

国际商务师业务外语辅导：拒绝寄样的信函国际商务师考试  
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把国际商务师站点加入收藏夹 欢迎进入：2009年国际商务师  
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试题论坛国际商务师 Dear Sirs , Firstly thank you for your

continuours supports in the past years,we wish both business  
snowballing in the coming years. As per the summing-up made by  
our financial department in the last half year,the statistics showed that  
we had a very heavy burden on sample cost,Just as you know,during  
the past years we supplied the small qty samples to our customer free  
of charge,in this way,we not only had to pay the samples cost in our  
factory,but also pay for the postage to express courier,such as  
UPS,Fedex,however,our profit is getting smaller and smaller,Under  
the above-mentioned situation,we find it is getting difficult to run  
business in this way.In order to solve this matter in a reasonable  
way,we hope our customer could help to share the cost by paying the  
postage,So could you please inform us your account number of UPS  
or Fedex or other express by return? So that we could send samples  
by your account number,while we will supply the samples which are  
free of charge in normal small quantity as before. We believe this will  
do favor to develop the business between us,most of our customers is  
doing in this way now,we sincerely hope it will be also workable to  
you.Please kindly comment the new way and advise us your A/C  
no.Thank you for your cooperation. Looking forward to hearing

from you soon. 100Test 下载频道开通，各类考试题目直接下载。  
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