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[https://www.100test.com/kao\\_ti2020/33/2021\\_2022\\_\\_E5\\_A4\\_96\\_E9\\_94\\_80\\_E5\\_91\\_98\\_E7\\_c28\\_33043.htm](https://www.100test.com/kao_ti2020/33/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E7_c28_33043.htm) 21. We find that there is no stipulation of transshipment \_\_\_\_\_ in the relative L/C. A allowing B which allows C which allowed D being allowed 22. After unpacking the case we found that the goods did not \_\_\_\_\_ with the original sample. A match B come up C agree D measure 23. If the first shipment \_\_\_\_\_, we guarantee that we will send you many repeat orders. A will prove satisfactory B proves satisfactory C turns out a satisfaction D turns out to be satisfied 24. It is necessary that an arbitration clause \_\_\_\_\_ in the contract. A will be included B must be included C be included D has been included 25. Please see that your written confirmation \_\_\_\_\_ by the end of this month. otherwise we will be free from the obligation for his offer. A reaches us B will reach us C reach us D reached us III. Translate the following into an English letter in a proper form (20%) 写信人：新路华贸易有限公司，地址：中国上海，兴达路999号金星大厦（Golden Star Mansion）33层 收信人：James Brown & Sons, 由日用品部（Daily Articles Dept）办理 地址：#304- 310 Jalan Street, Toronto, Canada 日期：2000年6月30日 内容：感谢你6月15日的来函的样品。特告知，我方客户对你样品的试用结果非常满意，但现在仍有些犹豫。经与同类货物作仔细比较，我们发现你方报价有点高。当前的洗发精（Shampoo）市场充斥着各种各样的品牌，象Rejoice, Pond's等优质产品很容易买到。而且这些品牌都已得到我地市场的认可。就洗发精而言

，很多消费者不愿接受新产品。、你方产品作为新品牌，最大的卖点将是它的护发（hair care）功能；质量上虽然已经达到客户要求，但要想在我地市场打开销路，必须还要具备价格优势，否则是很难与一些老牌产品竞争的。鉴于此，我方客户建议将原报价减10%。请考虑并作及时答复。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)