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业务外语外贸函电Supplier Refuses Price Reduction范文模  
板#f70938>Supplier Refuses Price ReductionDear Sirs, We have

carefully considered your counter-proposal of 20 July to our offer of  
woolen underwear, but very much regret that we cannot accept it.

The prices quoted in our letter of 18 July leave us with only the  
smallest margins, and are in fact lower than those of our competitors

for goods of similar quality. The wool used in the manufacture of  
THERMALINE range undergoes a special patented process, which

prevents shrinkage and increases durability, the fact that we are the  
largest suppliers of woolen underwear in this country is in fact in

itself evidence of the good value of our products. We hope you will  
give further thought to this matter, but if you then still feel you

cannot accept our offer we hope it will not prevent you from  
approaching us on some future occasion. We shall always be happy

to consider carefully any proposals likely to lead to business between  
us. Sincerely yours, 相关推荐：#0000ff>2011年国际商务师考试

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