JBL MESH BELT

ENGINEERED · MATCHED · DELIVERED

Engineering-Controlled Metal Conveyor Belt Partner

HOW WE WORK · QUOTATION

# Understanding a JBL Mesh Belt Quotation

What each line means, what changes between the estimated and the formal price, and how to compare two quotes.

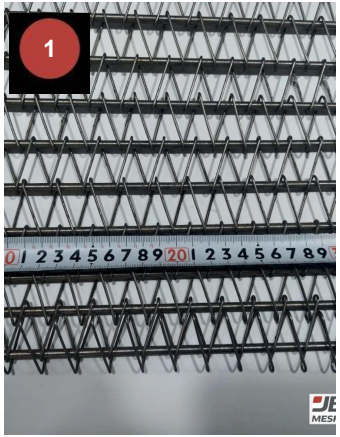
**Estimated price first · formal price once the key dimensions are confirmed · valid normally 15 days**



# Estimated price, then formal price

## The estimated price becomes formal only when the fit dimensions are confirmed.

1



**Photos and basic sizes**

2

JBL MESH BELT

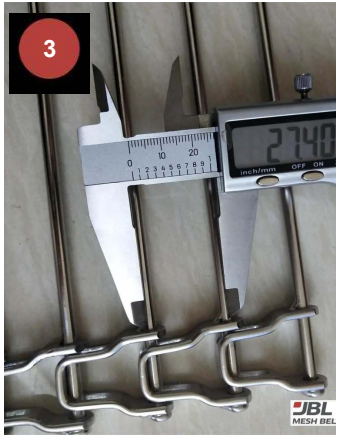
Quotation

| | |
|---|---|
| Belt | as confirmed with you |
| Width · length | your values |
| Pitch · rod · edge | your values |
| Sprockets · accessories | if supplied |
| Packing | sections, labels |
| Trade term | usually CIF |
| Valid | normally 15 days |
| Changes | marked in red |

Example layout — not a real document

**Estimated price, missing items listed**

3



**Key dimensions confirmed**

4

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Quotation

| | |
|---|---|
| Belt | as confirmed with you |
| Width · length | your values |
| Pitch · rod · edge | your values |
| Sprockets · accessories | if supplied |
| Packing | sections, labels |
| Trade term | usually CIF |
| Valid | normally 15 days |
| Changes | marked in red |

Example layout — not a real document

**Formal price; changes marked in red**

5

JBL MESH BELT

Proforma Invoice

| | |
|---|---|
| Payee | Jin Bei Li Metal (Suzhou) Co., Ltd. |
| Specification | same as the quotation |
| Quantity | confirmed |
| Payment | T/T |
| Deposit | 30% to start |
| Balance | 70% before shipment |
| Before the balance | inspection photos + video |

Example layout — not a real document

**PI with the same specification**

Projects: Waffle cooling spiral 2026, Australia 2023–2024, quotation and PI: example layouts

See: What to Send for a Quote

# What buyers ask about a quotation

## Four questions, answered on the next pages.

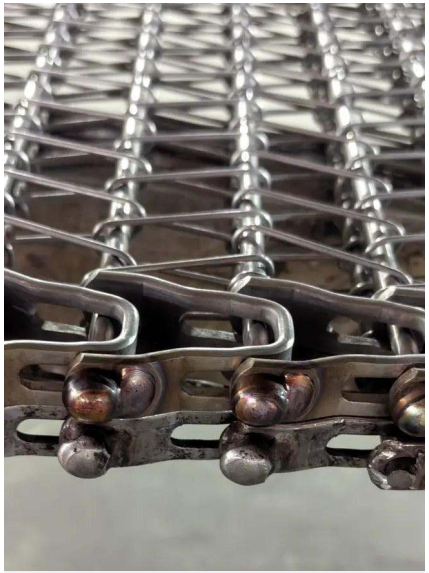
**JBL MESH BELT**

**Quotation**

| | |
|---|---|
| Belt | as confirmed with you |
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| Changes | marked in red |

Example layout — not a real document

**What is included? → page 4**



**Why did the price change? → page 5**




**Why is another quote lower? → page 6**

**JBL MESH BELT**

**Proforma Invoice**

| | |
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Example layout — not a real document

**Which terms apply? → page 8**

Projects: Waffle cooling spiral 2026, quotation and PI: example layouts

**Send details → page 12**

# What is on the quotation

## Each line is confirmed with you, or marked for you to check.

**JBL MESH BELT**

### Quotation

| | |
|---|---|
| **Belt** | as confirmed with you |
| **Width · length** | your values |
| **Pitch · rod · edge** | your values |
| **Sprockets · accessories** | if supplied |
| **Packing** | sections, labels |
| **Trade term** | usually CIF |
| **Valid** | normally 15 days |
| **Changes** | marked in red |

Example layout — not a real document

**Example layout, not a real quotation**

1. **Belt and specification**
   As confirmed with you: width, pitch, rod, edge, material.
2. **Sprockets and accessories**
   Listed when they are supplied.
3. **Packing**
   Sections or rolls, labels, spare parts.
4. **Trade term**
   Usually CIF; FOB or other terms can be quoted.
5. **Changes from your request**
   Marked in red.




**Sample pitch read: 27.40 mm**




**Sprocket measured: OD 160.97 mm**



**Sections packed, film-lined**

Terms confirmed by JBL Mesh Belt, 2026, Projects: Australia 2023–2024, Malaysia 2026

See: Payment & Payment Safety

# Estimated price and formal price

## What each one is based on, and what comes next.




**Estimated: from photos and basic sizes**




**Formal: from confirmed readings, e.g. 27.40 mm (1.079 in)**

| | Estimated | Formal |
|---|---|---|
| Based on | **Photos, sizes** | **Confirmed fit** |
| Open items | **Listed** | **None open** |
| Changes | **—** | **Marked red** |
| Next | **Readings or sample** | **PI** |

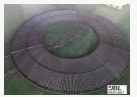
Both are valid normally 15 days.

Waffle cooling spiral 2026, Australia 2023–2024

**See: What to Send for a Quote**

# Two quotes: check these before the price

## If prices differ, first check both describe the same belt.

| Check on both | Same means | Example |
|---|---|---|
| **Same specification?** | Pitch, rod, link, edge and width read the same way |  **USA: 27.40 mm (1.079 in)** |
| **Same material?** | Grade named for each part |  **SUS316 rods, 316L strips** |
| **Sprockets, accessories?** | Included, with tooth, bore and keyway |  **Sprocket OD 160.97 mm** |
| **Same packing?** | Sections or rolls, spares, crates |  **Crates strapped** |
| **Same scope?** | Samples, tests, documents |  **Turn test before shipment** |

Project readings: USA 2024, Australia 2022, Australia 2023–2024, Malaysia 2026

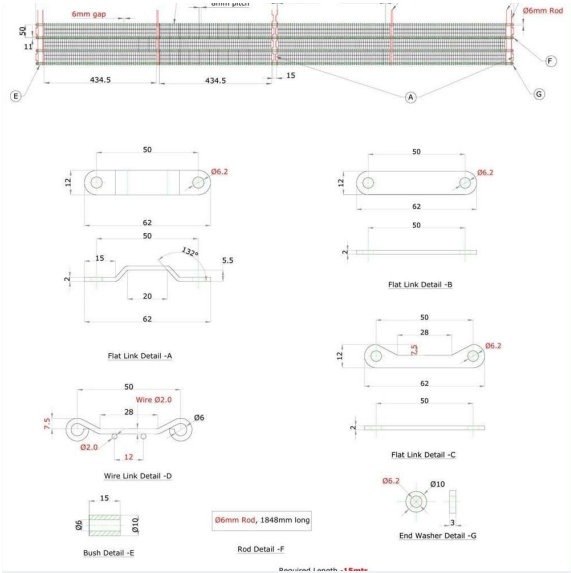
**See: Material & Food-Contact Documents**

# A quotation rests on its readings

## On real projects, these readings came before the specification.




**Chain pitch on the original: 31.75 mm (1.250 in)**




**Drawing made from the requirements, approved by the customer**




**Flat strip on the sample: 1.21 mm (0.048 in)**

Australia 2023, Spain 2026, Australia 2022

See: Sprocket Matching

# Terms written on the quotation

## The same terms appear on the quotation and the PI.

**JBL MESH BELT**

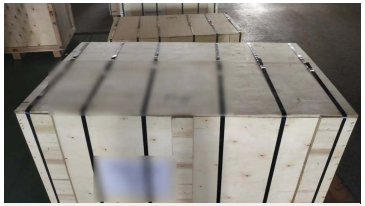
**Proforma Invoice**

| | |
|---|---|
| **Payee** | Jin Bei Li Metal (Suzhou) Co., Ltd. |
| **Specification** | same as the quotation |
| **Quantity** | confirmed |
| **Payment** | T/T |
| **Deposit** | 30% to start |
| **Balance** | 70% before shipment |
| **Before the balance** | inspection photos + video |

Example layout — not a real document

**Example layout, not a real PI**

| | |
|---|---|
| **Validity** | Normally 15 days |
| **Trade terms** | Usually CIF; FOB or other terms can be quoted |
| **Order size** | Depends on belt type; short and trial lengths can be quoted |
| **Lead time** | Confirmed in writing in each quotation |
| **Payment** | T/T: 30% deposit; 70% after you review video and records |



**Crates strapped, Malaysia**



**Trial section joined to the original**



**Turn test before shipment**

Terms confirmed by JBL Mesh Belt, 2026, Projects: Malaysia 2026, Waffle cooling spiral 2026

**See: Payment & Payment Safety**

## Before comparing prices, compare these lines.




Rod read on the original: 5.03 mm (0.198 in)

| | |
|---|---|
| **Link type** | How far the inside edge closes; decides the turn |
| **Rod diameter** | Fit in the links and the sprocket teeth |
| **Edge type** | How the edge meets the drum, guides or chain |
| **Grade per part** | 304, 316 or 316L for mesh, rods and chain |
| **Finish and welds** | Pickled or electropolished; weld finish written in |



Edge links, top view



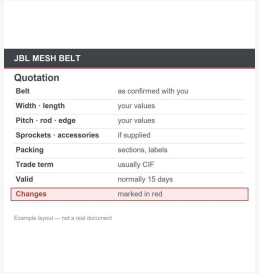

Chain plate: 2.00 mm (0.079 in)

JBL Mesh Belt engineering articles, 2026, Australia 2023–2024, waffle line 2026, Australia 2023

Ready for a quotation → page 12

# Questions about quotations

## Short answers on quotations, with the evidence pages.


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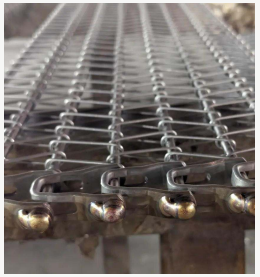
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| | |
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| Belt | as confirmed with you |
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Example layout — not a real document

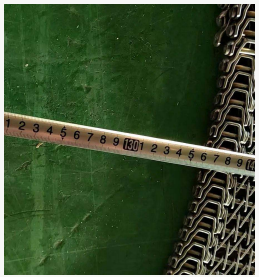
### Can the price change?

Only between estimated and formal, with each change marked.



### How are samples priced?

Samples and trial lengths are quoted for each project.



### Why ask so many sizes?

Fit depends on more than width; we list what is missing.




### Can you match a lower quote?

First check both quote the same belt — see page 6.

Projects: Waffle cooling spiral 2026, Malaysia 2026

**Ready for a quotation → page 12**

# Who you work with, and how each project runs.



**Spring Liu**

Sales Director · 16 years in metal conveyor belts

**WhatsApp +86 138 1487 2506**

**JBL Mesh Belt is a brand of Jin Bei Li Metal (Suzhou) Co., Ltd. — Suzhou, China, since 2015.**

1. Drawing or old belt reviewed before quoting
2. Sample or trial section confirmed before production
3. Readings and photos until delivery



**Reviewed: the buyer's old belt**



**Confirmed: sample against the original**



**Reported: turn test before shipment**

Projects: Waffle cooling spiral 2026, Australia 2023–2024, Malaysia 2026

Send details → page 12

# Ready for a quotation? Send these

## Needed for an estimated price.



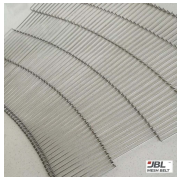
**1** Photos of your belt, with a tape or caliper



**2** Pitch, rod and width readings, or a drawing



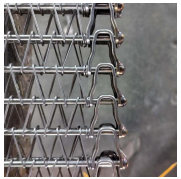
**3** Sprockets: supply them too?



**4** Total length and sections



**5** Destination port and trade term



**6** Trial length first, or full order?

**Send it on WhatsApp**

**+86 138 1487 2506**

**info@jblmeshbelt.com**

Your drawings and photos are used only for your project.

**Scan to chat**

Projects: Australia 2023–2024, Waffle cooling spiral 2026, Malaysia 2026

**Full quote checklist → What to Send for a Quote**

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# START A PROJECT WITH JBL

Engineering-Controlled Metal Conveyor Belt Partner

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## Send your drawing, old-belt photos or required dimensions.

We confirm the specification with you before the formal price.

### RELATED BOOKS

- What to Send for a Quote
- Payment & Payment Safety
- Packing & Export Protection
- Material & Food-Contact Documents

### GET IN TOUCH


| | |
|---|---|
| WhatsApp | **+86 138 1487 2506** |
| Email | **info@jblmeshbelt.com** |
| Websites | **www.jblmeshbelt.com \| www.jblmeshbelts.com** |


Scan to chat