAGE-265V

LENTH-120CM

BRIGHNESS-1200LM/1200CM

THE COLOUR SHOULD BE COLD AND PURE WHITE.

QUANTITY-5000 PCS

2. led spot light

OUTPUT POWER-3.5 WATT

INPUT VOLTAGE AC85

COLOUR-WARM AND NEUTRAL WHITE

COLOUR TEMPERATURE-3.600-5.000

DIAMETER-50.00MM

QUANTITY-5000 PCS

please regarding the above specification. i want you to send me the best price of the led products as soon as possible. so that we will check on them and get back to you on the purchase.

waiting for your response

OKORO

please response with my eial

clemconigeria@gmail.com

实例5:

回复:

Dear Okoro. Thanks alot inquired .

Okoro brother. You marked 16W in 1.2mm .---Do you mean 1.2meters of 16W tube ?? You should make a mistake and 1.2m . but not 1.2mm. --ok.

yes. of course. we produce it. see below are my offer:

16W LED TUBE LIGHT (1.2M) 5000-5500K/6000-6700K --5000pcs of unit cost : **US\$19.60**

LED spot light 3.5W 110V/220V dimmable -----5000pcs of unit cost: **US\$5.50**

I want to let you know that for above offered we using the Taiwan Epistar Chip and the best driver to build for you.

Okoro. Can you tell me if this 5000pcs will deliver by sea or by express ?? If you can tell me then i will calculate the deliver cost for you reference ? what do you think ???

see attached price with PDF formart and please i am waiting for you reply me quick. thank you.

-----附件上 **led T8 120度**的报价和 **BBier SMD LED Spot lights price list_(20110427_)**
报价

实例6:

Dear Nancy Huang,

I'm interested in your product(s)



[high power high lumen led wall pack lights](#)

high power high lumen led wall pack lights 1.Meanwell driver approved UL 2.IP65 3.high power :60W 4.lifespan:50000hr

Do you make these wall pack lights with a battery back up for emergency use?

Thanks

Michael Duggan
President
Green Vision LED Inc

回复:

Hi Dear Michael Duggan. This is LED wall pack light and wattage it's very big, and it can not work with a battery back up for emergency.

As you know. The emergency lights it's normally accept 12V or 24V and low input voltage and low wattage . But our wallpack only accept high input vols 85-265VAC and wattage it is 40W to 100W..

Michael. anyhow, i am attached all of our company pdf priced to you. if you have any other model interesting in . do not heatsitate to inquire me. ok. thanks. and please going to our company websites take a visit. ok . My dear Michael.

www.bbier.com

Best regards. Yours Sam wei.

---附件上所有的报价单 in PDF