

提升外销员素质-外贸英语报盘和还盘3、4 PDF转换可能丢失  
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[https://www.100test.com/kao\\_ti2020/34/2021\\_2022\\_\\_E6\\_8F\\_90\\_E5\\_8D\\_87\\_E5\\_A4\\_96\\_E9\\_c28\\_34011.htm](https://www.100test.com/kao_ti2020/34/2021_2022__E6_8F_90_E5_8D_87_E5_A4_96_E9_c28_34011.htm) Our offers are for 3 days.

我们的报盘三天有效。 We have extended the offer as per as your request. 我们已按你方要求将报盘延期。 The offer holds good until 5 oclock p.m. 23nd of June, 1997, Beijing time. 报价有效期到1997年6月22日下午5点，北京时间。 All prices in the price lists are subject to our confirmation. 报价单中所有价格以我方确认为准。 This offer is subject to your reply reaching here before the end of this month. 该报盘以你方本月底前到达我地为有效。 This offer is subject to the goods being unsold. 该报盘以商品未售出为准。 Words and Phrases subject to 以...为条件，以...为准 offer subject to our written acceptance 以我方书面接受为准的报盘 offer subject to sample approval 以样品确定后生效为准的报盘 offer subject to our final confirmation 以我方最后确认为准的报盘 offer subject to export/import license 以获得出口（进口）许可证为准的报价 offer subject to prior sale 以提前售出为准的报盘 offer subject to goods being unsold 以商品未售出为准的报盘 offer subject to your reply reaching here 以你方答复到达我地为准的报盘 offer subject to first available steamer 以装第一艘轮船为准的报盘（四）Im afraid the offer is unacceptable. 恐怕你方的报价不能接受。 The offer is not workable. 报盘不可行。 The offer is given without engagement. 报盘没有约束力。 It is difficult to quote without full details. 未说明详尽细节难以报价。 Buyers do not welcome offers made at wide intervals. 买主不欢迎报盘间隔太

久。 We cannot make any headway with your offer. 你们的报盘未  
得任何进展。 Please renew your offer for two days further. 请将报  
盘延期两天。 Please renew your offer on the same terms and  
conditions. 请按同样条件恢复报盘。 We regret we have to  
decline your offer. 很抱歉，我们不得不拒绝你方报盘。 The  
offer is withdrawn. 该报盘已经撤回。 We prefer to withhold offers  
for a time. 我们宁愿暂停报盘。 Buyers are worried at the lack of  
offer. 买主因无报盘而苦恼。 Words and Phrases to extend an  
offer 延长报盘 to renew an offer 或 to reinstate an offer 恢复报盘  
to withdraw an offer 撤回报盘 to decline an offer 或 to turn down  
an offer 谢绝报盘 unacceptable 不可接受的 workable 可行的 at  
wide intervals 间隔时间太长 make headway 有进展 be worried at  
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