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把国际商务师站点加入收藏夹 欢迎进入：2009年国际商务师课程免费试听 更多信息请访问：百考试题国际商务师、百考试题论坛国际商务师 从中华人民共和国驻...大使馆商务参赞处获悉贵公司名称和地址，现借此机会与贵方通信，意在达成一些实际交易为开端，以建立业务关系。 1. Having had your name and address from the Commercial Counselors office of the Embassy of the Peoples Republic of China in..., we now avail ourselves of this opportunity to write to you and see if we can establish business relations by a start of some Practical transactions. 从中国国际贸易促进会获悉，你们有意采购电器用具。 2. We have heard from China Council for the Promotion of International Trade that you are in the market for Electric Appliances. 驻贵地的中国领事向我们介绍，你公司是...生产...(商品)的大出口商。 3. Your name has been recommended to us by the Chinese Consul stationed in your city as large exporters of ... goods produced in 从...获悉你们行名及地址并了解你们是.....有经验的进口商。现向你们开报...，盼能在贵地市场推销。 4. From ..., we have obtained your name and address and understand that you are experienced importers of We have pleasure in offering you ... of which we would appreciate your pushing the sale on your market. 从...获悉你公司专门经营...，现愿与你公司建立业务关系。 5. We learn from ... that your firm specializes in ..., and would like to

establish business relationship with you. 承.....的介绍，获悉你们是.....有代表性的进口商之一。 6. Through the courtesy of.... we have learned that you are one of the representative importers of ... 据纽约司密斯公司所告，得悉你公司名称和地址，并得知你们...日本东京商会已把你行介绍给我们。 7. Your name and address has been given to us by Messrs. J. Smith amp. Craft Goods we express our desire to trade with you in this line. 我们的主要业务是纺织品和手工艺品。 22. Our lines are mainly textiles and handicrafts. 我们经营这项业务已有多年。 23. We have been in this line of business for many years. 本信目的是探索与你们发展贸易的可能性。 24. The purpose of this letter is to explore the possibilities of developing trade with you. 我们愿在平等互利、互通有无的基础上与你公司建立业务关系。 25. We are willing to enter into business relations with your firm on the basis of equality, mutual benefit and exchanging what one has for what one needs. 我们愿与你们建立友好业务关系，分享互利的交易。 26. We wish to establish friendly business relations with you to enjoy a share of mutually profitable business. 盼直接洽谈，以便将你公司特种经营商品引进我地市场。 27. We wish to enter into direct negotiation with you with a view to introducing your special lines in our market. 我们有意向中华人民共和国寻求原油供应来源的可能性。 28. We are interested in the possibility of establishing sources of supply of crude oil from the Peoples Republic of China. 建议试试利用一下我们的经验和专门知识。 29. We advise you to make use of our experience and special knowledge on trial. 相信我公司的对外贸易经验以及对国际市场情况的熟悉，可能使

我们有资格得到你们的信任。 30. We trust that our experience in foreign trade and intimate knowledge of international market conditions will entitle us to your confidence. 我公司与此地可靠的批发商有密切联系，能与你公司作可观的进口业务。 31. Being closely connected with reliable wholesalers here, we shall be able to do considerable import business with you. 我们能开报十分优惠的条款。 32. We are able to quote you very advantageous terms. 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