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class="mar10"> 把国际商务师站点加入收藏夹 欢迎进入：2009
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Equipment Ltd. 375 Jiefang Street, Tianjing 30000, China Tel :

(020) 200000 Fax : 2000001 September 12, 200# Norseman Vehicle

Building Ltd. 12 Nobel Street Stockholm, Sweden Dear Sirs : We

spoke to your representative, Mr. Bergman, at the international

Automobile Expo in Tokyo last week, and he showed us a number of
snowmobiles which you produce, and informed us of your terms

and conditions. We were impressed with the vehicles, and have
decided to place a trial order for ten of them, your Cat. No SM18.

The enclosed order, No.98918, is for prompt delivery as the winter
season is only a few weeks away. As Mr. Bergman assured us that you

could meet any order from stock, we have instructed our bank, Bank
of China, Tianjing Branch, to open a confirmed irrevocable letter of

credit for USD 108,000 in your favor, valid until December 1, 200#. Our bank informs us that credit will be confirmed by their agents,

Scandinavian Bank, Strindberg Street, Stockholm, once you have
contacted them, and they will also supply us with a certificate of

quality once you have informed them that the order has been made
up and they have checked it. You may draw on the agents for the full

amount of the invoice at 60 days, and your draft should be presented

with the following documents : Six copies of the bill of lading Five copies of the commercial invoice, c,i,f. Tianjin Insurance Certificate for USD 118,800(A. R.) Certificate of origin Certificate of quality} The credit will cover the invoices, discounting, and any other bank charges. Please fax us confirming that the order has been accepted and the vehicles can be delivered within the next six weeks. Yours faithfully QIAN Jin(Mr.) Purchase Department Encl. 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