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https://www.100test.com/kao_ti2020/264/2021_2022__E5_A4_96_E8_B4_B8_E5_87_BD_E7_c85_264353.htm 20 January 2004 Kee & Co. , Ltd 34 Regent Street London , UK Dear Sirs : This time last year you placed an order for Type BS362 12-volt sealed batteries. This is a discontinued line which we had on offer at the time. We now have a similar product on offer , Type CN233. It occurs to us that you might be interested. A descriptive leaflet is enclosed. We have a stock of 590 of Type CN233 which we are selling off at GB £ 30 each. We can offer a quantity discount of up to 15% , but we are prepared to give 20% discount for an offer to buy the complete stock. We are giving you this opportunity in view of your previous order. We would appreciate a prompt reply , since we will put the offer out in the event of your not being interested. Yours faithfully , Tony Smith Chief Seller

先生：去年此时贵公司所订购的BS362型号12伏密封电池，现已停止生产。现有同类型产品CN233，存货共五百九十件，特惠价每件30英镑。贵公司如感兴趣，敬请参看随附的简介说明。大批订购可获八五折优惠，整批购入则可享八折特惠。为感谢贵公司以往惠顾，特此给予订购优惠。极盼立即回覆，如贵公司未欲订购，本公司亦能尽早另作安排。销售部主任 托尼.斯密思谨上 2004年1月20日 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