

金融英语口语辅导：WTO英语900句6 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/295/2021_2022__E9_87_91_E8_9E_8D_E8_8B_B1_E8_c67_295034.htm O.K. So now we can

offer you 10 , 000 pieces of Art. No.17 at US\$80 per piece CIFC5% London for shipment in May. 好吧。现在我们向你们报价十七号货一万件，每件成本加运保费至伦敦价八十美元，含佣金5%，五月份装运。 Thank you. How long will this offer be open ? 谢谢。这个报价的有效期多长？ offer : [C] ~ (for sth)

amount offered 提供考虑的数量； 出价： * a firm offer , ie one which was genuinely meant and not likely to be withdrawn 实盘 *

Ive had an offer of £ 1200 for the car. 有人向我出价1200英镑买这辆汽车。 * They made an offer which I couldnt refuse. 他们出的价我十分满意。 * offer with/without engagement 实盘/虚盘 Its valid

for three days. 三天。 I will study your offer with my colleagues and give you a definite reply in three days. 我将跟同事们研究一下，三天之内给你确切答复。 Ill be waiting for your good news. 我将等候你的好消息。 Wed like to start with 10 , 000 pieces. It ' s an

attractive quantity , isnt it ? 先订一万件。这个数量很可观，是吗？ When do you want the goods to be delivered ? 你们要求何时交货？ Could you make it for May ? 五月份可以吗？ I think we should manage. 我想我们可以办到。 We pay by letter of credit. 我们用信用证付款。 letter of `credit (finance 财) letter

from a bank authorizing the bearer to draw money from another bank 信用证。 We usually quote on CIF basis. 通常我们报CIF价。 quote : ~ sth (at sth) name (an amount) as the price of sth

报（价）；开（价）：* The shares are currently being quoted at 54 pence a share. 该股票现在的报价是每股54便士。* This is the best price I can quote you. 这是我给你开出的对你最有利的价钱了。In order to sell successfully there, your goods will have to be competitive in price as well. 为了成功的销售，你们的报价必须具有竞争力。You'll find our prices very attractive. 你们会发现我们的价格很有吸引力。Would you give us an offer for Art. No.17 CIFC 5% London now? 现在请给我们报十七号货成本加运保费到伦敦价，包括百分之五的佣金。Whats the quantity? 你们的订货量怎么样? Thank you. Were very interested in some of your products. Here 's an enquiry sheet weve drawn up. 谢谢。我们对你们的一些产品很感兴趣，这是我们拟订的询价单。Thanks. Well look into it carefully. 谢谢。我们会仔细研究一下的。How about the supply position of your products? 你方产品供货情况怎么样? We have a steady supply for most of them. 多数产品货源稳定。Do you quote FOB or CIF? 你们报FOB价还是CIF价? Here you are. Im sure our products will interest you. 给。我肯定你会对我们的产品感兴趣的。I also hope we can do business together in the future. 我也希望我们今后能一起做生意。I hope so. 希望如此。Can you show us your catalogue? 可以看一下你们的产品目录吗? Certainly. Heres a catalogue for some of our popular items. 当然可以。这是我们一些畅销货的目录。Have you looked into the sales? 您调查过销售情况吗? sales: [pl] amount sold 销售额；销售量：vast sales of ice-cream in the hot weather 天热时冰激凌的巨大销量 * Sales are up (ie More goods have been sold) this month. 本月销售量增加。Such

products are widely sold in markets abroad. 此类产品在国外市场很畅销。 I would like to see the samples first. 我想先看一看样品。 O.K. This is the newest export item for this year. 好的。这是今年出口的最新款式。 Thanks. Do you have catalogues? Id like to have a few copies to study them carefully. 谢谢。你们有商品目录吗？我想要几份仔细研究一下。 Good morning. Welcome to our company. 早上好。欢迎您到我们公司来（欢迎光临）。 Good morning. Im the manager of the import division of XYZ Co.Ltd. Here is my card. 早上好。我是XYZ有限公司的进口部经理，这是我的名片。 Pleased to meet you and Im glad to have the opportunity to recommend to you our latest laser and electronics product of this year. 很高兴认识您并有机会向您推荐我们今年最新的一种光电产品。 What about the functions? 功能怎么样？ It combines many functions in one. It is a high grade product. 它集多种功能于一身，是高档产品。 Here is a catalogue and a price list. The product is a very popular item this year. 这是目录和价目表。这种产品是今年非常流行的款式。 Really! Mm..., what about the quality? 真的吗？嗯，质量怎么样？ Absolutely reliable. The quality is superior, yet the price is very reasonable. It feels soft and smooth. 完全可靠。该产品质优价廉，手感柔软光滑。 Thank you. Youve been most helpful. 你帮了我们大忙，非常感谢。 My pleasure. I can assure you that youll find very good prospects in our products. 不客气。我保证您会发现我们产品的前景非常美好。 I learned from the ads that you manufacture and sell this kind of product. 我从广告上得知，贵公司生产销售这种产品。 Yes, we do. Are you interested in our products? If so,

then youve come to the right place. 是的。您对我们的产品感兴趣吗？如果感兴趣，那么您来对地方了。 Good. 好极了。 Well , then , what can I do for you ? What exactly are you after ? 那么，我能为您做些什么？您具体想要些什么呢？ Id like to know something more about the product. For example , the manufactured materials , the design and the sales position. 我想多了解一下你们的产品。比如，加工原料、设计、及销售情况。 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