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Dear In the past twelve months you have purchased a considerable amount of merchandise from us , which pleases us greatly. Since you have never taken advantage of the 2% discount we offer for early payment , we thought that you might be unaware of just how substantial your savings could be. The savings on last years purchases alone would have amounted to \$ By paying us within 10 days of delivery , you can actually save 24% of the face amount of your average monthly bill over the period of a year. There are , in fact , firms who prefer to borrow funds to take advantage of this discount. Of course , you know what is best for your own business , but we want to be sure that you are aware of this savings factor. We would like to take this opportunity to thank you for the orders you have given to us over this past year and the promptness with which you have always paid. It is a pleasure doing business with your firm. 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com