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The following dialogs are phone conversations. The first dialog is about asking for bid information only, just to find out what prices are alike. The second is about asking for a real bid, and a contract will be awarded. In the third dialog, a loser is called to inform him the bidding went. Marsha is the manager and Bill the contractor.

Marsha: Hi, Bill. It's Marsha Black at MPPM Ltd. How are you?

Bill: Hello, Marsha, I haven't heard from you in a long time. I'm great, and you?

Marsha: Not too bad at all. Do you have a minute?

Bill: Sure, what can I do for you?

Marsha: We're getting ready to place our Christmas orders and we need to know about how much it's going to run this year. You know, so we can have the funds put aside.

Bill: I'm really busy right now. I got a lot on my plate. So this isn't an actual bid you want but just a ballpark figure?

Marsha: Right, a ballpark figure is fine, and slant it a little high if you have to.

Bill: Well, I can give you those figures now over the phone, is that okay? Or do you need them in writing?

Marsha: It's going to be shown to the Board so I need it in writing. Make all the prices subject to confirmation so you can't be held to them. How soon can I have it?

Bill: Is this another rush, dear? Did you forget and wait until the last minute again?

Marsha: Yeah, I'm afraid so. I really need your help here.

Bill: Well, just because it's you. Tomorrow, say around noon.

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