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https://www.100test.com/kao_ti2020/636/2021_2022_2008_E5_B9_B4_E6_8A_A5_c27_636014.htm 1 I can show you other quotations that are lower than yours. 我可以把比贵公司报价低得多的价目表给你看看。 2 When you compare the prices, you must take everything into consideration. 当你比较价格时，首先必须把一切都要考虑进去。 3 I can assure you the prices we offer you are very favorable. 我敢保证我们向你提供的价格是合理的。 4 I dont think youll have any difficulty in pushing sales. 我认为你推销时不会有任何困难。 5 But the market prices are changing frequently. 但是市场价格随时都在变化。 6 Its up to you to decide. 这主要取决于你。 7 The demand for our products has kept rising. 要求订购我们产品的人越来越多。 8 How long will your offer hold good? 一般你们报盘的有效期是多久? 9 We have new methods like compensation trade and joint ventrue. 我们有补偿贸易和合资经营。 10 I think a joint venture would be beneficial to us both. 我认为合资经营对双方都是有利的。 11 Please give us your proposal if youre ready for that. 如果你们愿意做合资经营，请提出你的方案。 12 Here is our contract. 这是我们的合同。 13 Please go over it and see if everything is in order 请过目一下，看看是否一切妥当。 14 Dont you think we should add a sentence here like this? 难道你不觉得我们应该在这儿加上一句话? 15 If one side fails to observe the contract, the other side is entitled to cancel it. 如果一方不履行合同协议，另一方有权终止合同。 16 The loss for this reason should be charged by the side breaking the

contract. 造成的损失必须由毁约方承担。 17 Do you have any comment on this clause? 你对这一条款有何看法? 18 No wonder everyone speak highly of your commercial integrity. 难怪大家都极为推崇你们的商业信誉。 19 It is our permanent principle that contracts are honored and commercial integrity is maintained. 重合同、守信用是我们的一贯原则。 20 Anything else you want to bring up for discussion. 你还有什么问题要提出来供双方讨论的吗? 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