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https://www.100test.com/kao_ti2020/251/2021_2022__E5_95_86_E4_B8_9A_E5_AE_9E_E7_c85_251080.htm 常用名词 开发

Promotion 1. look for寻找~ 2. be famous for因~闻名 3. express our interest to对~感兴趣 4. establish [enter into] relations建立关系 5. take this opportunity to把握机会 6. visit our website参观网站 7. contact us联络我方 8. be satisfactory with[to]对~满意 9. good business relationship极佳的商务关系 10. high-quality高质量 11. full-equipped设备完善 12. the most reputable company最具信誉的公司 13. be certified firm具合格认证之公司 订单 Order 1. Order No. 203[P.O.#203]订单编号203 2. place[make] an order下订单 3. [initial]trial order [初始]试验性订单 4. confirm[accept] an order确认[接受]订单 5. be on order已在订购 6. give an order for~订购~ 7. execute[fulfill] an order生产订单 8. cancel an order、cancellation of an order取消订单 9. withhold the production暂停生产 10. fulfill the obligation on a contract履行合约 11. place an order with someone for~向某人订购~ 查询 Enquiry 1. make an inquiry询价 2. credit enquiry信用查询 3. credit status信用状况 4. creditability信用 5. financial standing财务状况 6. mode of doing business交易方式 7. in detail、full details细节 8. products[productions]、goods 产品 9. price list规格明细 10. import[export] price进[出]口价 11. sample样品 12. terms of payment付款方式 13. time[date] of delivery交货时间[日期] 报价 Offer 1. catalogue、latest catalogue目录、最新目录 2. quote someone向某人报价 3. unit [selling][retail]price单价[售价][零售

价] 4. counter offer 议价 5. term of payment 付款条件 6. delivery date 交货日期 7. imported [exported] goods 进[出口]商品 8. quality 品质 9. quantity 数量 10. material 原料 11. quotation 报价单 12. the price exclusive[inclusive] of tax 不含税[含税]价 包装 Packing 1. in strong wooden case with iron hooped 铁链箍住的木箱 2. in cardboard box 硬纸板箱 3. in water-proof canvas 防水帆布 4. in seaworthy packing 耐航包装 5. in regular export packing 习惯出口包装 6. in conventional export packing 惯例出口包装 7. no hook 请勿用钩 8. keep cool[dry][flat] 保持低温[干燥][平放] 9. keep away from heat 远离热气 10. fragile 易碎品 11. Inflammable 易燃货物 12. poison 小心中毒 13. glass with care 小心玻璃 付款 Payment 1. Cash with Order 订货付现 (CWO) 2. Letter of Credit 信用状付款 (L/C) 3. Documents against Payment 付款交单 (D/P) 4. Telegraphic Transfer Before Shipment 出货前电汇 (T/T) 5. Bank Cheque 银行支票 6. Payment Before Shipment 出货前付款 7. Cashier Cheque 银行本票 8. Open Account 记帐 (O/A) 9. open-establish an L/C 开立信用状 10. change [correct] an L/C 修改信用状 11. L/C at sight 即期信用状 保险 Insurance 1. Marine Insurance 海上保险 2. Total Loss Only 全损险 3. Free from Particular Average 平安险 4. Against All Risks 全险 5. Wars Risk 兵险 6. Definite Insurance 确定保险 7. Provisional 临时险 8. Theft, Riots & Civil Commotion 偷窃遗失险 9. Warehouse to warehouse insurance 仓到仓险 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