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业务外语外贸函电Making a Counter-offer范文模板

#ff0033> Making a Counter-offer
Gentlemen: Re : Bitter Apricot
Kernels 1999 Crop We are in receipt of your letter of August 14
offering us 60 metric tons of the captioned goods at RMB2,660 per
metric ton on the usual terms. In reply, we regret to inform you that
our buyers in Odense find your price much too high. Information
indicates that some parcels of Turkish origin have been sold there at a
level about ten percent lower than yours. We do not deny that the
quality of Chinese Kernels is slightly better, but the difference in price
should, in no case, be as big as ten percent. To step up trade, we, on
behalf of our buyers, counteroffer as follows ,subject to your reply
being received here by August 26, our time: “ 60 metric tons Bitter
Apricot kernels, 1999 Crop at RMB 2350 per metric ton on CIFC
2% Odense with transshipment at Copenhagen, other term as per
your letter dated 14/8/99 ” . As the market is declining, we
recommend your immediate acceptance. Yours truly, 相关推荐：

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