

《商务英语口语900句》Unit 15:代理条件和要求商务英语考试
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https://www.100test.com/kao_ti2020/644/2021_2022__E3_80_8A_E5_95_86_E5_8A_A1_E8_c85_644444.htm Unit Fifteen 代理条件

和要求 Part one 411. We can ' t give you exclusive agency of the whole European market without having the slightest idea of your possible annual marketing turnover. 在一点都不了解贵方能做得到的年销售额的情况下，我方无法给你们整个欧洲市场的独家代理权 412. Before we know your sales volume ,your plan for promotion and import license ' s conditions, it is rather difficult for us to consider your proposal. 在了解贵方的销售额、促销计划以及进口许可的情况之前，我方很难考虑贵方的建议 413. We have noted your quest to act as our agent in your district, but before going further into the matter, we should like to know more about your market. 我方已获悉贵方要在你们的地区做我方代理的请求，但在进一步研究此事前，我方想更多地了解贵方的市场情况 我要收藏 414. To enable us to make further study of your proposal, would you please let us know as early as possible the sales prospects of the item in your market ,your program in detail, your business organizations in various districts and their activities. 为了使我方更好地进一步研究贵方的建议，请贵方尽快告诉我方该产品在贵方市场上的销售前景，详细计划，各地区的销售组织以及工作情况 415. Unless you increase the turnover we can hardly point you as our sole agent. 如果贵方不提高营业额的话，我方很难委托贵方作为我方的独家代理 416. If you can push the sales successfully for the next 6 month we may appoint you as our

agent. 如果下半年贵方能成功地推销我方产品的话，我方也许可以委托贵方为我方的代理 417. We feel it would be better to consider the matter of agency after you've done more business with us. 我方认为最好在贵方同我方增加贸易以后再考虑代理的问题 418. To be our agent you need to increase your annual turnover. 要做我方的代理，贵方需要提高你们的年销售额 419. To be our agent you are requested to push your sales of our product effectively. 要做我方的代理，请贵方有效地推销我方的产品 420. We hope you will do your best to push the sale of our products. 我方希望贵方能尽力推销我们的产品 421. To facilitate the extension of sales, you must advertise our products by means of TV and newspapers. 为了扩大销售，贵方必须通过电视和报纸为我们的产品做广告 422. We hope that you will redouble your efforts in your sales pushing. 希望贵方在推销方面加倍努力 423. To be our agent your minimum annual turnover should be at least 8000 cents. 要做我方的代理，贵方每年的营业额至少是8000美分 424. If you could agree to terms, we would point you as our sole agent. 如果贵方同意我方条款，我方将指定贵方作为我方的独家代理 425. If terms are workable, we think you will be just the firm we would like to have to represent us. 如果条款可行的话，我方认为贵方就是我方要委托的代理公司 426. If you wish to work for other firms as well, You must obtain our permission first. 如果贵方希望能同时成为其他公司代理的话，必须事先获得我方的许可 427. To be our sole agent you should not sell similar products from other manufacturers without our prior approval. 作为我方的独家代理，未经我方事先同意，贵方不可以同时经

销其他厂商的同类产品 428.As our agent , you should not sell products of similar characteristic from other maker ' s .We must make that very clear. 作为我方的代理 , 贵方不可以经销其他厂商的同类产品 , 这一点我方必须说清楚 429.As our sole distributor ,you will neither handle the same or similar products of other regions nor re-export our goods outside to any other region outside your own. 作为我方的独家经销商 , 贵方既不可以经销其他货源地的同类或类似产品 , 也不可以将我方产品重新出口到其它地区 430.During the validity of the agency agreement you should not handing any other foreign products of the same line and competitive types. 在代理有效期内 , 贵方不得经营任何其它同类和具有竞争性的国外产品 431.Every six months, we ' d like to receive from you a detailed report on current market conditions and user ' s comments on our products. 我方希望每6个月收到贵方一份关于现行市场状况和客户对我方产品评价的详细报告 432.Your market report should show how big demands for our products is in your market. 贵方的市场报告应该表明我方产品在贵方市场上的需求量有多大 433.The market report should include the trend of the development of the market , upward or downward. 市场报告应该包括市场发展的趋势 , 上升或下降 434.We ' d like you to send us your sale ' s statistics every six months instead of every year. 我方希望贵方能每半年向我方通报一次贵方的销售统计数字 , 而不是一年一次 435.As our agent you should send us your market report regularly at least once every three month. 作为我方的代理 , 贵方应该经常通报市场报告 , 至少每个季度一份 436.At the beginning of the sales promotion

you have to try every means to overcome sales difficulties. 在促销初期，贵方一定要用尽一切办法克服销售方面的困难 437.To effectively promote sales , your way of doing business should always comply with the constantly changing circumstances. 为了有效的促销，贵方应该随着不断变化的市场环境来调整经营策略 438.During the agency please pay close attention to the consumer ' s comments on our products. 在代理阶段，请贵方密切关注消费者对我方产品的评价 439.You are under obligation to display optimum samples of the products during the duration of the agency. 在代理期间，贵方有责任陈列适当的产品样品 440.We hoped that you will strictly observe all the terms and condition of the agency agreement. 希望贵方能严格遵守代理合同中的所有条款

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