Ingredient quotation example

> **SAMPLE - for quotation structure only. These are illustrative amounts, not current prices or an offer. Prices and terms require separate confirmation.**

Use this example to discuss product descriptions, packing, price units and commercial scope before requesting your own quotation.

SAMPLE-QT-2026-001 · CNY

Seller: [supplier to be confirmed]
Buyer: [company and contact to be completed]

Ingredient quotation example · CNY

Description	Packing	Quantity (bags)	CNY / bag	Amount (CNY)
Refined konjac flour	25 kg net / bag	40	2,000.00	80,000.00
Konjac glucomannan	25 kg net / bag	40	3,000.00	120,000.00
Subtotal				200,000.00
Discount (3%)				-6,000.00
Freight line in original example				0.00
Illustrative total				**194,000.00**

The original freight line is CNY 0.00. This does not mean free shipping or establish what freight is included. Confirm freight and insurance treatment in the final CIF price.

Fields to confirm before an actual quotation

- CIF [named destination port to be completed], Incoterms 2020. Confirm the port and agreed shipment scope.
- Example delivery time: 25 days. Agree the starting event, required approvals and whether this means dispatch or arrival.
- Product names alone do not define a grade. Agree the specification, analysis method, proposed batch documents and sample evaluation.
- Quotation issue date and validity: to be confirmed for the actual offer. SAMPLE-QT-2026-001 has no live offer validity.

Illustrative terms - subject to agreement

1. Payment: 30% T/T in advance; 70% before factory release or container loading, whichever occurs first. Confirm the payment schedule for the order.
2. Bank charges: the example assigns remittance and intermediary charges to the buyer; confirm this allocation.
3. Packing: 25 kg net per bag, food-grade PE inner liner with an outer kraft paper bag, unless otherwise agreed. Confirm the actual packing specification.
4. Insurance: the example specifies Institute Cargo Clauses (A) and 110% of contract value. Confirm insurance coverage, exclusions and insured parties.
5. Quality: use agreed product specifications and the manufacturer's batch COA. A website sample report is not a current batch COA.
6. Claims: the example uses 3 days for visible damage/shortage, 7 days for normally detectable quality issues after receipt and reasonable inspection, and 5 business days after discovery for latent defects, subject to applicable law. Agree a workable inspection and claims procedure.
7. Customs delays: the example excludes seller liability for delays not caused by the seller's breach; confirm responsibilities for documentation and clearance.
8. Law and arbitration: the example uses PRC law, excludes CISG and refers disputes to CIETAC in Beijing unless agreed otherwise in writing. These are example clauses, not legal advice; agree suitable terms for the transaction.

Anonymous quotation example. Not proof of a completed sale, current product specification or a legal review.