

商务英语300句Unit02Inquiry 4 PDF转换可能丢失图片或格式
，建议阅读原文

https://www.100test.com/kao_ti2020/448/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_448862.htm Substitution Drills1 A:

We ' re quite interested in your down coats. How about the supply position?B: For most of the articles in the catalog, we have an ample supply.All the articles displayed here are available.Generally

speaking, we can supply from stock.我们对你们的羽绒衣服很感兴趣。请问供应情况如何？对于目录中的大多数产品，我们都有充足的货源。这里所有展出的商品都有供货。总体来说

，我们有存货供应。2 A: I don ' t need to remind you that the market has become very competitive. the competition has become pretty keen. you must be able to compete with rival firms.B: You ' ll find our prices are very favorable. very competitive. most acceptable.

不用说市场竞争很激烈。市场竞争变得相当尖锐。你必须能够与你的对手公司相竞争。你会发现我们的价格很优惠。很有竞争力。是最容易接受的。3 A: Do you quote F.O.B. or

C.I.F.?B: We usually quote on an F.O.B. basis. a C. I.F. basis the basis of C. I. F. terms landed你们报船上交货价还是最后到岸价？我们一般报 船上交货价。成本加运费、保险费在内的到岸价最后到岸价加卸货价4 A: Could you make offers for the items listed

in your catalogue? Would you give me an offer for Item No.7? May I have your offer of Model ZX 102?B: Here ' s the price list, but the

prices ' re subject to our final confirmation. Here it is, but the price is subject to your confirmation before Friday. Here you are, but the offer is based on immediate acceptance. 你能给出目录中所列产品

的报价吗？给出七号物品的报价吗？给我ZX 102型的价格吗？这是价格单，但最终价格取决于我们的最终确认。给您，但是价格取决于您周五前的确认。给您，但是价格必须马上接受才行。5 A: How long will you leave your offer open? valid on the tableB: It ' s valid for three years.It ' s good for twenty-four hours only.It ' ll remain firm until Friday.你的报价多长时间有效？三年有效。只有二十四小时的有效期。周五前不变。

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