

# 北京三玛新诺翻译有限公司

中文  ENGLISH

服务热线: 010-85860580

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## 翻译技巧

### 国际贸易商品外贸术常用语翻译

发布时间: 2008.11.17

我们已向该公司提出询价(询盘)。

We addressed our inquiry to the firm.

对该公司的询价信, 我们已经回复。

We answered the inquiry received from the firm.

我公司已收到, 该公司关于这类商品的询盘。

We have an inquiry for the goods received from the firm.

我们已邀请客户对该商品提出询价。

We invited inquiries for the goods from the customers.

敬请将贵公司的进口商品目录寄来为荷。

Will you please let us have a list of items that are imported by you.

如能得到贵方特殊的询价, 则甚为感谢。

We shall be glad to have your specific inquiry.

敬请惠寄报价单和样品可否? 请酌。

Would you care to send us some samples with the quotations.

由于这一次订购是合同的组成部分, 请提供最好的条件。

Please put us on your best terms, as this order forms part of a contract.

请告知以现金支付的优惠条款和折扣比例。

Please state your best terms and discount for cash.

由于打折扣, 请告知最好的装货(船)条件。

Please put us on your very best shipping terms as regards discount.

请告知该商品的价格和质量。

Please let us have information as to the price and quality of the goods.

请对日本生产的合成纤维的制品, 如尼龙、维尼龙、莎纶等报最低价格。

Please quote us your lowest price for sundry goods, including synthetic fiber good, including synthetic fiber goods, such as nylon, vinylon, and saran made in Japan.

敬请告知该货以现金支付的最低价格。

Kindly favour us with the lowest cash price for the goods.

敬请告知贵公司可供应的上等砂糖的数量和价格。

Kindly let us know at what price you are able to deliver quantities of best refined sugar.

请报德克萨斯州产中等棉花50包、11月份交货的最低价格是多少？

At what lowest price can you quote for 50 bales middling Texas cotton for November?

请报10英担、一级软木(瓶)塞的最低价格。

Please quote us the lowest price for ten cwt. best Cork.

请对上述产品报运至我方工厂交货的最低价格。

We shall be obliged by a quotation of your lowest price for the said goods free delivered at our works.

请贵方惠寄商品目录并报价、谢谢。

I shall be glad if you will send me your catalogue together with quotations.

请对该商品报最低价。

Please quote us your lowest prices for the goods.

贵公司7月1日来函就该商品优惠条件的询盘敬悉。

We have received your letter of July 1, enquiring about the best terms of the goods.

如收到贵司对机械产品的询价，我们将甚表谢意。

We shall be pleased to receive your enquiries for the machineries.

如能告知该商品的详细情况，则不胜感谢。

We would appreciate receiving details regarding the commodities.

如您能告知该商品的现行价格，将不胜感谢。

We would appreciate it if you will please let us know the ruling prices of the goods.

询盘的受理

我们的条件是10日内付款为2%的折扣，30日内付款无折扣。

Our terms are 2% ten days, thirty days net.

我公司仅限于从发票开出之日起10日内付现金者给予折扣优待。

We only allow a cash discount on payments made within ten days of date of invoice

顾客向我公司购货一律用现金支付。从发票开出之日起，30日内将货款付清。如当即支付现款，我公司当按年利5%计付30日的利息。

Terms to approved buyers strictly net cash, payment within thirty days from invoice date, for prompt cash we will allow thirty days' interest, at the rate of 5% per annum.

条件：即期发货。在货到我方工厂，经过验讫重量品质后，立即以现金支付。

Terms: early delivery, and net cash payment after receipt of the material at our works, and verification of weight and quality.

现金支付折扣，仅限于在10日内以现金付清货款者可打折扣。

Cash discounts are allowed only on accounts that are paid within the ten-day limit.

你将发现, 我公司对贵方的报价所给予的优惠是前所未有的。

You will find that we have given you the best terms customary in our business.

每月一日以前提供的汇票, 依我公司惯例应在25日全部结帐。

My habit is to settle on the 25th all bills rendered on or before the 1st of each and every month.

我公司付款条件为交货后3个月内支付现金。1个月内付清货款者, 可打5%折扣。

Our terms are cash within three months of date of delivery, or subject to 5 per cent discount if paid within one month.

兹就贵方对该商品的询价回复如下:

In answer to your inquiry for the article, we reply you as follows:

针对你方昨日的询盘, 现寄上与你来函要求相似的墙纸样品一宗。

In reply to your enquiry of yesterday's date, we are sending you herewith several samples of wall paper closely resembling to what you want.

兹就该商品向贵方报价如下:

We are pleased to quote you for the goods as following:

兹随函寄上该商品的现行价格表一份, 请查收。

Enclosed we hand you a price-current for the goods.

上述报价, 无疑将随市场变化而变动。

Of course these quotations are all subject to the fluctuations of the market.

上述价目单是以付现金拟订的, 我们认为还可以打很多折扣。

We think you can well accord us a substantial discount off your list prices, which we see are quoted net cash.

对这批数量大, 以现金支付的货, 如你方能从价目表中, 再给些折扣优待, 当不胜感谢。

We shall be glad if you will quote us the best discount for cash off your list price for cash for this quantity.

我公司的支付条件: 以现金支付。自发票开出之日起10天内付款者, 打2%的折扣。

Our terms, as our invoice states, are 2% cash discount, only within ten days of date of invoice.

商品、货物

商品

article of commerce||commercial article

食品

article of food

家具

article of furniture

衣着类商品

article of clothing

出口商品

article of export

实用品

article of utility

贵重品

article of value

委托买卖品

article of consigned

被抛弃货物

abandoned goods

空运货物

air-borne goods

货物的分配

assignment of goods

特价品

bargain goods

禁制品||黑市货

black-market goods

罐头

canned goods||tinned goods

生产原料

capital goods

粗制品

coarse goods||crude goods||bad article

出清存货||清仓货物

clearance goods

消费品

consumer goods||consumption goods

禁止进口货

contraband goods

棉制品

cotton goods

应交税的商品

customable goods

易损商品

damaged goods

耐久商品

durable goods

危险品

dangerous goods

国货

article of domestic manufacture||domestic goods(U.S.A.)||inland goods(U.K.)

衣料

dress-goods

陶瓷||瓷器

earthen-ware goods

绸缎尼龙纺织品

dry-goods

进口货

article of import||foreign goods||imported goods||sea-borne||goods

杂货

fancy goods||sundry goods||miscellaneous goods||general goods||general merchandise

高级品

high-quality goods

一等品(同样类推: second rate goods 二等品 ...)

first-rate goods||first-class goods

重品

heavy goods

轻质品

light goods

家庭用品

household goods||domestic article||household article

奢侈品

luxury goods

易燃品

inflammable goods

廉价品

low-priced goods

主要商品

major goods

制成品

finished goods||manufactured goods||finished article

半成品

half-finished goods||semi-manufactured goods||unfinished goods||unfinished article

体积货物

measurement goods

高级品

quality goods||superior article||valuable merchandise

不耐久货品

perishable goods

加工品

processed goods

衣料||论件商品

piece-goods

零售商品

retail goods

批发商品

wholesale goods

抢救货||剩余物资||换代货

salvage goods

绢制品||纺织品

silk goods||soft goods

体育用品

sporting goods

季节性货品

seasonal goods

标准货||正牌货

standard goods||standard merchandise

缺货

shortage of goods

必需商品||纤维制品

staple goods

战略物资

strategic goods

代用品

substitute goods

供应商品

supply of goods

战争物资

war goods

已售货品

sold goods

退货商品

reshipped goods||returned merchandise

剩货||存货

unsold goods

毛织品

woollen goods

酒类

wet goods

销货收入

goods earnings

货物的运送

goods traffic

完税商品

dutiable article

工艺品||特种商品

fancy article

礼品

gift article

化妆品

toilet article

二手货

secondhand article||used article

扣留品||查封货

seized article

陈列品

shop soiled article

有竞争力商品

competing article

有用物品

useful article

有害物品

hazardous article

已通(海)关商品

approved merchandise

未准通(海)关商品

unapproved merchandise

货主不明的货物

unclaimed merchandise

货车||火车

merchandise train

商品贸易

merchandise trade

商品的分配

commodities allocation

商品买卖介绍人||商品经纪人

commodity broker

货物买卖经纪人

produce broker||produce exchange||produce partment

囤积货品

commodity corner

商品美金(美)

commodity dollar

物品集散、批发中心

commodity distribution center||produce distributing center

商业汇票

commodity draft

商品交易所

commodity exchange

商品市场价格

commodity market||commodity prices

商品化币(美)

commodity money

日用品||必需品

daily commodity

必需品

essential commodity

易销商品||适销品

marketable commodity

易腐品||保管困难的商品

perishable commodity

商品转手

movement of commodity

主要物品||重要产品

shortage of commodities

生活用品

vital commodity

产品陈列馆

produce museum

农作物||农产品

produce of fields

工业产品

industrial products

智力产品

intellectual products

海产品

marine products

天然产品

natural products

副产品

residual products

质量

上等货

AI article||OK article

一级品

first grade article||fine article||good article||superior article

超级品

article of first quality||article of extrra OK grade||extra fine article

中级品

middling||medium goods||common goods||good fair average(G.F.A.)||fair average quality(F.A.Q.)

低档货

inferior article||article of inferior quality||low grade goods||bad goods

价格行情

实际价

actual price

标价||不二价

fixed price

进口价

import price

出口价

export price

价格表||价目表

list price

时价||现行价

current price

市场标价

market price||tag price

出厂价格

factory price||price at factory

成本价

cost price||prime cost||first cost

原成本

initial cost

购入价格

buying price||purchase price

出售价格

selling price||sale price

净价

net price||nett price

现货价格||立即付款价格

spot price

总价||毛价

gross price

特别价格||牺牲价格

special price

特价||低于市场价格

marked-down price

付现金价格||现金支付价

cash price

赊购价格||挂帐价格

credit price

契约价格||合同价

contract price

特贵(讨价)价格

fancy price||exorbitant price||extravagant price

普通价格

average price||natural price||normal price

缺货时的市场价

famine price

平面价格

flat price

询价

asked price

追加的价格

additional price

加上杂费的价格

all-round price

按行情索要的最高价

best price obtainable

出价||递价

bid price

一揽子价格

blanket price||lump price

削价||折扣价||降价

cut price||price cutting

竞销价格||拍卖价格

auction price

开价||起始价

opening price

概算价格

approximate price

行市价格

ruling price

基本价格

basic price||ground price

记录价格||破记录价格

record price

收盘价||稍跌的价格

close price

收盘行情

closing price

竞争价格

competitive price

加价价格

cost plus price

保证金付清后价格

exhaust price

额外价格

extra price

平价||相当价格

fair price

实价||固定价格

firm price

发行价格

issue price

高价

high price

低价

low price

清算价格(美)

making-up price

造币价格(纯金)

mint price

廉价||低价

moderate price

名义价格

nominal price

最低价格||成交价格

lowest price

最低价格||成交价格

rock-bottom price

最高价格

ceiling price

最低价格

floor price

报价||报盘价

offered price

公定价格||官方定价

official price

黑市价格

black-market price

包括一切费用的价格

overhead price

质量单位价格

per quality unit price

现行价格

present price||price current

禁止价格

prohibitive price

开价||报价

quoted price

克己价格||竞买最低价

reserve price

零售价格

retail price

批发价格

wholesale price

双方议定价格

settling price

场外价格||交易所外价格

street price

预约价格

subscription price

卷尺价格

tape price

内部行情

trade price||inside price

两种价格

two prices

单价||单位价格

unit price

最低价格||开拍价格

upset price

广大价格||行情价格

wide price

商品价格协会

price association

标价

price card

价格协定

price cartel

价格波动

price fluctuation

物价指数

price index||price numbers

限价

price-limit||limit

价格表

price-list

价目记号

price mark

价格变动

price movements

交易价格||议定价

price negotiated

价格条款

price terms

加上费用价格

price plus

投标价格

price tendered

工资

price wages||price-work

装运港船上交货价格

F.O.B. price||Free on board price

装运港船上交货并含平仓费在内的价格

F.O.B. & Trimmed price

船边交货价格

F.A.S. price||Free alongside ship price

到岸价格(成本+运费+保险)

C.I.F. price||Cost, insurance, and freight price

成本加运费价格

C. & F. price||Cost & freight price

CIF加佣金和利息价格

C.I.F. & C.I. price||C.I.F. Commission, Interest price

CIF加汇费价格

C.I.F. & E. price||C.I.F. & Exchange price

含全部费用的价格

franco price

现场交货价格

loco price

卡车交货价

F.O.T. price||Free on Truck price

码头交货价

free docks price

目的地码头交货价

Ex quay price

工厂交货价

Ex factory price

目的地船上交货价

EX ship price||free overside price

火车站交货价

At station price

含铁路运费价格

On rail price

到岸价格||陆上交货价

landed price

关栈交货价||保税仓库交货价

Inbond||bond price

完税后交货价格

Duty paid||Ex customs compound

完税前交货价格

Duty unpaid price

发盘用语

报盘

to offer||to make an offer||to submit an offering

发实盘

to offer firm||to make a firm offer

还盘

to make a counter offer||to counter

本报盘以尚未出售为准

to offer subject to unsold, without engagement

留盘

to hold an offer open||to keep an offer open

撤销一项发盘

to withdraw an offer||to cancel an offer

接受一项发盘

to close with an offer||to entertain an offer||to accept an offer

更改发盘

to improve an offer

变更报盘

to alter an offer

延长发盘有效期

to extend an offer

重新报盘

to renew an offer

重复报盘

to repeat an offer

拒绝接受报盘

to decline an offer

此报盘以我方尚未售出为准

an offer subject unsold

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.

为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,此盘有效期至收到回电为止。

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 season's 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。

Purchasers are respectfully requested to come early to prevent disappointment.

我们正在清仓, 有丝织品、天鹅绒、丝带、披风、披肩、毛制品、棉织品以及其他男士服饰, 均以进货价出售, 特告。

We are pleased to notify you that the whole of their extensive stock of silks velvets, ribbons, mantles, shawls, woollen and cotton goods. haberdashery, is now on sale at prime cost.

本店另有他用, 全部货物急需清仓处理。

As the premises will be shortly required for other purposes, the whole of the goods must be immediately disposed of without reserve.

请求前来订货发盘

我们与本地一流的厂商均有贸易联系, 所以能提供贵方所需的东西, 只要贵方有吩咐, 定能使贵方满意。冒昧请你关照。

We venture to solicit a share of your favour, as being in touch with all the leading merchants here, we are able to deal satisfactorily with any commissions with which you may entrust us.

尽管孟加拉在抵制英货, 但棉织品仍然畅销。贵方如委托我们试销, 相信您不会失望。

In spite of the boycott of British manufactures in Bengal, there is still a fine market for cotton goods, and if you would consign us a small trial parcel, we are sure you will not be disappointed with the result.

我公司是制造厂商, 能保证产品质量和做工精美。贵公司订货如能一如既往, 将不胜感激。我当迅速、认真履约, 提供高效优质服务。

Being actual manufacturers, we are able to guarantee a uniform quality and excellent workmanship of our goods, and we shall be glad to be favoured, as before, with your esteemed orders, which shall have our prompt and careful attention.

数日前写给贵公司的信谅已收到, 前函的发盘现又有重要进展。

Since I wrote to you a few days ago, there has been an important development as regards the offer I then made you.

关于经营地毯可见效益一事, 在上星期写给贵公司的信中, 有个要点没有提到, 即:

Referring to the letter which I wrote to you last week about the profit you could make by taking up the sales of rugs, there is an important point which I did not mention. It is this:

为不使我们的顾客失望, 贵公司如对这次生意有兴趣, 请迅速通知我们。因目前所剩余货不多, 日后我们无法再以此价进货。

I am anxious not to disappoint possible buyers in distant cities, to whom I wrote at the same time. Will you please therefore let me hear from you at once if this bargain interests you, because there are only a very few left now and we cannot get more at anything like this price.

我们的报价只有5天有效期,但又考虑到,外地区顾客应给予更多的时间研究,才算公平。

Our offer to you was open only for 5 days, but, on thinking it over, it appears to us to be only fair that buyers in distant cities should be allowed extra time.

本人冒昧地邀请贵方于5月17日前来光顾本店,请多关照。

On the 17th May, I venture to invite you to have a look at my shop, and wish me success.

本店现有时新商品,如能光顾,则非常感谢。

I have stocked it with up-to-date goods, and I shall regard it as a favour if you will come along and look at them.

请您光临,购买与否,悉听尊便。

Yes, just look at them-for you will not be pressed to buy.

实盘

请确认实盘F.O.B.大连还是C.I.F.青岛。

please get a firm offer, F.O.B. Dalian, or C.I.F. Qingdao.

贵公司可否以电报确认实盘?

Can you obtain firm offer, subject to cable reply?

本实盘以7月10日中午前得到贵方答复生效。

We offer you firm the articles subject to receiving your reply here at noon on July 10.

为了提高顾客的兴趣,请报实盘。

Please make us firm offer in order to interest our buyers.

付款条件

现金帐户

Cash account

预付现金

Cash advance

凭提货单支付现金

Cash against Bill of Lading (B/L)

凭单据付款||凭装货单付款

Cash against Documents

现金资产

Cash assets

现金结存||现金差额

Cash balance

现收现付制||现金收付制

Cash basis

付现款后交货||交货前付现款

Cash before delivery

装运前付现款

Cash before shipment

现金交易

Cash dealing

现款押金||现金存款

Cash deposit

现金折扣||现金贴现

Cash discount

付现款||现金支付

Cash payment

现金结算

Cash settlement

货到付现款

Cash on delivery (C.O.D.)(Eng.)

货到收现款

Collect on delivery (C.O.D.)(Am.)

承兑后若干天付款

days after acceptance (D/A)

开票日后若干日

days after date (D/D)

见票后若干日

days after sight (D/S)

定期汇票

date draft

承兑交单

documents against acceptance (D/A)||documentary Bill for Acceptance (D/A)

付款交单

documents against payment (D/P)

折扣

discount (DC)

付现款时2%折扣

less 2% due net cash

现款5%折扣

5% for cash

一个月内付款2%折扣

2% one month

三个月内付款需现金

3 months net

立即付现款

prompt cash

付现款

net cash||ready cash||cash

汇票(美)

draft

汇票(英)

bill of exchange

见票即付||即期汇票

draft at sight||sight draft

托收汇票

draft for collection||bill for collection

来取即付汇票

draft on demand||bill on demand

见票后 .. 天付款

draft at .. days' date

跟单汇票

draft with documents attached||documentary draft

无追索权汇票

draft without recourse

银行汇票

bank draft

银行汇票||银行票据

banker's draft

商业汇票

merchant's draft

电汇

cable draft

折扣汇票

discount draft

被拒付汇票

dishonoured draft

付款例文

我方现拟采购附单所开出的各项货物，希贵方能尽量航寄最优惠的 C&F 纽约价格。

We are now in the market for the goods mentioned in the attached list and shall appreciate it if you will airmail us as soon as possible your best quotation C&F, New York.

这次订单为合同的组成部分之一。请告最优惠条件为盼。

Please put us on your best terms, as this order forms a part of the contract.

请告知现金支付的最佳条件和折扣率。

Please state your best terms and discount for cash.

请告知有关折扣的最佳装运条件。

Please put us on your very best shipping terms as regards discount.

由于贵方报价需现金，所以我们想再打折扣。

We think you can well accord us a substantial discount off your list price, which we see are quoted net cash

谢绝报盘

感谢贵方报价，遗憾的是目前我公司对此尚无兴趣。

We thank you for your offer, but we regret that it does not at present interest us.

感谢寄来的样品。但目前我库存过多，待需用时，定当与贵公司接洽。

We thank you for the samples just received, but at present we are rather overstocked; when we are in the market again, we will give you an opportunity of quoting.

我们曾对此类商品进行过试销，因顾客反映不良而停止，所以无法考虑贵方对该商品的报价，深表遗憾。

We regret we cannot avail ourselves of your offer of these goods, because we have already tried such goods, and had discontinued them through the complaints of our customers.

谢谢贵方的报价, 遗憾的是我们无法订货。

We thank you for your offer, but regret being unable to hand you orders.

样品用语

样品

sample

模式||样本||图案

pattern

标本

specimen||type

模式||规范

model

标准

standard

说明书||商标||标记

description brand

样品卡

sample card

样品本

sample book

样品号码

sample number

样品簿

sample sheet

样品切片

sample-cutting

样品留底||复样

duplicate sample

新样品

new sample

报样

outturn sample

装船样品||运出样品

shipping sample

发货人样品

shipper's sample

标准样品

standard sample||type sample

商用样品

trade sample

现货样品||购货样品

purchase sample

工厂样品

maker's sample

仲裁人样品

umpire sample

样品

sample passer

样品

split sample

样品

selling sample

样品

buyer's sample

样品

reference sample

样品

counter sample

样品

original sample

样品

free sample

样品

sample fair

样品

sample room

样品

sample offer||offer with samples

样品

sample discount

样品

sample order

样品

sample parcel

样品

sample post

样品

full set of samples

平均选样

average sample

中等级样品||大路货样品

fair average sample

与样品相符||按照样品

as per sample

与样品相同

to be equal to sample

样品簿

pattern book

式样卡

pattern card

送样品

to sample

取样品

to get a sample||to take a sample

寄样品||提供样品

to send a sample

展示样品||陈列样品

to show a sample

检查样品

to inspect a sample

凭样品买

to buy on sample

凭样品卖

to sell on sample

按照样品||符合样品

to be in accordance with the sample||to be according to the sample||to correspond with the sample

与样品相符合||可视同

to be up to the sample||to be equal to the sample

比样品差

to be inferior to the sample

印花的式样||花纹装饰的式样

flowered pattern||flowery pattern

新式样

new pattern||newest pattern

旧式样

old-fashioned pattern

装饰式样

ornamental pattern

普通式样

plain pattern

格花式样

shepherd's plaid pattern||checkered pattern

条纹式样

striped pattern

询求样品

本公司相信, 4月18日寄出的纪念品必已收到。本公司极为乐意知悉, 此批货物是否合于贵公司的意愿, 请来函告知。

We trust that the samples of souvenirs sent on the 18th April have reached you. We should be greatly obliged if you would inform us whether these goods are suitable for your purposes.

如能提供下列各种高档印刷用纸, 请寄样品。

Will you please send us samples of the best printing papers you can offer of the following kinds:

贵公司的纸张如能符合我方要求, 而且价格合理, 可否提供样品?

Can you send us samples of paper that you can guarantee in this respect, and that will also be reasonable in price?

下列品种的高档书信用纸如能供货, 请寄样品。

Will you please send us samples of the best note-papers you can offer of the following kinds:

请寄给我们春季用的衬料新品种样品, 库存或现生产中的布料均可。

You might also send me patterns of any new linings in stock or on the looms, for the spring.

寄送样品

贵公司昨日的来信收悉, 我们将送去下列样品。

We have received your favour of yesterday's date, and have pleasure in enclosing you our samples as follows:

今日送上第三号混合燕麦样品, 请查收。报价为F.O.B.旧金山, 每夸特(28磅)10美元。

We have this day sent you, per sample post, a sample of No. 3 mixed oats, which we quote \$10.00 per qr., f.o.b. San Francisco.

现送上我公司最近发行的目录一份和几件样品, 贵公司对此可能感兴趣, 我们静候回音。

We are enclosing a copy of our recent catalogue with a few samples which may possibly interest you, and shall be glad to hear from you at any time.

今天, 我们冒昧送去小麦样品。

We take the liberty to day of sending you samples of wheat.

收到样品

贵公司5月20日寄来的样品和价目表均已收到。

Your esteemed favour of the 20th May, with samples and price-list, is duly to hand.

贵公司寄来的价格表、折扣率、成交条件和样品均收到。对以上诸方面, 我们均感到满意。

We have received your samples, with a price-list, also your scale of rebate and terms of settlement, all of which we find satisfactory.

贵公司的样品已收到, 现已转给用户。

Receiving your samples, we have shown them to hteir buyers.

贵公司6月1日的来信、葡萄酒样品和价目表均已收到。经试饮, 品质很好。不足的是价格比我们的通常价格高出太多。

We have duly received your letter of Jun 1, with samples and price-list of your wines, which we have tested. The qualities are satisfactory, but your prices are considerably above our usual figures.

目录、价目表

希望能寄给我们贵公司的目录以及大批量订货的报价。

I shall be glad if you will send me your catalogue, together with quotations for large quantities.

随信寄去目录表一份, 并附有批量订购现货的报价。

We are sending you by this post a catalogue, containing quotations for large orders taken from our existing stock.

现寄上一份适合贵公司业务的, 并附有图解的机械目录付本。

We have pleasure in sending herewith a copy of our illustrated catalogue of the machines suitable for your business.

随信寄去新修改的目录和价目表, 希望这些商品能适合贵公司的业务。

I send you my revised catalogue and price-list, in the hope that you may find something to suit you.

关于我们 | 业务范围 | 服务流程 | 服务报价 | 客户须知 | 质量监控 | 网站地图 | 信息广角 | 友情链接 | 联系我们

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