

2009BEC考试拍案叫绝的实用英语系列之四商务英语考试

PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/573/2021_2022_2009BEC_E8

_80_83_c85_573166.htm 提 议Proposal We would like to make an inquiry. 我们想要询价。 We would like to know the price exclusive of tax of your PDA. 我们想要知道你们的PDA不含税的价格。 A client of mine enquiries for 100 cases Black Tea. 我的一个客户询价100箱红茶。 We are desirous of your lowest quotations for hair driers. 我们想要贵公司头发吹风机的最低报价。 Im buying for chain stores in Australia. They are interested in Chinaware. Id like to make an inquiry. 我是为澳洲的连锁店采购商品，他们对瓷器非常感兴趣。我想询价。 Please send us your best CIF quotation for micro wave ovens. 请报给我们微波炉最优惠的CIF价格。 When quoting, please state terms of payment and time of delivery. 贵方报价时，请注明付款条件和交货时间。 The above inquiry was forwarded to you on January 15, but we havent received your reply until now. Your early offer will be highly appreciated. 上述询价已于一月十五日发给贵公司，可是我们到现在还没收到你方答复，请早日报价，不胜感谢。 We have many enquiries for the under-mentioned goods. 我们收到许多下述货物的询价单。 Will you please send us a copy of catalogue, with details of the prices and terms of payment? 请寄给我方一份型录，并注明价格和付款条件。 Please quote us yuor best offer for the above inquiry based on FOB Taiwan as well as CIF New York. 请提供以上产品报价，以FOB台湾和CIF纽约为报价条件。 报价Offer Thank you for your inquiry. Please tell us the quantity you

require so that we can work out the offers. 感谢贵方询价。请告诉我们贵方所需数量以便我方报价。 We welcome your enquiry of July 30 and thank you for your interest in our products. 很高兴收到你们七月卅日的询价，并感谢你们对敝公司产品的兴趣。 We would love to make an offer about sporting T-shirts. 我们很愿意对运动T恤提报价。 I take great pleasure in receiving your offer letter dated May 10, 2003 on the running shoes. 我很高兴收到您二〇〇三年五月十日有关运动鞋的报价。 We have received your enquiry and will give you a quotation for 100 dozens of table lights as soon as possible. 我们已收到你方询价，将尽快提供贵公司一百打的桌上型电灯的报价。 Any increase or decrease in the freight after the date of sale shall be for the buyers account. 出售日后运费如有上涨或下跌，均归买方负担。 We enclosed a copy of our price list. 随信附上一份我们的价格清单。 All prices are subject to change without notice. 所有的报价随时会更动，恕不另行通知。 This quotation is subject to your reply reaching here on or before January of 20. 此报价以在一月廿日或一月廿日之前收到你的答复才有效。 As the prices quoted are exceptionally low and likely to rise, we would advise you to accept the offer without delay. 由于所报价格特别低，并可能涨价，建议贵公司立即接受此报价。 Please find the attached information and our best offer for our products. 请参考附件数据和我们所提供最优惠的产品价格。 We hope you will be satisfied with our samples and quotations. 我们希望贵公司能对我们的样品和报价感到满意! The Japanese quotation is much lower. 日本的报价就比较低。 This is a combined offer on all or none basis. 此为联合报价，必须全部接

受或全部不接受。 We renew our offer of April 10 on the same terms and conditions. 我方基于原来条件更新四月十日之报价。 The quotation is subject to prior sale. 这个报价有权先售。 议价 Bargain The price you offered is out of line with the market, so it is beyond what is acceptable to us. 你方的报价与市场情况不相符，故我方无法接受。 Your suggested price is rather on the low side. 你方建议的价格偏低。 It is the lowest price that we can offer you now. 这是现在我们所能提供最便宜的价格。 The price we offered has hit bottom and will soon pick up. 我们提供的报价已达到最低点，不久价格就会回升了。 The price is in line with the prevailing market and there is no room for reduction. 价格与目前市价一致，没有降价的余地了。 We may offer you a special discount of 10%. 我们可能提供你们九折的特别折扣。 I am afraid your price is above our limit. 你们的价格恐怕超出了我们的界限。 The quotations we received from other sources are much lower. 我们从别处接到的报价要低得多。 We feel sorry that your price is more expensive than the BCQs price for this article. 我们很遗憾发现贵公司的价格较BCQ(公司)的价格来得高。 Should you revise your price, say, ten percent lower than the quoted one, we might persuade end users to conclude a deal. 假如你方能修改报价，比如降低10%，我们有可能说服客户成交。 We dont think we could cut our price to that extent as required. 我们无法把价格降到你方提出的限度。 If you can make the prices a little easier, we shall probably be able to place an order. 如果您能再降一点价格，我们也许会下订单。 Is it possible to shade the prices a little? 有没有可能降一点价格? We will place a trial order

with you if the prices are competitive. 如果价格具竞争性，我们将会下试验性订单。 样品、目录 Sample、Catalogue We are sending you some free samples. 我方寄给您一些免费样品。 As requested in your letter dated October 12, we sent you the samples by air parcel on October 20. 回复您在十月十二日的要求，我们在十月廿日用空运包裹寄给您样品。 We enclosed a copy of our latest catalogue, as requested in your letter of November 8. 回复您十一月八日的来函要求，随信附上我们最新的目录。 Four samples per each item were sent today via UPS Eepress. 我们已于今天将每款各四个样品以UPS快递寄出。 Please give us your specific inquiries upon examination of the above as we presume they will be received favorably in your market. 在检视过以上的样品后，请告知您的特别需求，相信必能符合市场的需求。 We are sure that these samples will meet your requirement. 我们确信此样品会符合您的需求。 Enclosed is our new catalogue. 附件是我们新的型录。 I have received your full set catalogue. I am very interested in your products. 我已收到贵公司所提供的整份目录。 我对贵公司的产品非常感兴趣。 Thank you for the samples, which you sent to us on Sep.10. 谢谢您九月十日寄给我们的样品。 We have received your catalogues, samples and price lists. 敝公司已收到贵公司的目录、样品和价格表。 Please let us know if our offer does not contain what you want in order to send you further samples. 假使我们的报价不包含您想知道的信息，烦请告知以便寄样品给您。 We have effected shipment under your L/C No. 123 issued by City Bank. 我们已经按照您在花旗银行所开立编号123号信用状规定装船。 Please let me know ahead the

amount if payment is required for the samples. 若样品要收费，请事先告知。 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