

外销员外贸外语辅导：如何否定回复还价信外销员考试 PDF
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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645490.htm 买方要还价，卖方不接受还价。它又该如何说服买方接受它的价格呢？我们看看下面这封对还价信的否定答复是怎么写的吧！ Dear Mr.

Carroll We were glad to learn from your letter dated July 24 that you like the quality and the designs of the captioned goods. As you know, we are operating in a highly competitive market in which we have been forced to cut our prices to the minimum. If it were not for a large order from you, one of our regular customers, we could not have quoted for our new brand supplies even at the ones you mentioned. After consulting with our manufacturer of "Double Circle" brand tubes and tires, we feel it necessary to point out that owing to the growing application of rubber in industry, the cost of raw material for making tubes and tires is rising rapidly. And in order to maintain a high image of the beat quality rubber products, new techniques being adopted for our new brand products have also added to higher prices. We appreciate how you are placed because of long-term contracts and wish we could help you, but unfortunately we cannot do so by lowering the quoted prices to the degree you suggested. Enclosed is our newly issued brochure and a recent report from one of our customers. We believe you will agree with the customers description: "The superior performance and the materials used justify their slightly higher prices." Being dealers in the field of rubber industry for more than twenty years, we feel confident that

the reliability and longevity of our "Double Circle" brand tubes and tires will definitely make your purchase a sound investment. Truly yours 欢迎进入：2010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：百考试题论坛外销员 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com