

商务英语300句Unit12TermsofPayment(四) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462844.htm A Specimen Letter

Dear sirs : We have received your letter of December 20th and noted with interest your intention of pushing the sale of our automobiles in your country. Although we are much appreciative of your efforts to help sell our automobiles, we regret being unable to consider your request for payment by D/A 60 days? sight. Our usual practice is to ask for sight L/C. However, in order to facilitate developing the sale of automobiles in your market, we are prepared to accept payment by D/P at sight as a special accommodation. We hope that the above payment terms will be acceptable to you and look forward to the pleasure of hearing from you soon. Yours faithfully, Manager

先生：十二月二十日来函收到，获悉你方有意在贵国推销我们的汽车。对此，我们很感兴趣。对你们为推销我方汽车所作的努力，我们甚为感激。但对你方要求以见票后六十天内承兑交单付款一事，我们很抱歉不能予以考虑。我们通常的做法是要求即期信用证付款。然而，为了促进我们的汽车在贵方市场上的销售，我方准备接受即期交单付款方式，以示特别照顾。希望你能接受上述付款条件，并盼早日收到回音。经理
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