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把国际商务师站点加入收藏夹 欢迎进入：2009年国际商务师课程免费试听 更多信息请访问：百考试题国际商务师、百考试题论坛国际商务师 20 May 2000 Kee & Co., Ltd 34 Regent Street London, UK Dear Sirs: We would like to place an order for 500 Irina 262 electric typewriters at your price of US\$300 each, CIF Lagos, for shipment during July/August. We would like to pay for this order by a 30-day L/C. This is a big order involving US\$150,000 and, since we have only moderate cash reserves, tying up funds for three or four months would cause problems for us. We much appreciate the support you have given us in the past and would be most grateful if you could extend this favour to us. If you are agreeable, please send us your contract. On receipt, we will establish the relevant L/C immediately. Yours faithfully, Tony Smith Chief Seller 先生: 本公司欲以贵公司报价条件，以每台300美元价格（拉哥斯到岸价），订购500台伊琳娜262型号电动打字机，于七至八月装运。是项交易款额高达150,000美元，本公司只是适量现金储备，占用资金三、四个月将造成麻烦，故建议以三十日有效期的信用证付款。承蒙贵公司一向照顾，若能继续给予优惠，本公司感激不忘。如同意上述建议，烦请赐寄合约，即开立信用证。销售部主任 托尼·斯密思谨上 2000年5月20日 100Test 下载频道开通，各类考试题目直接下载。

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