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[https://www.100test.com/kao\\_ti2020/453/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_453411.htm](https://www.100test.com/kao_ti2020/453/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_453411.htm) Words and

Expressions bid [bid] 出价 tunnel driller 地道钻孔机 technical data 技术资料 shipping marks 唛头 dampness 潮湿，湿气 moisture [5mCistFE] 水分，湿气 rust [rQst] 锈 leeway [5li:wei] 余地 corrugate [5kCru^eit] 成波状，使起皱 unsettled [5Qn5setld] 未解决的 cardboard [5kB:dbC:d] 硬纸板 stow away 理舱，把货物堆放好 bind [baind] 束缚，约束 Notes 1. take the initiative 采取主动，带头 2. bridge the gap 弥合差距，实际是 reach an agreement on price 3. get the ball rolling 推动（把这笔交易往前推动），即开始 4. The ball is in your court. 轮到你了。 5. take another step down 再减一次价 6. can't stand 经不住（受不了） 7. We have no alternative but to..... 我们没有别的办法，只好..... 8. come to a successful conclusion 圆满结束 9. make this an exception 就这次破例 10. with an eye to 考虑到 11. presentation and negotiation the seller presents the shipping documents to the negotiating bank to negotiate his draft for the goods shipped. 卖方向议付行提交运输单据办理议付手续，取得出口货物的贷款。 12. Council for Promotion of International Trade 国际贸易促进委员会 13. There will be no occasion for arbitration at all. 根本没有必要进行仲裁。 14. The deal has come off nicely. 这笔交易圆满成功了。 15. That suits me fine. 我没有问题。 16. carton or no carton 不管用不用纸箱 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)