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https://www.100test.com/kao_ti2020/62/2021_2022_2006_E5_B9_B4_E8_80_83_c40_62380.htm 拒绝对方做独家代理的要求

Dear Mr. Jones: Thank you for your letter of 15th September. As we are now only at the get-acquainted stage, we feel it is too early to take into consideration the matter of sole agency. In our opinion, it would be better for both of us to try out a period of cooperation to see how things go. Also, it would be necessary for you to test the marketability of our products at your end and to continue your efforts in building a larger turnover to justify the sole agency arrangement. We enclose our latest pricelist covering all the products we handle within the framework of your specialized lines. We look forward to hearing from you.

Sincerely, 指定对方为独家代理

Dear Mr. Jones: We have received your letter of the 15th and are impressed with the proposal you make. We are pleased to tell you that we have decided to entrust you with the sole agency for our Embroideries in the territory of Sweden. The Agency Agreement has been drawn up for a duration of one year, automatically renewable on expiration for a similar period unless a written notice is given to the contrary. Enclosed you will find a copy of the draft. Please go over the provisions and advise us whether they meet with your approval. We shall do all in our power to assist you in establishing a mutually beneficial trade.

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