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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645081.htm 把外销员站点加入收藏夹 欢迎进入：2009年外销员课程免费试听 点击进入免费体验：百考试题外销员在线考试中心 更多信息请访问：百考试题外销员、百考试题论坛外销员

20 January 2004 Kee amp.F
Singapore. We telexed you this morning offering you 300 metric tons of polished rice at A\$2,400 per metric ton, C&.F Singapore, for shipment during March/April 2004. This offer is firm, subject to the receipt of your reply before 10 February 2004. Please note that we have quoted our most favourable price and are unable to entertain any counter offer. With regard to soybeans, we advise you that the few lots we have at present are under offer elsewhere. If, however, you were to make us a suitable offer, there is a possibility of our supplying them. As you know, of late, it has been a heavy demand for these commodities and this has resulted in increased prices. You may, however, take advantage of the strengthening market if you send an immediate reply. Yours faithfully, Tony Smith Chief Seller 先生:二零零四年元月十六日有关查询大米和大豆新加坡到岸价的电传已收悉。今日上午电传报价：精白米三百公吨，每公吨成本加运费新加坡到岸价为2400澳元。于二零零四年三或四月装运。以上实价需由贵公司于二零零四年二月十日前回覆确实。该报价为最优惠价，恕不能还价。本公司与客户正洽售一批大豆交易，若贵公司愿意报以适当买价，本公司乐意出售。近来该类产品需求热烈，令价格上涨。请贵公司把

握机会，尽早落实订单为盼。 销售部主任 托尼.斯密思谨上
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