

Dear Client,

Here are our latest **QuickNews!** As you will see, they include valuable information that may benefit you greatly with your next multilingual projects.

For instance, here is a **10% voucher to be used on your next translation order!** Please mention the Voucher Number when you contact your WordExpress Team.

Voucher N° 101002	10% Seasonal Discount on one translation project
Only valid from 10/15/02 to 12/15/02	

Today's Topic: **Are you Claiming all your Discounts?**

by Muriel Redouté, Marketing Manager at WordExpress Corporation

In the course of the last year, WordEXpress has introduced several discounts. Although we usually draw your attention to the applicable discounts when you place your order, you may wish to make sure that you receive all your discounts. This chart will help you claim your discounts:

<u>Discount</u>	<u>Size</u>	<u>Qualification</u>
1. Yearly	10 – 25 %	Volume of 25,000 to 1 million words per year
2. Volume	5+ %	Volume of 5,000+ words on a specific project
3. Seasonal	10 %	Referral to our seasonal voucher number
4. Registration	5 %	Registration on our website wordexpress.net
5. Reference	5 %	WordEXpress reference in certain projects

Let me give you a bit more information on how these discounts work:

The **yearly discount** (#1) cannot be combined with any other discount. A yearly cooperation agreement has to be established before the discount applies.

The **seasonal discount** (#3) and the **registration discount** (#4) cannot be combined.

The percentage of the **volume discount** (#2) increases with the size of the project.

The **seasonal discount** (#3) applies to the projects, services and time periods specified on our vouchers. Clients and prospective clients who have registered on our website receive these vouchers in our QuickNews.

The **reference discount** (#5) is extended for including a WordEXpress reference line in certain published material.

The **yearly discount** (#1) and the **registration discount** (#4) apply to all your projects once you qualify.

No discounts are granted on our minimum rates.

Feel free to ask me for any further details on how you can qualify!

Upcoming Topics: Do I Need to Edit and Proofread the Translation?

How Do I Avoid Paying Minimum Fees?

Computer Translations – Pros and Cons

Please send us your feedback or suggestions for future topics!