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471. Our usual terms of payment are by confirmed, irrevocable letter of credit in our favour, reaching us one month ahead of shipment. 472. We proposed to pay by 30 d/s. 473. The terms of payment we wish to adopt are confirmed and irrevocable letter of credit. 474. We should like to advise you that payment by collection is acceptable. 475. We would prefer you to pay in US dollars. 476. According to the contract, after receipt of the preliminary shipping advice, you are kindly requested to open with the Bank of China the relative L/C in our favour within ten days. 477. Payment of the purchase is to be effected by an irrevocable letter of credit in our favour, payable by draft at sight in pounds sterling in London. 478. We don't accept payment in US dollars. Please conclude the business in terms of Swiss francs. 479. We require payment by L/C to reach us one month prior to the time of shipment. 480. We require immediate payment upon presentation of shipping documents. 481. Payment by irrevocable letter of credit is convenient for us and we shall draw a 60d/s bill in your bank. 482. We will draw you a documentary draft at sight through our bank on collection basis. 483. Our terms of payment are 30-day credit period, not 60-day credit. It's customary. 484. As usual, we should require of you an L/C to be issued through a first-rate bank. 485. It would be advisable for you to establish the covering L/C as early as possible enable us to effect shipment in due

time. 486. We propose paying by TT when the shipment is ready.

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