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https://www.100test.com/kao_ti2020/475/2021_2022_2007_E5_B9_B4_E6_8A_A5_c67_475911.htm 建议用信用证付款

20 May
2000Kee & Co., Ltd
34 Regent Street
London, UK
Dear Sirs: We would like to place an order for 500 Irina 262 electric typewriters at your price of US\$300 each, CIF Lagos, for shipment during

July/August. We would like to pay for this order by a 30-day L/C.

This is a big order involving US\$150,000 and, since we have only moderate cash reserves, tying up funds for three or four months

would cause problems for us. We much appreciate the support you have given us in the past and would be most grateful if you could

extend this favour to us. If you are agreeable, please send us your contract. On receipt, we will establish the relevant L/C

immediately. Yours faithfully, Tony Smith
Chief Seller

先生: 本公司欲以贵公司报价条件，以每台300美元价格（拉哥斯到岸价），订购500台伊琳娜262型号电动打字机，于七至八月装运。

是项交易款额高达150,000美元，本公司只是适量现金储备，

占用资金三、四个月将造成麻烦，故建议以三十日有效期的

信用证付款。承蒙贵公司一向照顾，若能继续给予优惠，本

公司感激不忘。如同意上述建议，烦请赐寄合约，即开立信

用证。销售部主任托尼·斯密思谨上
2000年5月20日

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