

商务英语300句Unit08DiscountandCommission 1 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/448/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_448871.htm Discount and

Commission折扣和佣金Brief Introduction佣金一般是中间商因介绍交易或代买商品而获取的报酬。作为中间商因其有一定的贸易渠道，所以通过其开展交易已是国际贸易中的一种普遍做法。佣金一般来说分为：明佣和暗佣。明佣是指在合同中已明确确定下来的佣金。暗佣是指在合同中没有表明，而由双方另行约定。佣金数额的计算一般按发票金额总值，即C.I.F.价格或C.F.R.价格乘以佣金率而得。但金额较大的也有按F.O.B.净价计佣的。折扣是指卖方按照商品的原价给买方以一定比率的价格减让。折扣包括数量折扣、季节性折扣、特别折扣、额外折扣等。具体折扣数额或者比例的多少，应根据具体情况而定。当买卖双方确定了折扣比例后，可在买卖合同中明确地表示出来。Basic ExpressionsA. Commission1. Please quote us lowest price C.I.F. Los Angeles inclusive of our 5% commission, stating the earliest date of shipment.请报洛杉矶包括我方5%佣金在内的最低到岸价格，并告知最早的装船日期。2. In view of our long-standing business relationship, we would like to allow you another 2% commission for further promotion of our products.考虑到我们之间长期的贸易关系，我们愿再给你方百分之二的佣金，以进一步推销我们的产品。3. We shall remit you a 5% commission of invoice value after payment is effected.货款支付后，我们将按发票金额的百分之五汇给你方佣金。4. We request you to deduct our commission from the

invoice.我们请求你方从发票中扣除我们的佣金。 5. Please grant us a 4% commission as a special consideration.请特殊照顾给我们百分之四的佣金。 6. We usually pay our agents a 5% commission of the value for each deal.通常我们支付给代理人的佣金是每笔交易达成金额的百分之五。 7. We could make an arrangement with you, not a special discount.我方可以与你方协商，但并不是特殊折扣。 8. Moreover, when other customers get to know it, they are likely to raise questions.而且，其他客户知道的话，他们很可能会提意见的。 9. Usually we pay commission on the basis of C.I.F. value.我们通常按C.I.F.价格支付佣金。 10. A five-percent commission will certainly help you in pushing your sales.百分之五的佣金肯定会有助于你们的销售。 11. From other suppliers, we get a higher commission rate for the business in this line.对这类产品的交易，我们从其他供货者那里可得到更高的佣金。 12. We regret that we can't allow you a 5% commission.很抱歉，我们不能给你百分之五的佣金。 13. We will give you back a 5% commission by check.我们将用支票支付你方百分之五的佣金。 14. We are anxious to know your usual practice in giving commission.我们急于想知道你方付佣金的惯例。 15. I'm afraid it goes against the usual commercial practice not to allow a commission.不给佣金恐怕有悖于商业惯例吧。 16. It's really impossible for us to make any concession by allowing you any commission.在给你们佣金问题上，我们真的不可能作出任何让步。 17. As commission agents we do business on a commission basis.作为佣金代理商，我们是以佣金为基础做生意的。 18. We wish to be your agent in our district if the

commission rate is favorable.如佣金率优惠，我们愿意做你方在我们地区的代理。 19. You may invoice the goods at contract price minus 3% commission.你们可以按合同价格减去百分之三的佣金开发票。 20. The commission shall be paid either by means of goods covered under this contract or by check.佣金可用合同项下的货物支付，也可用支票支付。 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