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样信 1 Dear Sirs, Thank you for your letter dated May 1, 2004. We enclose a copy of new seasons catalogue, introducing many novelties 1 and some variations 2 on the lines 3 which were most popular last season. Perhaps you would be good enough to study the catalogue now and outline your requirements for the coming season. This would be of great assistance to us in adjusting our stocks to the requirements of our customers, and will ensure early deliveries. You will see that prices this season are slightly higher, but you will find that this is offset 4 by marked improvements in almost every line. We have completely reorganized the suppliers of our business and can confidently claim 5 to have supplies available from the leading manufacturers 6 in the country. Should our products be of interest to you, please let us know. A current price list is enclosed. Yours faithfully 样信 2 Dear Sirs, Reports from users all over the world confirm 1 what we already knew before the new famous WARRIOR tyre was put on the market---that it is the realization of every car-owners dream. The list of shortcomings 2 of the ordinary tyre must be well known to you: punctures, wall failure under sudden stress, lack of road grip on wet or greasy surfaces, to name the chief frumbles 3 of the ordinary motorist. We could tell you a lot more about the new WARRIOR but prefer 4 you to read the enclosed copies of reports from racing drivers, test drivers, ordinary motorists, motordealers and motor

manufacturers. Our terms of business are already known to you, of course, but to encourage you to lay in a stock of 5 the new tubeless WARRIOR, we will allow a special discount of 2% on any order received by the end of this month. A price list is enclosed for your perusal 6 . A good stock will enable you to take full advantage of the advertising campaign that we intend to run in your city in October. Our local agent is Wanghai who will be pleased to attend your requirements and to give you after-sales service. Yours truly 100Test

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