

外销员统考外贸英语试题与答案3 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/33/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E7_c28_33040.htm London Trading Co. Ltd.

(3) Outgoing Letter Dear Sirs, We ' ve received your letter of November 13 and your Order No. 333. Much to our regret, we can hardly accept your order at the prices you bid since the prices of raw materials have increased recently. We ' re afraid the best we can do is as follows:

Commodity	Unit Price (Per doz)	CIF London	Size	Quantity (doz)
Woman`s Nylon Garments	USD80.00		Small	15
Woman`s Nylon Garments	USD120.00		Medium	16
Woman`s Nylon Garments	USD160.00		Large	14

As to payment terms, we usually require letters of credit. However, in view of our long and pleasant relations, we will accept D/P 60 days this time. But it must be clearly understood that, in so doing, we are not establishing a precedent. We hope you will accept our prices and give us a reply as soon as possible. Yours faithfully,

(4) Incoming Letter Dear Sirs, Your letter of November 20, 1999 has been received. As we are anxious to finalize this transaction, we have been exerting ourselves to persuade our clients to accept your prices. Eventually, they have decided to accept. We are glad to have been able to conclude the business with you and await your sales confirmation. Yours faithfully,

(5) Outgoing Letter Dear Sirs, We ' re glad that your clients have accepted our prices, which are narrowly calculated. These goods will be packed in boxes of half dozen each and 10 dozen to a carton, and shipped in December from China port to London with

transshipment and partial shipments allowed. Insurance is to be covered by us against ALL Risks and War Risk for 100% of the invoice value. Enclosed is our Sales Contract No.116 signed in Beijing on 28th November, 1999 in duplicate, a copy of which please sign and return. Yours faithfully, CONTRACT

No. _____ SELLERS: BUYERS: This Contract is made by and between the Buyers and the Sellers, whereby the Buyers agree to buy and the Sellers agree to sell the under - mentioned commodity according to the terms and conditions stipulated below: Commodity

Size Quantity (doz) Price per doz CIF London Amount 100

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