

外贸商务英语第一篇:外贸常用口语 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/243/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E5\\_95\\_86\\_E5\\_c29\\_243399.htm](https://www.100test.com/kao_ti2020/243/2021_2022__E5_A4_96_E8_B4_B8_E5_95_86_E5_c29_243399.htm) 1. It ' s very kind of you to come and meet me at the airport , Miss Wang. 王小姐，您能到机场来接我真是太客气了。 2. We will do our best to ship the goods as early as possible , and we feel sure that the shipment will be satisfactory to you in every respect. 我们将尽力早日装运，并相信你方对这批货物会全方位满意。 3. I believe that our pleasure cooperation over the years has proved us trustworthy partners. 我相信多年的友好合作，我们已经成了可信赖的伙伴。 4. Talking about food , I have two favorites : one is Chinese food , the other is French food. 谈到食品，我有两个爱好，一是中国食品，另一个就是法国食品。 5. My secretary will send the contract with my signature to your hotel 2 : 00 this afternoon. 今天下午两点，我的秘书将把我签过的合同送到您的宾馆。 6. If you should encounter any inconveniences , please do not hesitate to let me know , and I ' ll be very glad to help you out. 您若有不便之处，请随时直言相告，我将很乐意为您排忧解难。 7. Our way of packing has been widely accepted by other clients , and we have received no complaints whatsoever up to now. 我们的包装方式已经被其他客户广泛接受，目前为止还没有任何投拆。 8. I would like to bend the rules a little if possible , but we only accept D/P if the amount is under USD2 , 000. 如果可以的话可以改变一下规则，但是如果金额在2000美元以下，我们只接受D/P 9. I hope your trip to China will mark the beginning of longstanding

cooperation between us. 我希望这次中国之行标志着我们之间长期稳定的业务合作的开始。 10. If you can reduce the price by 2% and give us three months to raise money , we ' d be willing to give you a 10% down payment. 如果你愿意把价格降低2% , 并且给我们三个月的时间筹款 , 我们就愿先付10%的订金。 11. I ' m afraid our manager will not be available till tomorrow afternoon ..... 恐怕我们经理要到明天下午才有空。 12. Anyway , compared with the prices of similar products on the international market , our price has always been on the low side. 不管怎么样 , 比较世界市场上相同产品的价格 , 我们的价格总是很低的。 13. We can certainly do this , but it is subject to an additional premium , because our CIF quotation doesn ' t include this risk. 我们当然可以照办 , 但战争险要交额外的保险费 , 因为我们的CIF报价没有包括这种附别。 14. Last year our turnover reached \$ 1million , a 10-year high. 去年我们的出口额达到了100万 , 创十年之最高。 15. I ' m afraid I ' m not in a position to give you an immediate answer. I ' ll have to consult my head office. 我恐怕不能立即给你答复 , 我要先和总公司联系一下。 16. Our corporation was established in 1964 and has now over twenty branches overseas. 我们公司创建于1964年 , 现在国外有二十几个分公司。 17. So now we can offer you 10 , 000 pieces of Art.NO.17 at US \$ 80 per piece CIFC5% London for shipment in May. 现在我们向你们报价十七号货1万件 , 每件成本加运保费至伦敦80美元 , 含佣5% , 5月份装运。 18. But your products are still new to our market , and we need to do a lot of work and send a lot of money on the sales promotion. 但是你们的产品在我

们的市场上还是新产品，我们在促销上需要做很多工作花费大量金钱 19. We ' re now looking to the American market to sell our new generation of color TV sets. 我们对新一代彩电在美国市场上的销售寄予厚望 20. The designs and colors of our products will almost exactly match your needs. 我们产品的设计和颜色将与你们的要求十分匹配 100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)