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このテキストはデモサイトの一部なので、実際の
スクリプトの一部を抜粋したものになっています。

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SIM 訳、SIM 音読テキスト

Topic: Final Negotiation -1-

最終交渉 - 1 -

Mr. Nakanishi: Our legal department has approved

弊社法務部が承認しました

the memo of understanding,

覚書を

but there are still some problems.

しかしまだ問題が残っています。

The three-year term is okay,

3年の期間は問題ありません

but sixty days is too short

しかし 60 日というのは短かすぎます
for the termination notice period.

解除通知期間として。

Can you make it ninety?

90 日にすることは可能ですか。

Ms. Anderson: All of our contracts

我が社の全ての契約は

with our other distributors

他の代理店との

are for sixty days.

60 日なのです。

Mr. Nakanishi: Your other distributors are all
domestic,

御社の他の全ての代理店は国内ですよ

except for Canada and Guam.

カナダとグアムを除いては。

Even if you ship the product by air
商品を空輸するとしても
—which would add costs
それはコスト増になるのですが
that would be passed on to the consumer—
結局消費者が負担することになる
it would still have to be inspected at customs
それでも検査を受けなければなりません、税関で
before entering the distribution system.
流通ルートに乗るまでに。

This process will take longer here in Japan,
このプロセスに時間がかかるのです、ここ日本では、
because the laws for domestic and international
products are different.
国産品と外来品の法律が違うので。

(以下略)

解説

Topic: Final Negotiation -1-

Our legal department has approved

legal department = 法務部、法務部門

approve【他動】= （組織・人が、計画・考えなど）
を承認する、賛成する

the memo of understanding,

正式には the memorandum of understanding
= 了解覚書、覚書

but sixty days is too short

* sixty days は複数形だが、60日間という一定の期間を述べているので、三人称単数扱いになっている。

for the termination notice period.

termination 【名】 = (契約)解除

notice 【名】 = 通知、通告

with our other distributors

distributor 【名】 = 販売会社、代理店

Even if you ship the product by air

ship ～ by … = ～を…で運送する

that would be passed on to the consumer

pass on to～ = (費用などを) ～に負担させる、
転嫁する

it would still have to be inspected at customs

customs 【名】 = (単数扱い)税関

inspect 【他動】 = ～を検査する

before entering the distribution system

distribution system = 流通システム、流通機構

This is why we always insist

insist on～ = ～を(強く)要求する、主張する

these logistical challenges.

logistical 【形】 = 物流の、物資運搬の

challenge 【名】 = 課題、難題

regarding the handling of the alcohol tax.

regarding 【前】 = ～に関しては、～については

handling 【名】 = 取り扱い、対応

(以下略)

オリジナル英文

Topic: Final Negotiation -1-

Mr. Nakanishi: Our legal department has approved the memo of understanding, but there are still some problems. The three-year term is okay, but sixty days is too short for the termination notice period. Can you make it ninety?

Ms. Anderson: All of our contracts with our other distributors are for sixty days.

Mr. Nakanishi: Your other distributors are all domestic, except for Canada and Guam.

Even if you ship the product by air—which would add costs that would be passed on to the consumer—it would still have to be inspected at customs before entering the distribution system. This process will take longer here in Japan, because the laws for domestic and international products are different. This is why we always insist on ninety days. We have to consider these logistical challenges.

Ms. Anderson: I see. In that case, we probably could allow ninety days for our international distributors.

Mr. Nakanishi: Also, our legal department has some questions regarding the handling of the alcohol tax. Will the higher, tax-included rate be used as a base to calculate wholesale price in yen?

Ms. Anderson: What arrangements do you have with your other international suppliers?

Mr. Nakanishi: This issue only comes up with the importation of alcohol and tobacco products, so this is the only instance of it that we have encountered.

Ms. Anderson: Well, since sales tax is not the wholesaler's responsibility, it's customary for the retailer to shoulder any kind of sales tax.

(以下略)