

商务英语300句Unit08DiscountandCommission 4 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/430/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_430320.htm A Specimen Letter

Letter One
Dear Sir: We have received your letter of Jan. 12th, regarding commission on the sale of the above-mentioned goods. As a rule, we usually grant 3% commission on this particular article. However, considering the difficulty you may meet with and your efforts in pushing sales of our products, we agree to raise your commission to 5%, in order to help you open the market at your end.
Yours faithfully,
释文先生：您一月十二日关于销售上述产品的佣金一信已收悉。通常对这种特殊商品，我们只给百分之三的佣金。然而，考虑到您可能遇到的困难和在推销我方产品中做出的努力，我们同意将佣金提高到百分之五以帮助开拓你方市场。

Letter Two
Dear Sir: Your letter of April 20th inquiring about the discount is to hand. As a rule, we do not grant any discount for small orders. However in regard to your order that is sufficiently large this time, we shall be pleased to give you a 6% discount, but this is not to be taken as a precedent. As you are perhaps aware, our lighters are good in quality and cheap in price. So it pays to purchase from us in large quantities. We shall welcome you to Beijing again and will do all we can to make your stay a pleasure one. We look forward to signing the contract with you at an early date.
With best regards.
先生：您四月二十日关于询问折扣问题的来函收悉。一般来说，对于小批量订货我们不给折扣。但考虑到您此次订货量够大，我们愿给百分之六的折扣，但以后不是以此为例。你方可能了解

到，我们的打火机价廉物美，所以向我们大量订购是合算的。欢迎您再来北京，我们将设法让您在这里过得愉快。我们盼望早日和您签订合同，顺此致意。 Substitution Drills1 Mr. Green, I ' d like to discuss the discount.I ' d like to talk about commission格林先生，我想与您讨论一下折扣问题。我想与您谈谈佣金问题。 2 How much discount do you intend to give us?commission你们打算给我们多少 折扣？佣金？ 3 It is very difficult for us to further lower our price.reducecut对于我们来说，再降低价格非常困难。折扣和佣金Business Representation 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