

商贸英语基础会话之代理洽谈Agency商务英语考试 PDF转换  
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[https://www.100test.com/kao\\_ti2020/596/2021\\_2022\\_\\_E5\\_95\\_86\\_E8\\_B4\\_B8\\_E8\\_8B\\_B1\\_E8\\_c85\\_596268.htm](https://www.100test.com/kao_ti2020/596/2021_2022__E5_95_86_E8_B4_B8_E8_8B_B1_E8_c85_596268.htm) Agency -I would like to discuss with you the problem of agency for your slippers. -Wed like to sign a sole agency agreement with you on your slipper for a period of three years. -We appreciate your effort in pushing the sale of our slippers. -My proposal is: Plastic slippers of all sizes, 50,000 pairs annually in your market. -Dont you think this annual turnover for a sole agent is rather conservative? -With the sole agency in your hand, you could easily control the market. -The total amount of your order last year was moderate, which does not warrant an agency appointment. -We will increase our turnover if you appoint us as your sole agent. -What is the total annual turnover you could fulfill? -Our suggestion to you, as a preliminary step, is to do a little research in the market. -Do you mean to say you refuse us the agency? -Im afraid we cant agree to appoint you as our sole agent because the annual turnover you promise is too low. -As your agent, well make great efforts to push the sales of your products. -We buy and sell merchandise and, at the same time, act as agent. -We can still carry on our business relationship even without a sole agency agreement. -Wed like to renew our sole agency agreement for another 2 years. -Youve done very well in fulfilling the agreement. -Weve spared no effort and spent quite a sum of money in pushing the sales of your products. -I think the annual sale of 300 pianos for a sole distributorship in Canada is rather conservative. -Im sure that you

can sell more this year in light of the market conditions at your end.  
-What annual turnover would you suggest for the new agreement then? -Shall we put it at 450 pieces? -For every pieces sold in excess of the quota, Well give you 1% additional commission. -As our sole distributor, you are not expected to handle the same or similar products of other origins. -We would like to receive from you every six months a detail report on current market conditions and the users comment on our products. Glossary Agency 代理 sole agency 独家代理 slippers 拖鞋把百考试题外语站加入收藏夹 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)