

外贸商务英语第一篇:报盘还盘中英对照(1) PDF转换可能丢失图片或格式, 建议阅读原文

[https://www.100test.com/kao\\_ti2020/270/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E5\\_95\\_86\\_E5\\_c67\\_270937.htm](https://www.100test.com/kao_ti2020/270/2021_2022__E5_A4_96_E8_B4_B8_E5_95_86_E5_c67_270937.htm) (一) We have the offer ready for you. 我们已经为你准备好报盘了。 I come to hear about your offer for fertilizers. 我来听听你们有关化肥的报盘。 Please make us a cable offer. 请来电报盘。 Please make an offer for the bamboo shoots of the quality as that in the last contract. 请把上次合同中订的那种质量的竹笋向我们报个价。 We are in a position to offer tea from stock. 我们现在可以报茶叶现货。 Well try our best to get a bid from the buyers. 我们一定尽力获得买主的递价。 Well let you have the official offer next Monday. 下星期就给您正式报盘。 Im waiting for your offer. 我正等您的报价。 We can offer you a quotation based upon the international market. 我们可以按国际市场价格给您报价。 We have accepted your firm offer. 我们已收到了你们报的实盘。 We offer firm for reply 11 a.m. tomorrow. 我们报实盘, 以明天上午11点答复为有效。 Well let you have our firm offer next Sunday. 下星期天我们就向你们发实盘。 Were willing to make you a firm offer at this price. 我们愿意以此价格为你报实盘。 Could you offer us F.O.B. prices. 能想我们报离岸价格吗? All your prices are on C.I.F. basis. 你们所有价格都是成本加运费保险费价格。 Can you make an offer, C amp.F. 我们报成本加运费价每吨250美圆。 Words and Phrases offer 报盘, 报价 to offer for 对...报价 to make an offer for 对...报盘(报价) firm offer 实盘 non-firm offer 虚盘 to forward an offer (or to send an offer) 寄送报盘 to get an offer(or to obtain

an offer) 获得...报盘 to cable an offer (or to telegraph an offer) 电报  
(进行) 报价 offer and acceptance by post 通过邮政报价及接受  
to accept an offer 接受报盘 to entertain an offer 考虑报盘 to give  
an offer 给...报盘 to submit an offer 提交报盘 official offer 正式报  
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