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MENTS. IT STILL NEEDS PRICE ADVANTAGE IN ORDER TO OPEN UP A MARKET HERE. OTHERWISE IT CAN HARDLY COMPETE AGAINST THE ESTABLISHED BRANDS. IN VIEW OF THIS.OUR CUSTOMERS REQUEST YOU TO REDUCE YOUR ORIGINAL PRICE BY 10%. PLEASE CONSIDER THIS AND GIVE US A PROMPT REPLY. YOURS FAITHFULLY (SIGNED)

4.FILL IN THE CONTRACT FORM WITH INFORMATION GATHERED FORM THE FOLLOWING

CORRESPONDENCES:(15%) (1)DEAR SIRS

BEIJING,NOVERMBER 5,1999 THANK YOU FOR YOUR ENQUIRY OF OCTOBER 30 FOR WOMEN`S NYLON

GARMENTS.IN COMPLIANCE WITH YOUR REQUEST,WE HAVE ENCLOSED A PRICELIST AND AN ILLUSTRATED

BROCHURE. ALTHOUGH WE STILL HAVE CERTAIN

AMOUNT OF STOCK WE CAN HARDLY KEEP THEM FOR A LONG TIME BECAUSE OF THE HEAVY DEMAND.SAMPLES

WILL BE SENT ON REQUEST. WE ARE LOOKING FORWARD TO YOUR EARLY REPLY YOURS FAITHFULLY, BEIJING

GARMENTS IMP/EXP CORPORATION (2) INCOMING LETTER DEAR SIRS, MANY THANKS FOR YOUR

QUOTATION OF NOVEMBER 5 AND THE SAMPLES OF WOMEN`S NYLON GARMHEHTS.WE ARE SATISFIRED WITH

THE QUALITY AND PLEASED TO ENCLOSE OUR ORDER NO.333FOR SIZES MENTIONED IN YOUR LATEST CATALOGUE. WE NOTE THAT YOU CAN SUPPLY THESE ITEMS FORM STOCK AND HOPE YOU WILL SEND THEM BEFORE DECEMBER 31.OUR COMPANY WILL RESERVE THE RIGHT TO CANCEL THIS ORDER OR REJECT THE GOODS FOR ANY LATE ARRIVAL. FOR YOUR REFERENCE,WE WISH TO EFFECT PAYMENT BY D/P 60DAYS.PLEASE KINDLY LET US HAVE YOUR CONFIRMATION. 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](http://www.100test.com)