

国际商务师业务外语辅导：报盘和还盘常用对话经典句型
国际商务师考试 PDF 转换可能丢失图片或格式，建议阅读原文
https://www.100test.com/kao_ti2020/645/2021_2022__E5_9B_BD_E9_99_85_E5_95_86_E5_c29_645256.htm id="swas"
class="wsww"> We have the offer ready for you. 我们已经为你准备好报盘了。 I come to hear about your offer for fertilizers. 我来听听你们有关化肥的报盘。 Please make us a cable offer. 请来电报盘。 Please make an offer for the bamboo shoots of the quality as that in the last contract. 请把上次合同中订的那种质量的竹笋向我们报个价。 We are in a position to offer tea from stock. 我们现在可以报茶叶现货。 Well try our best to get a bid from the buyers. 我们一定尽力获得买主的递价。 Well let you have the official offer next Monday. 下星期就给您正式报盘。 Im waiting for your offer. 我正等您的报价。 We can offer you a quotation based upon the international market. 我们可以按国际市场价格给您报价。 We have accepted your firm offer. 我们已收到了你们报的实盘。 We offer firm for reply 11 a.m. tomorrow. 我们报实盘，以明天上午11点答复为有效。 Well let you have our firm offer next Sunday. 下星期天我们就向你们发实盘。 Were willing to make you a firm offer at this price. 我们愿意以此价格为你报实盘。 Could you offer us F.O.B. prices. 能想我们报离岸价格吗? All your prices are on C.I.F. basis. 你们所有价格都是成本加运费保险费价格。 Can you make an offer, C amp.F. 我们报成本加运费价每吨250美圆。 Words and Phrases offer 报盘，报价 to offer for 对...报价 to make an offer for 对...报盘(报价) firm offer 实盘 non-firm offer 虚盘 to forward an offer (or to send an offer) 寄送报

盘 to get an offer(or to obtain an offer) 获得...报盘 to cable an offer (or to telegraph an offer) 电报(进行)报价 offer and acceptance by post 通过邮政报价及接受 to accept an offer 接受报盘 to entertain an offer 考虑报盘 to give an offer 给...报盘 to submit an offer 提交报盘 official offer 正式报价(报盘) (二) My offer was based on reasonable profit, not on wild speculations. 我的报价以合理利润为依据，不是漫天要价。 We have received offers recently, most of which are below 100 U.S. dollars. 我们最近的报价大多数都在100美圆以下。 Moreover, Weve kept the price close to the costs of production. 再说，这已经把价格压到生产费用的边缘了。 I think the price we offered you last week is the best one. 相信我上周的报价是最好的。 No other buyers have bid higher than this price. 没有别的买主的出价高于此价。 The price you offered is above previous prices. 你方报价高于上次。 It was a higher price than we offered to other suppliers. 此价格比我们给其他供货人的出价要高。 We cant accept your offer unless the price is reduced by 5%. 除非你们减价5%，否则我们无法接受报盘。 Im afraid I dont find your price competitive at all. 我看你们的报价毫无任何竞争性。 Let me make you a special offer. 好吧，我给你一个特别优惠价。 Well give you the preference of our offer. 我们将优先向你们报盘。 I should have thought my offer was reasonable. 我本以为我的报价是合理的。 Youll see that our offer compares favorably with the quotations you can get elsewhere. 你会发现我们的报价比别处要便宜。 This offer is based on an expanding market and is competitive. 此报盘着眼于扩大销路而且很有竞争性。 Words and Phrases quote 报价 quotation 价格 preferential offer 优先报盘

cost of production 生产费用 reasonable 合理的 competitive 有竞争性的 the preference of ones offer 优先报盘 wild speculation 漫天要价 欢迎进入：2010年国际商务师课程免费试听 更多信息请访问：百考试题论坛国际商务师 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