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[https://www.100test.com/kao\\_ti2020/497/2021\\_2022\\_\\_E6\\_A8\\_A1\\_E6\\_8B\\_9F\\_E8\\_AF\\_95\\_E9\\_c85\\_497450.htm](https://www.100test.com/kao_ti2020/497/2021_2022__E6_A8_A1_E6_8B_9F_E8_AF_95_E9_c85_497450.htm) I. Multiple Choices :

1. The goods you delivered are below the standard we expected the sample. a)from b)to c)on d)in 2. We are sorry for our mistake in the number, resulted your receiving the wrong goods. a)that...of b)this...from c)which...in d)it...as 3. To our regret, the case contains only 10 forks instead of 12 the invoice. a)entered on b)entering on c)enter on d)which enter on 4. It is most essential that the delivery punctual, otherwise our summer sale cannot be carried out. a)will be b)would be c)has been d)should be 5. Although the quality of these goods is not up to that of our usual line, we are prepared to accept the goods if you the price, say 15%. a)reduced b)will reduce c)have reduced d)are reduced 6. We think the best procedure will be to by an expert, and we are arranging for this to be done. a)have examined the pieces b)have the pieces examined c)examine the pieces d)have the pieces examination 7. You will understand that your delay in the circumstances us a right the damages caused. a)leaves...to demand for b)leaves...to make up for c)gives...to sue for d)gives...to ask for 8. None of the articles in this case is of any use to us, and we hold them your disposal your instructions. a)for...waiting b)by...awaiting c)under...depending d)at...pending 9. Case No.11 was found to be 3 packages . a)too short b)shortage c)to shorten d)short 10. We appreciate your offer to keep the goods wrongly delivered, and we are ready to allow 10% the invoice price. a)in b)by c)off d)at II.

Identify and correct the error in each sentence : 1. When compared the goods received with the sample, we find that the color is not the same. 2. We cannot accept the goods as they are not the shape we ordered. 3. We are unable to supply our customers to the products received from you. 4. Our shipping agents will collect the case to deliver to another customer. 5. When checking the goods received, we find that some items on your invoice have not contained. 6. Fifteen trays entered on the invoice, but there are only twelve in the case. 7. You have not sent us all the goods we ordered: the following are missed. 8. Should you fail in your obligations, we shall be compelling to cancel the order 9. When the goods arrived, we noticed a shortage in weight totals 225 lbs. 10. As your complaint does no agree with the results of our test, we suggest that another thorough examination is conducted by you to show whether there is any ground for claim.

III. Fill in the blanks with the proper words :  
Dear Sirs, When we 1 delivery of the carpet you supplied to our Order No.1157 this morning, we noticed 2 one of the outer edges of the wrapping had been worn through 3 may be due to friction in transit. 4 taking off wrapping, we 5 that the carpet itself was soiled and slightly frayed at the edge. 6 this is the second time in two months we have had cause to write to you about the same matter, we think it necessary for 7 to take special precautions 8 friction when sending carpet 9 ship and we hope 10 things would not happen in handling our future orders. The present carpet is usable, but because of its condition we cannot offer it for 11 at the normal 12 and suggest that you make us an allowance of 10% on the invoiced 13 This is the

amount by 14 we propose to reduce our selling price. If you cannot do so, I am afraid we shall have to return the carpet 15 replacement.

Yours truly, IV. Put the following English into Chinese : 1. come up to 2. check the matter up 3. brand-new 4. under such circumstances 5. color deviation 6. in proof of 7. maximum concession 8. make a minute investigation V. Put the following sentences Chinese : 1. According to contract stipulations, we are not liable for the damage, but, as there was evidence of rough handling on our part, we are willing to allow you half the amount of your claim. 2. Such color deviation existing between the products and the samples is normal and permissible. therefore, the compensation claimed is impracticable. 3. The goods, though not the very ones you ordered, are of good quality and in attractive designs, and we think you can sell them out at our price. 4. Without actual sample in proof of the defect we cannot make a minute investigation. Therefore, Please send us a sample without delay. 5. This is the first time in all our dealings with you that any mistake has occurred. We hope you will do all that you can to remedy the trouble. 6. We regret to have to return these goods and shall be glad if you will substitute the right goods for them as early as possible. 7. As the demand for these goods is seasonal, we shall be forced to cancel this order unless we can immediate shipment. 8. We thank you for your letter of the 14th May together with the report showing that the defective goods were 20% of the lot. 9. Frequent complaints have been received from our customers to the effect that the pens leak and will not write without blotting. 10. This is the maximum concession we can afford. Should

you not agree to accept our proposal, we would like to settle by arbitration. 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)