

商务英语300句Unit14Shipment(二) PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/462/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_462842.htm](https://www.100test.com/kao_ti2020/462/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_462842.htm) ConversationsDialogue

1A: Now we have settled the terms of payment. Is it possible to effect shipment during September?B: I don ' t think we can.A: Then when is the earliest we can expect shipment?B: By the middle of October, I think.A: That ' s too late. You see, November is the season for this commodity in our market, and our Customs formalities are rather compli- cated.B: I understand.A: Besides, the flow through the marketing channels and the red tape involved take at least a couple of weeks. Thus, after ship- ment it will be four to five weeks altogether before the goods can reach our retailers. The goods must therefore be shipped before October.otherwise we won ' t be in time for the selling season.-- 现在我们已经谈妥了付款条件，你方是否能够在九月份装船?-- 我看不行。 -- 那么最早什么时候可以装船呢?-- 恐怕要在十月中旬。 -- 那太迟了。你知道，在我方市场上，十一月份是这种商品的上市季节，而我们的海关手续又相当复杂。 -- 我明白。 -- 另外，通过销售渠道以及繁琐的公文程序，起码要花上几个星期。这样从装船后到我们的零售商收到货物，总共要用四、五个星期。因此，十月份前货物必须装船，否则我们就赶不上销售季节了。 B: But our factories are fully committed for the third quarter. In fact, many of our clients are placing orders for delivery in the fourth quarter.A: Mr. Brown, you certainly realize that the time of delivery is a mat- ter of great importance to us. If we place our goods on the market at a time when

all other importers have already sold their goods at profitable prices, we shall lose out. B: I see your point. However, we have done more business this year than any of the previous years. I am very sorry to say that we cannot advance the time of delivery. A: That ' s too bad, but I sincerely hope you will give our request your special consideration. B: You may take it from me that the last thing we want to do is to disappoint an old customer like you. But the fact remains that our manufacturers have a heavy backlog on their hands. A: But can ' t you find some way to get round your producers for an earlier delivery? Make a special effort, please. A timely delivery means a lot to us. B: All right. We ' ll get in touch with our producers and see what they have to say.-- 但是我们工厂第三季度的生产任务已全部排满了。事实上，我们很多客户在订第四季度交的货呢。-- 布朗先生，你知道的，交货时间对我们来说很重要。如果在我们把商品投放到市场上去的时候，别的进口商已经把商品脱手赚钱了，那我们就亏了。-- 这点我明白。但是今年我们做的贸易比以往哪一年都要大。很遗憾不能提前交货。-- 那糟了，但我真心希望你们对我们的要求给予特殊的考虑。-- 我可以向你保证，我们最不愿做那些让像你们这样的老客户失望的事，但是我们的厂家眼前的交货压得很重，这是事实。-- 你不能想些办法说服厂家提前一些时间交货吗？请你特别加把劲。及时交货对我们关系可大啦！-- 好吧。我们和厂家联系一下，听听他们的意见。 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](http://www.100test.com)