

2011年外销员考试外贸术语指导21 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/646/2021_2022_2011_E5_B9_B4_E5_A4_96_c28_646187.htm 导读：本篇主要讲述一般报盘

等相关例句 一般报盘 上述报盘, 以你方答复在不迟于本月底前到达我方为有效。一旦此报盘过期, 此货不可能存留不售。

This offer is firm subject to your immediate reply which should reach us not later than the end of this month. There is little likelihood of the goods remaining unsold once this particular offer has lapsed. 使你满意并维持顾客, 对贵公司的需求, 我们不计较数量多少, 均提供最低价格。 In our offer, we shall make it our business to charge you the lowest possible price for any quantity you may require, in order to give you an entire satisfaction and to retain your customs. 相信贵方能接受我们的报价, 此盘有效期可到回电为止。 We trust that you will be able to accept our offer, which shall be kept open against reply by wire. 此盘有效期至收到你方回电为止。

This offer will remain open until receipt of your wire per return.

兹向该公司提供这些商品的报价。 We offered them the goods.

我们向该公司提供这些商品的报价。 We offered the articles to the firm. 上列货物, 按本季行情, 报价为: We offer the goods at the current seasons prices of 清库发盘 现减价处理库存货物, 价格至少减50%, 是家俱及五金制品前所未有的优惠价, 请勿失良机。

The stock on hand at present will be sold at a reduction of at least 50 per cent., and purchasers are respectfully invited to avail themselves of this opportunity of providing themselves with articles in furniture and ironmongery at unprecedentedly low prices. 请各位早日光临,

勿失良机。相关推荐：[2011年外销员考试外贸术语指导](#)[2011年外销员考试《外贸外语》模拟试题及答案汇总](#)[2011年外销员考试各科目复习大纲汇总](#)[2011年外销员考试《外贸综合业务》章节习题18套](#)[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