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[E9_94_80_E5_91_98_E5_c28_645250.htm](https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645250.htm) 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, 欢

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