

外销员外贸外语指导：询盘回复客户常用英语外销员考试

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https://www.100test.com/kao_ti2020/512/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_512425.htm (1) 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. (2) 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. (3) 顾客向我公司购货一律用纸鸪 丁 4 ? 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. (4) 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. (5) 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. (6) 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. (7) 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. (8) 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. (9) 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. (10) 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. (11) 兹就该商品向贵方报价如下：We are pleased to quote you for the goods as following.

(12) 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. (13) 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. (14) 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. (15) 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. (16) 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. "#F8F8F8" 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