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1 . Excuse me, are you Mr. Brown from Paris? 请问，您是从巴黎来的布朗先生吗？ 2

. I work in the China National Machinery Import and Export Corporation. 我在中国机械进出口总公司工作。 3 . I have been

assigned to negotiate business with you. 公司委派我和你们具体洽谈业务。 4 . I ' m the manager of the China Textiles Import and

Export Corporation. 我是中国纺织品进出口总公司的经理。 5

. You may take a rest today and well talk about our business tomorrow. 今天您先休息休息，业务的事明天再谈。 6 . If

there is an opportunity, we ' d like to see your manager. 如果有机会，我们想见一见你们总经理。 7 . Our manager would like to

invite you to dinner this evening at the Beijing Roast Duck Restaurant. 今晚我们经理想请你们去北京烤鸭店吃饭。 8

. Our company mainly deals in Chinese arts and crafts. 我们公司主要经营工艺品。 9 . You can talk the business over Mr. Wang

who is in charge of this line. 具体业务您可以和主管这项业务的王先生洽谈。 10 . Let ' s hope for good cooperation between us.

希望我们能很好的合作。 11 . I wish you all brisk business and continued development in our business dealing! 祝大家生意兴隆，

买卖越做越好！ 12 . We insist on the principle of equality and mutual benefits, as well as exchange of needed goods. 我们坚持平等互利，

互通有无的原则。 13 . We stick to a consistent policy in our foreign trade work. 我们的对外贸易政策是一贯的。 14

. We have adopted the usual international practices in our foreign trade work. 我们在外贸工作中采用了国际上的通用做法。 15

. We readjust our price according to the international markets. 我们是根据世界市场的行情来调整价格的。 16 . May I know what particular line you are interested in this time? 你们这次来主要想谈哪方面的生意呀？ 17 . We are very much interested in your hardware. 我们对你们的小五金很感兴趣。 18 . This is our inquiry, would you like to have a look? 这是询价单，请您看一下。 19 . We hope that we can do substantial business with you in this line. 我们希望能在这方面和你们大量成交。 20 . We ' d like to know the availability and the conditions of sale of this line. 我们了解一下你们在这方面的供货能力和销售条件。 21 . Have you read our leaflet? 我们的商品销售说明书您看了吧。 22

. Could you tell me the article number of the product? 请您把品号告诉我。 23 . We are in a position to accept a special order. 我们可以接受特殊订单。 24 . Will you please let us have an idea of your price? 请您介绍一下您方的价格，好吗？ 25 . Our price is highly competitive. 我方价格极有竞争性。 26 . This is our latest price list. 这是我们的最新价格单。 27 . I ' d like to have your lowest quotation C.I.F. San Francisco. 希望你们报一个C.I.F.旧金山的最低价。 28 . Can you give us an indication of your price? 请你们先提出一个估计价格吧。 29 . The price this commodity is 0 per piece C.I.F. San Francisco. 这种产品C.I.F.旧金山的价格是400美元一台。 30 . Is this your C.I.F. quotation? 你们的报价是成本加运费和保险费的到岸价吗？ 31 . This is our FOB quotation sheet. 这是我们的F.O.B.价格单。 32 . Are the prices on the list

firm offers? 单上的价格是实盘吗？ 33 . All the quotations on the list are subject to our final confirmation. 单中的所有价格以我方最后确认为准。 34 . Our offer remains open for 3 days. 我们的价格3天有效。 35 . All these articles are our best selling lines. 这些产品都是我们的畅销货。 36 . If your price is favorable, we can place an order right away. 如果按这个价格买进，我们可以马上订货。 37 . It is difficult for us sell the goods, as your price is so high. 你们的价格那么高，我们很难以这个价格销售。 38 . It would be very difficult for us to push any sales if we buy it at this price. 如果按这个价格买进，我方实在难以推销。 39 . Our price is reasonable compared with that in the international market. 我们的价格和国际市场的价格相比还是合理的。 40 . Your price is higher than those we got from elsewhere. 你们的价格比我们从别处得到的报价要高。 41 . Our products are of high quality. 我们的产品质量好。 42 . Our products can stand competition. 我们的产品是有竞争力的。 43 . I don ' t think the end user would accept your price. 客户很难接受你们的价格。 44 . In order to conclude the business, we may make some concessions. 为了成交，我们可以作些让步。 45 . We are prepared to make a 2% reduction if your order is big enough. 如果你们订货数量大，我们准备减价2%。 46 . In order to conclude the transaction, we accept your price. 为了达成交易，我们接受你方的价格。 47 . What do your think of your price? 您觉得你们的报价怎么样？ 48 . Taking the quality into consideration, I think the price is reasonable. 从质量方面考虑，我认为这个价格是合理的。

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