

国际商务英语综合教程：第二十课 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/271/2021_2022__E5_9B_BD_E9_99_85_E5_95_86_E5_c85_271667.htm 询价 Inquiry 3 一家服饰店在订货前，想向供货商谈谈折扣的条件。前者在以下这封信中很客气地提出自己的要求，充分显示欲建立商业关系的诚意：

----- 英文正文

----- We are a group of stores that sell clothes, and on enquiry have learned you are a supplier with a wide range of clothes at competitive prices. We would like to inquire about making large orders, and place under negotiation a discount of 20% off your quoted list prices if we place large orders. If these conditions are acceptable, and you can meet orders of over 2000 pieces at the earliest delivery dates, we would like to make an inquiry for full particulars -- a catalog and price list. We look forward to hearing from you soon, and invite any inquiries you may have.

----- 中文翻译

----- 我们是销售成衣的商店群，经询价后获悉贵公司以平价供应多种成衣。我们想询问有关下大订单，经过双方的协商，是否可按你们报价单上的价钱打八折？如果我们下大订单的话。如果贵公司可接受上述条件，而且能在最早交货期限

内完成2000件，我们希望贵公司能提供详细的数据，如目录价目表等。盼能很快收到回音，并非常欢迎你们前来询问。

----- 短语解说

----- on enquiry 经询问，询问后 "on"在此应解释为‘在...时，在之后’，表示一个动作发生之后，另一个动作即随之产生。因此"on enquiry.."是说‘经由询问之后...’。 invite (any) inquiries 欢迎询问（询价）"invite"意思是‘邀请、请求’，"invite any inquiries"即表示很欢迎、很鼓励对方来询问任何有产品本身买卖条件等的问题，与"solicit inquiries"的意思接近。

----- 句型总结

----- 我们想要... 1. We would like to... 2. Would it be possible for us to...? 3. May we...? "would like to"这个词组意思是‘想做某事’，等于"want to"，但语气较"want to"客气，这是商业、正式场合中做请求的实用句型。可写做："Wed like to..."。 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