

理工类英语完形填空（十二）PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/128/2021\\_2022\\_\\_E7\\_90\\_86\\_E5\\_B7\\_A5\\_E7\\_B1\\_BB\\_E8\\_c91\\_128044.htm](https://www.100test.com/kao_ti2020/128/2021_2022__E7_90_86_E5_B7_A5_E7_B1_BB_E8_c91_128044.htm) Brokers Brokers neither physically handle products being distributed nor work on a continuing \_\_1\_\_ with their principals. \_\_2\_\_, a broker is an independent wholesaling middleman that brings buyers and sellers together and provides market information to either party. Most brokers work for sellers, \_\_3\_\_ a small percentage represent buyers. Brokers have no authority to set prices. They simply negotiate a sale and leave it up to the seller to accept or \_\_4\_\_ the buyers offer. They also furnish considerable market information \_\_5\_\_ prices, products, and general market conditions. Because of the limited services provided, brokers receive relatively small commissions-5 percent or less. \_\_6\_\_, brokers need to operate on a low-cost basis. Food brokers \_\_7\_\_ buyers and sellers of food and \_\_8\_\_ general-merchandise items to one another and bring them together to complete a sale. They are well \_\_9\_\_ about market conditions, terms of sale, sources of credit, price setting, potential \_\_10\_\_, and the art of negotiating. They do not actually provide credit but sometimes store and deliver goods. Brokers also do not \_\_11\_\_ goods and usually are not allowed to complete a transaction \_\_12\_\_ formal approval. Like other brokers, food brokers generally represent the seller, who pays their commission. Food brokers, \_\_13\_\_ manufactures agents, operate in specific geographic locations and work for a limited \_\_14\_\_ of food producers within these areas.

Their sales force calls on chain-store buyers, store managers, and institutional purchasing agents. Brokers work \_\_15\_\_ with advertising agencies. The average commission for food brokers is 5 per cent of sales.

EXERCISE:1. A) basic B) basical C) basically D) basis  
2. A) Instead of B) Instead C) So D) Therefore  
3. A) for example B) as a result C) since D) although  
4. A) raise B) take C) reject D) lower  
5. A) regards B) in relation C) with regard D) regarding  
6. A) However B) Therefore C) For instance D) Because  
7. A) introduce B) to introduce C) take D) bring  
8. A) relating B) relate C) to relate to D) connected with  
9. A) informed of B) informing C) known D) informed  
10. A) sellers B) people C) buyers D) agents  
11. A) take title to B) take title of C) have title of D) give the title to  
12. A) with B) have C) in the possession of D) without  
13. A) alike B) like C) resemble D) look like  
14. A) number B) sum C) amount D) quantities  
15. A) close B) loose C) closely D) closer

Key: DBDCD

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