

外贸商务英语第一篇:如何向客户下订单 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_243400.htm Leslie: How are you this

afternoon?今天下午过得如何? Paul: Just fine. I looked over the catalog you gave me this morning, and I'd like to discuss prices on your computer speakers.还好。今天早上我已经详细看过你给我的目录了。我想讨论一下你们计算机扬声器的价格。 Leslie:

Very good. Here is our price list.好的。这是我们的价目表。

Paul: Let me see.... I see that your listed price for the K-two-one model is ten US dollars. Do you offer quantity discounts?我看看。你们K-2-1型的标价是美金十块钱。大量订购的话，有折扣吗？

Leslie: We sure do. We give a five percent discount for orders of a hundred or more.当然有。100 或以上的订单我们有百分之五的折扣。 Paul: What kind of discount could you give me if I were to place an order for six hundred units?如果我下六百的订单，你们可以给我什么样的折扣？

Leslie: On an order of six hundred, we can give you a discount of ten percent.六百的话，我们可以给你百分之十的折扣。 Paul: What about lead time?交货时间呢？

Leslie: We could ship your order within ten days of receiving your payment.在收到货款的十天内，我们就可以把货送出去。

Paul: So, you require payment in advance of shipment?那么，你们是要提前付款的? Leslie: Yes. You could wire transfer the payment into our bank account or open a letter of credit in our favor.是的。

你可以汇款到我们的银行帐户，或是开一个以我们公司作为抬头的信用状。 Paul: I'd like to go ahead and place an order for six

hundred units.那我想就先下六百的订单。 Leslie: Great! Ill just fill out the purchase order and have you sign it.好极了! 我马上写订购单并请你签名。 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