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[https://www.100test.com/kao\\_ti2020/470/2021\\_2022\\_1993\\_E5\\_B9\\_B4\\_E5\\_A4\\_96\\_c67\\_470172.htm](https://www.100test.com/kao_ti2020/470/2021_2022_1993_E5_B9_B4_E5_A4_96_c67_470172.htm) . Translate the following: (10%)

1. From English to Chinese: (5%) 1) Sales by trade mark or brand \_\_\_\_\_ 2) Conditioned weight \_\_\_\_\_ 3) Neutral packing \_\_\_\_\_ 4) Foul B/L \_\_\_\_\_ 5) Weight memo \_\_\_\_\_ 6) Particular average \_\_\_\_\_ 7) D/D (Demand Draft) \_\_\_\_\_ 8) Arbitral award \_\_\_\_\_ 9) Sole agency \_\_\_\_\_ 10) Commodity Exchange \_\_\_\_\_

2. From Chinese to English: (5%) 1) 货交承运人 (.....指定地点) \_\_\_\_\_ 2) 港口附加费 \_\_\_\_\_ 3) 免赔额 (率) \_\_\_\_\_ 4) 双边贸易 \_\_\_\_\_ 5) 包销 \_\_\_\_\_

. Choose the correct answer: (20%) 1. We \_\_\_\_\_ your letter of Nov. 3 asking us to make a quotation. a. go over b. have read c. refer to d. check up 2. Because of the \_\_\_\_\_ nature of the agreement, I was reluctant to discuss with him in office. a. confidential b. delieate c. secret d. sophisticated 3. A 3% discount will be granted only \_\_\_\_\_ your order exceeds US \$ 12,000. a. depends on b. for condition that c. on condition that d. subject to 4. As requested, we are sending you by airmail the samples of men ' s shirts, \_\_\_\_\_ you will find them satisfactory. a. hope b. to hope c. hoping d. hopefully 5. \_\_\_\_\_ compensation trade, we mean to pay for your machines with articles produced. a. With b. Of c. By d. For 6. The two firms agreed to \_\_\_\_\_ a joint venture in China. a. embark on b. intend c. engage d. enter into 100Test 下载频道开通

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