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[https://www.100test.com/kao\\_ti2020/478/2021\\_2022\\_\\_E5\\_8D\\_95\\_E8\\_AF\\_81\\_E8\\_80\\_83\\_E8\\_c32\\_478958.htm](https://www.100test.com/kao_ti2020/478/2021_2022__E5_8D_95_E8_AF_81_E8_80_83_E8_c32_478958.htm) 询盘提出我们已向该公司提出询价(询盘)。 We addressed our inquiry to the firm.对该公司的询价信,我们已经回复。 We answered the inquiry received from the firm.我公司已收到,该公司关于这类商品的询盘。 We have an inquiry for the goods received from the firm.我们已邀请客户对该商品提出询价。 来源

: [www.danzhengyuan.com](http://www.danzhengyuan.com) We invited inquiries for the goods from the customers.敬请将贵公司的进口商品目录寄来为荷。 Will you please let us have a list of items that are imported by you.如能得到贵方特殊的询价,则甚为感谢。 We shall be glad to have your specific inquiry.敬请惠寄报价单和样品可否? 请酌。 Would you care to send us some samples with the quotations.由于这一次订购是合同的组成部分,请提供最好的条件。 Please put us on your best terms, as this order forms part of a contract.请告知以现金支付的优惠条款和折扣比例。 Please state your best terms and discount for cash.由于打折扣,请告知最好的装货(船)条件。 Please put us on your very best shipping terms as regards discount.请告知该商品的价格和质量。 Please let us have information as to the price and quality of the goods.请对日本生产的合成纤维的制品,如尼龙、维尼龙、莎纶等报最低价格。 Please quote us your lowest price for sundry goods, including synthetic fiber good, including synthetic fiber goods, such as nylon, vinylon, and saran made in Japan.敬请告知该货以现金支付的最低价格。 Kindly

favour us with the lowest cash price for the goods. 敬请告知贵公司可供应的上等砂糖的数量和价格。 Kindly let us know at what price you are able to deliver quantities of best refined sugar. 请报德克萨斯州产中等棉花50包、11月份交货的最低价格是多少? At what lowest price can you quote for 50 bales middling Texas cotton for November? 请报10英担、一级软木(瓶)塞的最低价格。 Please quote us the lowest price for ten cwt. best Cork. 请对上述产品报运至我方工厂交货的最低价格。 We shall be obliged by a quotation of your lowest price for the said goods free delivered at our works. 请贵方惠寄商品目录并报价、谢谢。 I shall be glad if you will send me your catalogue together with quotations. 请对该商品报最低价。 Please quote us your lowest prices for the goods. 贵公司7月1日来函就该商品优惠条件的询盘敬悉。 We have received your letter of July 1, enquiring about the best terms of the goods. 如收到贵司对机械产品的询价, 我们将甚表谢意。 We shall be pleased to receive your enquiries for the machineries. 如能告知该商品的详细情况, 则不胜感谢。 We would appreciate receiving details regarding the commodities. 如您能告知该商品的现行价格, 将不胜感谢。 We would appreciate it if you will please let us know the ruling prices of the goods. 询盘的受理我们的条件是10日内付款为2%的折扣, 30日内付款无折扣。 Our terms are 2% ten days, thirty days net. 我公司仅限于从发票开出之日起10日内付现金者给予折扣优待。 We only allow a cash discount on payments made within ten days of date of invoice 顾客向我公司购货一律用现金支付。 从发票开出之日起, 30日内将货款付清。 如当即支付现款, 我公司当按年利5%计付30日的利息。 Terms to approved

buyers strictly net cash, payment within thirty days from invoice date, for prompt cash we will allow thirty days interest, at the rate of 5% per annum.条件: 即期发货。在货到我方工厂, 经过验讫重量品质后, 立即以现金支付。 Terms: early delivery, and net cash payment after receipt of the material at our works, and verification of weight and quality.现金支付折扣, 仅限于在10日内以现金付清货款者可打折扣。 Cash discounts are allowed only on accounts that are paid within the ten-day limit.你将发现, 我公司对贵方的报价所给予的优惠是前所未有的。 You will find that we have given you the best terms customary in our business.每月一日以前提供的汇票, 依我公司惯例应在25日全部结帐。 My habit is to settle on the 25th all bills rendered on or before the 1st of each and every month.我公司付款条件为交货后3个月内支付现金。 1个月内付清货款者, 可打5%折扣。 Our terms are cash within three months of date of delivery, or subject to 5 per cent discount if paid within one month.兹就贵方对该商品的询价回复如下: In answer to your inquiry for the article, we reply you as follows: 针对你方昨日的询盘, 现寄上与你来函要求相似的墙纸样品一宗。 In reply to your enquiry of yesterday's date, we are sending you herewith several samples of wall paper closely resembling to what you want. 兹就该商品向贵方报价如下: We are pleased to quote you for the goods as following: 兹随函寄上该商品的现行价格表一份, 请查收。 Enclosed we hand you a price-current for the goods. 上述报价, 无疑将随市场变化而变动。 Of course these quotations are all subject to the fluctuations of the market. 上述价目单是以付现金拟订的, 我们认为还可以打很多折扣。 We think you can well

accord us a substantial discount off your list prices, which we see are quoted net cash. 对这批数量大, 以现金支付的货, 如你方能从价目表中, 再给些折扣优待, 当不胜感谢。 We shall be glad if you will quote us the best discount for cash off your list price for cash for this quantity. 我公司的支付条件: 以现金支付。 自发票开出之日起10天内付款者, 打2%的折扣。 Our terms, as our invoice states, are 2% cash discount, only within ten days of date of invoice. 商品、货物来源: [www.danzhengyuan.com](http://www.danzhengyuan.com)

商品 article of commerce || 商业商品 commercial article 食品 article of food 家具 article of furniture 衣着类商品 article of clothing 出口商品 article of export 实用品 article of utility 贵重品 article of value 委托买卖品 article of consigned 被抛弃货物 abandoned goods 空运货物 air-borne goods 货物的分配 assignment of goods 特价品 bargain goods 禁制品 || 黑市货 black-market goods 罐头 canned goods || 罐装食品 tinned goods 生产原料 capital goods 粗制品 coarse goods || 粗制品 crude goods || 劣质品 bad article 出清存货 || 清仓货物 clearance goods 消费品 consumer goods || 消费品 consumption goods 禁止进口货 contraband goods 棉制品 cotton goods 应交税的商品 customable goods 易损商品 damaged goods 耐久商品 durable goods 危险品 dangerous goods 国货 article of domestic manufacture || 国内商品 domestic goods (U.S.A.) || 国内商品 (U.K.) 衣料 dress-goods 陶瓷 || 瓷器 earthen-ware goods 绸缎尼龙纺织品 dry-goods 进口货 article of import || 外国商品 foreign goods || 进口商品 imported goods || 海运商品 sea-borne || 商品 goods 杂货 fancy goods || 杂项商品 sundry goods || 杂项商品 miscellaneous goods || 一般商品 general goods || 一般商品 general merchandise 高级品 high-quality goods 一等品 (同样类推: second rate goods 二等品 ...) first-rate goods || 头等商品 first-class goods 重品 heavy

goods轻质品light goods家庭用品household goods||domestic article||household article奢侈品luxury goods易燃品inflammable goods廉价品low-priced goods主要商品major goods制成成品finished goods||manufactured goods||finished article半成品half-finished goods||semi-manufactured goods||unfinished goods||unfinished article体积货物measurement goods高级品quality goods||superior article||valuable merchandise不耐久货品perishable goods加工品processed goods衣料||论件商品piece-goods零售商品retail goods批发商品wholesale goods抢救货||剩余物资||换代货salvage goods绢制品||纺织品silk goods||soft goods体育用品sporting goods季节性货品seasonal goods标准货||正牌货standard goods||standard merchandise缺货shortage of goods必需商品||纤维制品staple goods来源

: [www.danzhengyuan.com](http://www.danzhengyuan.com)战略物资strategic goods代用品substitute goods供应商品supply of goods战争物资war goods已售货品sold goods退货商品reshipped goods||returned merchandise剩货||存货unsold goods毛织品woollen goods酒类wet goods销货收入goods earnings货物的运送goods traffic完税商品dutiabile article工艺品||特种商品fancy article礼品gift article化妆品toilet article二手货secondhand article||used article扣留品||查封货seized article陈列品shop soiled article有竞争力商品competing article有用物品useful article有害物品hazardous article已通(海)关商品approved merchandise未准通(海)关商品unapproved merchandise货主不明的货物unclaimed merchandise货车||火车merchandise train商品贸易merchandise trade商品的分配commodities allocation商品买卖介绍人||商品经纪

人commodity broker货物买卖经纪人produce broker||produce exchange||produce partment囤积货品commodity corner商品美金(美)commodity dollar物品集散、批发中心commodity distribution center||produce distributing center商业汇票commodity draft商品交易所commodity exchange商品市场价格commodity market||commodity prices商品化币(美)commodity money日用品||必需品daily commodity必需品essential commodity易销商品||适销品marketable commodity易腐品||保管困难的商品perishable commodity商品转手movement of commodity主要物品||重要产品shortage of commodities生活用品vital commodity产品陈列馆produce museum农作物||农产品produce of fields工业产品industrial products智力产品intellectual products海产品marine products天然产品natural products副产品residual products质量 上等货AI article||OK article一级品first grade article||fine article||good article||superior article超级品article of first quality||article of extra OK grade||extra fine article中级品middling||medium goods||common goods||good fair average(G.F.A.)||fair average quality(F.A.Q.)低档货inferior article||article of inferior quality||low grade goods||bad goods价格行情实际价actual price标价||不二价fixed price进口价import price出口价export price价格表||价目表list price时价||现行价current price市场标价market price||tag price出厂价格factory price||price at factory成本价cost price||prime cost||first cost原成本initial cost购入价格buying price||purchase price出售价格selling price||sale price净价net price||nett price现货价格||立即付款价格spot price总价||毛价gross price特别价格||牺牲价格special price特价||低于市场

价格marked-down price付现金价格||现金支付价cash price赊购  
价格||挂帐价格credit price契约价格||合同价contract price特贵(  
讨价)价格fancy price||exorbitant price||extravagant price普通价  
格average price||natural price||normal price缺货时的市场价famine  
price平面价格flat price来源：www.danzhengyuan.com询价asked  
price追加的价格additional price加上杂费的价格all-round price  
>按行情索要的最高价best price obtainable出价||递价bid price一  
揽子价格blanket price||lump price削价||折扣价||降价cut  
price||price cutting竞销价格||拍卖价格auction price开价||起始  
价opening price概算价格approximate price行市价格ruling price  
基本价格basic price||ground price记录价格||破记录价格record  
price收盘价||稍跌的价格close price收盘行情closing price竞争价  
格competitive price加价价格cost plus price保证金付清后价  
格exhaust price额外价格extra price平价||相当价格fair price实价||  
固定价格firm price发行价格issue price高价high price低价low  
price清算价格(美)making-up price造币价格(纯金)mint price廉  
价||低价moderate price名义价格nominal price最低价格||成交价  
格lowest price最低价格||成交价格rock-bottom price最高价  
格ceiling price最低价格floor price报价||报盘价offered price公定  
价格||官方定价official price黑市价格black-market price包括一切  
费用的价格overhead price质量单位价格per quality unit price现  
行价格present price||price current禁止价格prohibitive price开价||  
报价quoted price克己价格||竞买最低价reserve price零售价  
格retail price批发价格wholesale price双方议定价格settling price  
场外价格||交易所外价格street price预约价格subscription price  
卷尺价格tape price内部行情trade price||inside price两种价格two

prices 单价||单位价格 unit price 最低价格||开拍价格 upset price 广大价格||行情价格 wide price 商品价格协会 price association 标价 price card 价格协定 price cartel 价格波动 price fluctuation 物价指数 price index||price numbers 限价 price-limit||limit 价格表 price-list 价目记号 price mark 价格变动 price movements 交易价格||议定价 price negotiated 价格条款 price terms 加上费用价格 price plus 投标价格 price tendered 工资 price wages||price-work 装运港船上交货价格 F.O.B. price||Free on board price 装运港船上交货并含平仓费在内的价格 F.O.B. amp. F. price||Cost amp. C.I. price||C.I.F. Commission, Interest price CIF 加汇费价格 C.I.F. amp. Exchange price 含全部费用的价格 franco price 现场交货价格 loco price 卡车交货价 F.O.T. price||Free on Truck price 码头交货价 free docks price 目的地码头交货价 Ex quay price 工厂交货价 Ex factory price 目的地船上交货价 EX ship price||free overside price 火车站交货价 At station price 含铁路运费价格 On rail price 到岸价格||陆上交货价 landed price 关栈交货价||保税仓库交货价 Inbond||bond price 完税后交货价格 Duty paid||Ex customs compound 完税前交货价格 Duty unpaid price 发盘用语 报盘 to offer||to make an offer||to submit an offering 发实盘 to offer firm||to make a firm offer 还盘 to make a counter offer||to counter 本报盘以尚未出售为准 to offer subject to unsold, without engagement 留盘 to hold an offer open||to keep an offer open 撤销一项发盘 to withdraw an offer||to cancel an offer 接受一项发盘 to close with an offer||to entertain an offer||to accept an offer 更改发盘 to improve an offer 变更报盘 to alter an offer 延长发盘有效期 to extend an offer 重新报盘 to renew an offer 重复报盘 to repeat an offer 拒绝接受报盘 to decline an offer

此报盘以我方尚未售出为准an offer subject unsold一般报盘上述报盘, 以你方答复在不迟于本月底前到达我方为有效。一旦此报盘过期, 此货不可能存留不售。 This offer is firm subject to your immediate reply which should reach us not later than the end of this month. There is little likelihood of the goods remaining unsold once this particular offer has lapsed. 为使你满意并维持顾客, 对贵公司的需求, 我们不计较数量多少, 均提供最低价格。 In our offer, we shall make it our business to charge you the lowest possible price for any quantity you may require, in order to give you an entire satisfaction and to retain your customs. 相信贵方能接受我们的报价, 此盘有效期可到回电为止。 We trust that you will be able to accept our offer, which shall be kept open against reply by wire. 此盘有效期至收到你方回电为止。 This offer will remain open until receipt of your wire per return. 兹向该公司提供这些商品的报价。 We offered them the goods. 我们向该公司提供这些商品的报价。 We offered the articles to the firm. 上列货物, 按本季行情, 报价为: We offer the goods at the current seasons prices of清库发盘现减价处理库存货物, 价格至少减50%, 是家俱及五金制品前所未有的优惠价, 请勿失良机。 The stock on hand at present will be sold at a reduction of at least 50 per cent., and purchasers are respectfully in vited to avail themselves of this opportunity of providing themselves with articles in furniture and ironmongery at unprecedentedly low prices. 请各位早日光临, 勿失良机。 Purchasers are respectfully requested to come early to prevent disappointment. 我们正在清仓, 有丝织品、天鹅绒、丝带、披风、披肩、毛制品、棉织品以及其他男士服饰, 均以进货价出

售, 特告。 We are pleased to notify you that the whole of their extensive stock of silks velvets, ribbons, mantles, shawls, woollen and cotton goods. haberdashery, is now on sale at prime cost.本店另有他用, 全部货物急需清仓处理。 As the premises will be shortly required for other purposes, the whole of the goods must be immediately disposed of without reserve.请求前来订货发盘我们与本地一流的厂商均有贸易联系, 所以能提供贵方所需的东西, 只要贵方有吩咐, 定能使贵方满意。冒昧请你关照。 We venture to solicit a share of your favour, as being in touch with all the leading merchants here, we are able to deal satisfactorily with any commissions with which you may entrust us.尽管孟加拉在抵制英货, 但棉织品仍然畅销。 贵方如委托我们试销, 相信您不会失望。 In spite of the boycott of British manufactures in Bengal, there is still a fine market for cotton goods, and if you would consign us a small trial parcel, we are sure you will not be disappointed with the result.我公司是制造厂商, 能保证产品质量和做工精美。 贵公司订货如能一如既往, 将不胜感激。 我当迅速、认真履约, 提供高效优质服务。 Being actual manufacturers, we are able to guarantee a uniform quality and excellent workmanship of our goods, and we shall be glad to be favoured, as before, with your esteemed orders, which shall have our prompt and careful attention. 数日前写给贵公司的信谅已收到, 前函的发盘现又有重要进展。 Since I wrote to you a few days ago, there has been an important development as regards the offer I then made you.关于经营地毯可见效益一事, 在上星期写给贵公司的信中, 有个要点没有提到, 即: Referring to the letter which I wrote to you last week about the

profit you could make by taking up the sales of rugs, there is an important point which I did not mention. It is this: 为不使我们的顾客失望, 贵公司如对这次生意有兴趣, 请迅速通知我们。因目前所剩余货不多, 日后我们无法再以此价进货。 I am anxious not to disappoint possible buyers in distant cities, to whom I wrote at the same time. Will you please therefore let me hear from you at once if this bargain interests you, because there are only a very few left now and we cannot get more at anything like this price. 我们的报价只有5天有效期, 但又考虑到, 外地区顾客应给予更多的时间研究, 才算公平。 Our offer to you was open only for 5 days, but, on thinking it over, it appears to us to be only fair that buyers in distant cities should be allowed extra time. 本人冒昧地邀请贵方于5月17日前来光顾本店, 请多关照。 On the 17th May, I venture to invite you to have a look at my shop, and wish me success. 本店现有时新商品, 如能光顾, 则非常感谢。 I have stocked it with up-to-date goods, and I shall regard it as a favour if you will come along and look at them. 请您光临, 购买与否, 悉听尊便。 Yes, just look at them-for you will not be pressed to buy. 实盘 请确认实盘 F.O.B. 大连还是 C.I.F. 青岛。 please get a firm offer, F.O.B. Dalian, or C.I.F. Qingdao. 贵公司可否以电报确认实盘? Can you obtain firm offer, subject to cable reply? 本实盘以7月10日中午前得到贵方答复生效。 We offer you firm the articles subject to receiving your reply here at noon on July 10. 为了提高顾客的兴趣, 请报实盘。 Please make us firm offer in order to interest our buyers. 付款条件 现金帐户 Cash account 预付现金 Cash advance 凭提货单支付现金 Cash against Bill of Lading (B/L) 凭单据付现款 || 凭装货单付现款 Cash

against Documents 现金资产 Cash assets 现金结存 || 现金差额 Cash balance 现收现付制 || 现金收付制 Cash basis 付现款后交货 || 交货前付现款 Cash before delivery 装运前付现款 Cash before shipment 现金交易 Cash dealing 现款押金 || 现金存款 Cash deposit 现金折扣 || 现金贴现 Cash discount 付现款 || 现金支付 Cash payment 现金结算 Cash settlement 货到付现款 Cash on delivery (C.O.D.) (Eng.) 货到收现款 Collect on delivery (C.O.D.) (Am.) 承兑后若干天付款 days after acceptance (D/A) 开票日后若干日 days after date (D/D) 见票后若干日 days after sight (D/S) 定期汇票 date draft 承兑交单 documents against acceptance (D/A) || documentary Bill for Acceptance (D/A) 付款交单 documents against payment (D/P) 折扣 discount (DC) 付现款时 2% 折扣 less 2% due net cash > 现款 5% 折扣 5% for cash 一个月内付款 2% 折扣 2% one month 三个月内付款需现金 3 months net 立即付现款 prompt cash 付现款 net cash || ready cash || cash 汇票 (美) draft 汇票 (英) bill of exchange 见票即付 || 即期汇票 draft at sight || sight draft 托收汇票 draft for collection || bill for collection 来取即付汇票 draft on demand || bill on demand 见票后 .. 天付款 draft at .. days date 跟单汇票 draft with documents attached || documentary draft 无追索权汇票 draft without recourse 银行汇票 bank draft 银行汇票 || 银行票据 bankers draft 商业汇票 merchants draft 电汇 cable draft 折扣汇票 discount draft 被拒付汇票 dishonoured draft 付款例文我方现拟采购附单所开出的各项货物, 希贵方能尽量航寄最优惠的 Camp.F, New York. 这次订单为合同的组成部分之一。请告最优惠条件为盼。 Please put us on your best terms, as this order forms a part of the contract. 请告知现金支付的最佳条件和折扣率。 Please state

your best terms and discount for cash. 请告知有关折扣的最佳装运条件。 Please put us on your very best shipping terms as regards discount. 由于贵方报价需现金, 所以我们想再打折扣。 We think you can well accord us a substantial discount off your list price, which we see are quoted net cash 谢绝报盘感谢贵方报价, 遗憾的是目前我公司对此尚无兴趣。 We thank you for your offer, but we regret that it does not at present interest us. 感谢寄来的样品。但目前我库存过多, 待需用时, 定当与贵公司接洽。 We thank you for the samples just received, but at present we are rather overstocked. when we are in the market again, we will give you an opportunity of quoting. 我们曾对此类商品进行过试销, 因顾客反映不良而停止, 所以无法考虑贵方对该商品的报价, 深表遗憾。 We regret we cannot avail ourselves of your offer of these goods, because we have already tried such goods, and had discontinued them through the complaints of our customers. 谢谢贵方的报价, 遗憾的是我们无法订货。 We thank you for your offer, but regret being unable to hand you orders.

样品用语  
样品sample  
模式||样本||图案pattern  
标本specimen||type  
模式||规范model  
标准standard  
说明书||商标||标记description  
brand  
样品卡sample card  
样品本sample book  
样品号码sample number  
样品簿sample sheet  
样品切片sample-cutting  
样品留底||复样duePLICATE sample  
新样品new sample  
报样outturn sample  
装船样品||运出样品shipping sample  
发货人样品shippers sample  
标准样品standard sample||type sample  
商用样品trade sample  
现货样品||购货样品purchase sample  
工厂样品makers sample  
仲裁人样品umpire sample  
样品sample passer  
样品split sample  
样品selling sample  
样品buyers sample  
样品reference

sample样品 counter 样品 original sample 样品 free sample 样品  
sample fair 样品 sample room 样品 sample offer || offer with samples  
样品 sample discount 样品 sample order 样品 sample parcel 样  
品 sample post 样品 full set of samples 平均选样 average sample 中  
等级样品 || 大路货样品 fair average sample 与样品相符 || 按照样品 as  
per sample 与样品相同 to be equal to sample 样品薄 pattern book 式  
样卡 pattern card 送样品 to sample 取样品 to get a sample || to take a  
sample 寄样品 || 提供样品 to send a sample 展示样品 || 陈列样品 to  
show a sample 检查样品 to inspect a sample 凭样品买 to buy on  
sample 凭样品卖 to sell on sample 按照样品 || 符合样品 to be in  
accordance with the sample || to be according to the sample || to  
correspond with the sample 与样品相符合 || 可视同 to be up to the  
sample || to be equal to the sample 比样品差 to be inferior to the  
sample 印花的式样 || 花纹装饰的式样 flowered pattern || flowery  
pattern 新式样 new pattern || newest pattern | 日式样 old-fashioned  
pattern 装饰式样 ornamental pattern 普通式样 plain pattern 格花式  
样 shepherds plaid pattern || checkered pattern 条纹式样 striped  
pattern 询求样品 本公司相信, 4月18日寄出的纪念品必已收到。  
本公司极为乐意知悉, 此批货物是否合于贵公司的意愿, 请来  
函告知。 We trust that the samples of souvenirs sent on the 18th  
April have reached you. We should be greatly obliged if you would  
inform us whether these goods are suitable for your purposes. 如能  
提供下列各种高档印刷用纸, 请寄样品。 Will you please send us  
samples of the best printing papers you can offer of the following  
kinds: 贵公司的纸张如能符合我方要求, 而且价格合理, 可否提  
供样品? Can you send us samples of paper that you can guarantee in

this respect, and that will also be reasonable in price? 下列品种的高档书信用纸如能供货, 请寄样品。 Will you please send us samples of the best note-papers you can offer of the following kinds: 请寄给我们春季用的衬料新品种样品, 库存或现生产中的布料均可。 You might also send me patterns of any new linings in stock or on the looms, for the spring. 寄送样品贵公司昨日的来信收悉, 我们将送去下列样品。 We have received your favour of yesterdays date, and have pleasure in enclosing you our samples as follows: 今日送上第三号混合燕麦样品, 请查收。 报价为F.O.B. 旧金山, 每夸特(28磅)10美元。 We have this day sent you, per sample post, a sample of No. 3 mixed oats, which we quote \$10.00 per qr., f.o.b. San Francisco. 现送上我公司最近发行的目录一份和几件样品, 贵公司对此可能感兴趣, 我们静候回音。 We are enclosing a copy of our recent catalogue with a few samples which may possibly interest you, and shall be glad to hear from you at any time. 今天, 我们冒昧送去小麦样品。 We take the liberty to day of sending you samples of wheat. 收到样品贵公司5月20日寄来的样品和价目表均已收到。 Your esteemed favour of the 20th May, with samples and price-list, is duly to hand. 贵公司寄来的价格表、折扣率、成交条件和样品均收到。 对以上诸方面, 我们均感到满意。 We have received your samples, with a price-list, also your scale of rebate and terms of settlement, all of which we find satisfactory. 贵公司的样品已收到, 现已转给用户。 Receiving your samples, we have shown them to hteir buyers. 贵公司6月1日的来信、葡萄酒样品和价目表均已收到。 经试饮, 品质很好。 不足的是价格比我们的通常价格高出太多。 We have duly

received your letter of Jun 1, with samples and price-list of your wines, which we have tested. The qualities are satisfactory, but your prices are considerably above our usual figures. 目录、价目表希望能寄给我们贵公司的目录以及大批量订货的报价。 I shall be glad if you will send me your catalogue, together with quotations for large quantities. 随信寄去目录表一份, 并附有批量订购现货的报价。 We are sending you by this post a catalogue, containing quotations for large orders taken from our existing stock. 现寄上一份适合贵公司业务的, 并附有图解的机械目录付本。 We have pleasure in sending herewith a copy of our illustrated catalogue of the machines suitable for your business. 随信寄去新修改的目录和价目表, 希望这些商品能适合贵公司的业务。 I send you my revised catalogue and price-list, in the hope that you may find something to suit you. > 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)