

**翻譯以下句子：**

1. 如果你方價格有競爭力的話，我們將向你方發出訂單。
2. 你方產品在我市場上沒有競爭力。
3. 我們必須在產品的質量方面與其它企業競爭。
4. 為了使我們能適應競爭，你方必須報盡可能低的價格。
5. 支付條件方面，我方要求保兌的、不可撤消的信用證。
6. 我們相信你們對所附文件會感興趣。
7. 隨函附上一份我方目前可供之貨的目錄單。
8. 我們公司經營化工產品的進出口業務。
9. 你方最近致我總公司的函已經轉給我方辦復。
10. 我們同意你公司的交易條件。
11. 現在不是銷貨的有利時機。
12. 根據我方在美國市場銷售該產品的經驗，我們相信這些產品將很快在你方市場上成為暢銷貨。
13. 詳情請洽我們當地的分支機構。
14. 為使你方了解我公司產品，我們今晨寄去兩件樣品供參考。
15. 請你方對此報價認真考慮。
16. 我們有幸自薦，以期與貴公司建立業務關係。
17. 從 A 公司處得知你公司名稱及地址，我們非常樂意與貴方建立貿易關係。
18. 若你方儘早回復，我方將不勝感激。
19. 我們與 B 公司有兩年的交往。
20. 請提供你公司 C 產品的各種詳情規格，並告知付款條件及折扣率。

## Reference Key:

1. If your price is competitive, we will place an order with you.
2. Your product has no competitive capacity in our market.
3. We should compete with other enterprises in the quality of the products.
4. To enable us to meet competition, you must quote the lowest possible price.
5. Regarding the terms of payment, we require confirmed and irrevocable letter of credit.
6. We believe you will find the enclosed interesting.
7. We are sending you under cover a catalog covering the goods available at present.
8. Our company deals with the import and export of chemical products.
9. Your letter addressed to your Head Office has recently been forwarded to us for attention and reply.
10. We are favorable to your terms and conditions of this transaction.
11. The time is not favorable for the disposal of the goods.
12. Judging from our experience in marketing our products in the United States, we are rather confident that they will soon become quick-selling products in your market.
13. For more/further details, please contact our local office.
14. In order to acquaint you with our products, we airmailed you two samples this morning.
15. We shall appreciate your giving this quotation (your) serious consideration.
16. We have the pleasure to introduce ourselves to you with a view to building up business relations with your firm.
17. On the recommendation of A company, we have learnt with pleasure the name and address of your firm and shall be glad to enter in business relations with you.
18. We should be pleased (highly appreciate it) if you would respond to our request at your earliest convenience.
19. We have been in contact with B company for two years.
20. Please submit full specifications of you C products together with the terms of payment and discount rate.