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们专门经营……出口，愿与你们进行交易。 Our lines are mainly …… 译文：我们的主要业务是……。 We have been in this line of business for many years. 译文：我们经营这项业务已有多多年。 The purpose of this letter is to explore the possibilities of developing trade with you. 译文：本信目的是探索与你们发展贸易的可能性。 We are willing to enter into business relations with your firm on the basis of equality, mutual benefit and exchanging what one has for what one needs. 译文：我们愿在平等互利、互通有无的基础上与你公司建立业务关系。 We wish to establish friendly business relations with you to enjoy a share of mutually profitable business. 译文：我们愿与你们建立友好业务关系，分享互利的交易。 We wish to enter into direct negotiation with you with a view to introducing your special lines in our market. 译文：盼直接洽谈，以便将你公司特种经营商品引进我地市场。 We are interested in the possibility of establishing sources of supply of …… from the People ' s Republic of China. 译文：我们有意向中华人民共和国寻求……供应来源的可能性。 We advise you to make use of our experience and special knowledge on trial. 译文：建议试试利用一下我们的经验和专门知识。 We trust that our experience in foreign trade and intimate knowledge of international market conditions will entitle us to your confidence. 译文：相信我公司的对外贸易经验以及对国际市场情况的熟悉，可能使我们有资格得到你们的信任。 Being closely connected with reliable wholesalers here, we shall be able to do considerable import business with you. 译文：我公司与此地可靠的批发商有密切联系，能与你公司作可观的进口业务。 We are able to quote you very

advantageous terms. 译文：我们能开报十分优惠的条款。

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