

外销员外贸外语辅导：洽谈支付方式外销员考试 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645317.htm Negotiating Terms of Payment 洽谈支付方式 AMTRADE INTERNATIONAL PTY LTD. LVL2570ST KILDA ROAD MELBOURNE VIC 3004

AUSTRALIA Dear Sir or Madam, Re: Order No.AC253 for mens shirt We received your order No.AC253 with thanks. The price is in line with our market and the assortment is acceptable to us.We are writing to you to discuss the payment terms. We express our appreciation for your every dffort to push the sales of the products, but it is regretful that we can not accept your 60 days draft. Our business practice is confirmed and irrevocable L/C at sight draft. We are afraid there is no possibility for us to make any changes. Our products are in high quality and reasonable price, and enjoy high reputation in the local market, which make it easier for you to advertise .As you know well L/C is a reliable and safe method of payment for both parties. Furthermore, 60 days is too long for us to get payment. If you take our long friendly business relations into consideration, the payment by L/C at sight is acceptable to you. You may rest assured that your reply will receive our immediate attention.

Yours sincerely, China National Light Industrial Products Import

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