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https://www.100test.com/kao_ti2020/261/2021_2022__E5_95_86_E5_8A_A1_E5_85_AC_E5_c67_261096.htm 合同经双方签字后，就成为约束双方行为的法律性文件，有关各项条款，合同双方都必须遵守和执行。 Dialogue A: I made a very close study of the draft contract last night. 昨晚我仔细审阅了合同草案。 B: Any questions? 有什么问题吗？ A: Yes. There are a few points which I ' d like to bring up. First, the packing it ' s stipulated in the contract that all the machine parts should be packed in wooden cases. This can be done with the machine parts, but it ' s impossible to pack a truck base like that. 有，有几点我想提一下。首先，是包装。合同规定机器零件用木箱包装。机器零件可以，而汽车底座用木箱包装则是行不通的。 B: I see. 我明白了。 A: Second, about the terms of payment. Your draft contract says that payment is to be made by D/P. This is not our practice. We prefer to have the payment made by L/C through a negotiating bank in France. 第二点是付款的有关条款。你们的合同草案规定付款方式为付款交单。我们不这么做。我们希望经法国的一家议付银行用信用证付款。 B: And... 还有... A: And the third point is about arbitration. It ' s stipulated that arbitration shall take place in China. In all our past contracts signed with you, it was stipulated that arbitration took place in a third country. 第三点有关仲裁。合同规定仲裁应在中国进行，在我们过去和你们签订的所有合同中都规定仲裁在第三国进行。 B: Yes, that ' s right. 对，是这样。 A: But how is it that this time you wish to have it carried out in

China? 那么，为什么这次你们希望仲裁在中国进行？ B: Shall we take up the matter point by point? 我们逐点研究一下，好吗？ A: That ' s a good idea. 太好了。 B: Now, the first point is about packing. We agree to a different packing for the truck. 首先，第一点，有关包装，我们同意汽车底座换用不同的包装。 A: This can easily be done. 这很容易做到。 B: Second, we agree to pay by L/C. 第二，我们同意用信用证付款。 A: Thank you. 谢谢。 B: As for arbitration, in our dealings with many countries, arbitration is to be carried out in China. The Arbitration Commission of CCPIT enjoys a high prestige among friendly companies. Personally I hope you ' ll accept this clause. Further more, the disputes that have arisen from our business transaction were all settled through friendly consultations. Very rarely was arbitration restored to. 至于仲裁，在我们和许多国家的交往中，仲裁都在中国进行。中国贸促会的仲裁委员会在各友好公司中享有崇高的声誉。从我个人来讲，我希望你们接受这一条款。此外，我们生意中出现的争端均通过友好协商解决了，很少进行仲裁。 A: I see. OK. The new arbitration clause is acceptable. Is there anything else? 我明白了，新的仲裁条款可以接受，还有别的吗？

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