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寄售用语 寄售 consignment||consignment sale||sale on a consignment basis||commission sale ||venture||adventure 寄售品 consignment||consignment goods||consigned goods||an article consigned 寄售发票 consignment invoice 寄售通知书||发货通知书 consignment note 寄售单 consignment sheet||way-bill 委托销售||给佣金销售 to consign to one||to sell on commission 接受寄销(给佣金) to be consigned||to be trusted||to be in commission||to have goods on commission 发货人 consignor||consigner 来源 : www.100test.com 收货人||代销人||委托人 consignee 销售手续费 commission||selling commission 代理商 commission agent||factor 寄售品销货帐 commission sales book 销售帐单 account sales||A/S 销售概算书 Provisional account sales 预定销售清单||销售估计书 pro forma account sales 净款||实得额 net proceeds 寄售 indent 指定购买 closed indent 自由购买 open indent 商品寄售 贵公司寄售之30箱纺织品已安然抵达。廉价品的销路相当良好,且目前价格稳定。因此,我相信能向贵公司提出满意的销售报告书。 Your consignment of 30c/s textiles arrived in good condition. Cheap goods have a ready sale, and prices remain firm for the present. We shall be able to give you a good account sales. 谨送上寄售发票,而发票上所列绝缘油,将于11月15日由火车运出。 We are sending this consignment fo our Insulating Oil to you as in the Consignment Invoice herewith by the

freight train on the 15th Nov. 我们已决定寄出纸张, 请贵公司试销。如果这次试销结果令人满意, 我们将考虑大量委托。 We have decided to send you a trial consignment of the paper, and, if this turns out satisfactory, we shall consider the question of a larger consignment. 据本公司客户告知, 贵公司对此项生意有很好的关系, 并且从我国大量进口。因此我们按照他们的推荐, 准备将该商品寄给贵公司, 请代为试销。 Our friends inform us that you have good connection in this trade, and that you import largely from this country, and acting entirely upon their advice, we are sending you a consignment as a trial. 从本公司客户, 本市的White公司获悉, 贵公司实力雄厚, 资信可靠。因此, 我们接受他们的建议, 已将500包砂糖装上"Alps"号货轮, 运往你处代销, 恳请贵公司尽力以高价格出售。 Our friends, Messrs. White & Co., of this city, have given us your name as a firm of good standing and reliability, and we have, therefor, upon their suggestion, shipped to you a consignment of 500 bales Sugar per m.s. "Alps", sailing on the 15th Oct., which we would ask you to kindly sell to the best advantage. 接受寄售 我们经营纺织品已达二十年之久, 对市场十分熟悉, 我们能为贵公司产品找到销路。 Since we have been engaged in the textiles business for the past 20 years, we are quite familiar with the places where we can find an outlet for the goods you export. 贵公司6月6日函已收悉, 关于委托销售棉纱一事, 本公司愿按照贵公司的吩咐, 尽力而为。 特此致谢。 We thank you for your letter of the 6th June, containing proposals for consignment business in cotton yarns, and we shall be pleased to act for you in this matter in the way maned. 贵公司8月10日函已收悉, 该函所述的

寄售样本也已收到。 We received your favour of the 10th August, by which you advised the forwarding of samples of consignments, which we have also received. 3月6日函已收悉, 得知贵公司已将寄售品装"夏威夷号"货轮发运。待收到该货后, 我们一定尽全力将其介绍给当地的全部客户。 We are favoured by your letter dated 6th March, advising the despatch of a consignment by m.s. "Hawaii Maru", and upon the arrival of the goods, we will use our best endeavours to bring them under the notice of the trade here in general. 只要适合本地市场需求, 贵公司委托的任何商品, 我们都愿意接受。 We should be pleased to take care of any consignments of goods suitable for this market which you may be disposed to send us. 收到寄售品 随函奉上亨利号货轮运来的150包纺织品销售清单。贵公司应收额为3100美元, 现已记入贵公司贷方帐内。 Herewith I have the pleasure to hand you an account sales of 150 bales textiles received per s.s. "Henry", the net proceeds of which US \$3100 are passed to the credit of your account. 感谢贵公司将委托销售的砂糖及木薯淀粉装"伦敦号"货轮, 由里斯本运出。请相信, 本公司一定尽最大努力, 不辜负贵公司委托。 We feel extremely obliged to you for the consignments of sugar and tapioca, by the "London Maru", from Lisbon, and you may be well assured that we will exert ourselves to the utmost to prove ourselves deserving of your recommendation. 该人从他的客户处、收到委托寄售的橡胶20多箱, 木薯粉30袋。 He mentions his having obtained from one of his friends, the consignment of twenty more chests of Rubber, and thirth bags of Tapioca. 贵公司6月20日函及所附提单已收讫, 得知贵公司已将35包棉花装"北野

号"货轮,运往我处代销。 I have duly received your valued favour of the 20th June, accompanied by a bill of lading for thirty-five bales of cotton, consigned to me by the m.s. Kitano Maru. 目前,各类棉花销路很好,且价格渐涨。因此我们有希望提出一个令人满意的销售帐单。 At present, I have every prospect of rendering him good Account Sales, as cottons of all descriptions are in demand and the prices rather on the advance. 销售报告在第一次便能向贵公司提出如此满意的报告,甚感欣慰。我们保证对以后的船货,以尽全力加以关注。 We are pleased that in this first instance, we have been enabled to give you such a satisfactory report, and you can be assured that future shipments would receive our best care and attention. 关于这批葡萄酒,仅有4桶以每桶27美元的价格拍卖。随后,又将110加仑一桶的酒,以每桶24美元的价格,卖出10桶。赊销期为4个月。 Of the wines, four pipes only were sold by auction at \$27, and I have since disposed of ten pipes at \$24 per pipe of 110 gallons, at four months' credit. 货轮到港后,我们将保管30桶葡萄酒,并尽力以高价出售。至于销货帐单及应付款项,将按贵公司指示办理。 As soon as the motorship arrives, we will take charge of the thirth pipes of wine, and dispose of them to the best advantage, obtaining directions as to the account sales and remittances for the proceeds. 该商品,我可以每5公斤、1,800元的价格出售,按此价格计算,贵公司可得净款4,805,600元,望该结果能令您满意。 I was enabled to place them at \$1,800 per 5 kilogrammes, which I hope will give you satisfaction, as at this price you perceive the net \$4,805,600. 该葡萄酒到岸后,我们将尽力以最好的价格脱手。 I will dispose of your wines when landed, at the

best price I can obtain. 销售账单 贵公司寄售商品的销售帐单, 我们将于下次函寄。 The account sales of your parcel shall be forwarded in my next letter.来源 : www.100test.com 在寄送销售帐单时, 我将从有关帐户中扣除保险费。 When I send you an account sales, I will deduct the insurance premium from the respective accounts. 从所附销售帐单中可以看出。 本公司有幸在贵地市场行情跌落之前, 将这些商品售完。 You will see by the Account Sales, which we enclose, that we were fortunate enough to dispose of these goods just before the fall of prices in this market. 兹将委托销售棉花的销售帐单寄上, 贵公司应得余款2,500美元, 请查收。 We send you herewith an account sales of your consignment of cootton, showing a balance of \$2,500 in your favour, which we trust you will find correct. 很高兴第一次就能向贵公司提出如此满意的报告, 请相信, 在以后的寄售业务中, 我们会更加尽心尽力。 We are pleased that in this first instance, we have been enabled to give you such a satisfactory report, and you can be assured that future shipments would receive our best care and attention. 由"日本号"货轮装运商品的委托销售结果表明, 贵地市场缺乏对这种廉价物品的需求。 The result of the consignment by the "Nippon Maru" indicates very plainly that there is no demand for the cheaper grade of goods in your market. 订单我们乐于与你方小批试订80件男衬衣(样品500号), 请注意所供货物应与样品一致。 As a trial order, we are delighted to send you a small order for 80 pcs., Men ' s shirts S/500. Please note that the goods are to be supplied in accordance with your samples. 我们很乐意协同贵公司采购100包羊毛, 分两条船装运, 中间相隔约

一个月。 We shall gladly join with you in the purchase of 100 bales of wool, to be shipped in moieties by two different vessels, to sail about a month apart. 当我们查明何时有货, 价格多少时, 将立即通知贵公司, 以什么价格可以成交。 As soon as the purchase is made, and the price ascertained, I will inform you at what they will be invoiced. 我们已将委托购买的各种商品在附页列明, 请立即发运。 On the adjoining page we hand you an indent for various lines, which please ship at once. 来源 : www.100test.com 除胡椒无货不能采购外, 贵公司所订购的其它商品, 均可购入。 We have been able to execute the whole of your indent except the Pepper, the parcel having been sold. 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