

## 《《商务英语口语900句》Unit 5:询盘》

### Unite Five 询盘

#### Part One.

101.Please quote us for the goods listed I enclosed inquiry sheet giving your prices CIF Jakarta.

请把附件中询价单上的货物价格(雅加达 , CIF)报给我们。

102.Please quote us your lowest price CIF Hamburg for ten MT of walnut meat.

请把10吨胡桃肉(CIF , 汉堡)的最低价格报给我们。

103.Please quote us FOB London for 100 reams of good quality white poster paper.

请把10令白色海报纸(FOB , 伦敦)的最低价格报给我们。

104.Please quote us your most competitive prices in order to consummate business.

为了我们合作圆满 , 请把最具竞争力的价格报给我们。

105.Please quote us your lowest price for fertilizers .

请把肥料的最低价格报给我们。

106.Please quote us your best price and let us know the minimum quantity for each order.

请把最好的价格报给我们并注明每种产品最小起订量。

107.Please make us a offer on CIF Hongkong bases for hand made leather

gloves.

请报给我们手工制作的皮手套价格(CIF, 香港)

108. Please make us a offer giving your price FOB New York.

请报给我们价格(FOB, 纽约)

109. We have already made an enquire for your articles please make a offer before the end of this month.

我们已对你们的项目做了一个询价, 请在个月底以前报价。

110. I would like to make a enquiry about this type of leather bag.

我想询问一下这种包的价格。

111. We shall be pleased if you finished us with your quotation for this product.

如果你们能对这种产品进行报价, 我们将无比高兴。

112. Many of customers are interested in your "Seagull" brand household scissors and we wish to have your CNF Shanghai quotations.

许多客户对你们“海鸥”牌的家用剪刀很感兴趣, 期待您的报价(CNF上海)

113. We want to know the price CIF Tokyo for your printed shirting.

我们想知道已经印好的衣服布料的价格(CIF东京)

114. We are anxious to get a offer for your products.

我们热切地想得到你们的产品。

115. We shall be very glad to receive a offer from you on this brand of radios.

如果能得到你们这种牌子的收音机, 我们将很高兴。

Part Two.

116. We shall like to know the offer for the rice of this kind.

我们想知道关于这种米的价格。

117. We ' d like to know the minimum order quantity per color and per design.

我们想知道每种颜色，每种款式的最小起订量。

118. What price could you quote us on two dozens sets?

你们给我们报的2打的价格是多少？

119. Would you please quote us a price one your 71 \* 81 reversible wool blankets 15% wool and 85% cotton, bound with rayon satin?

请报给我们以下产品价格：71\*81的羊毛毯子，成份15%羊毛，85%棉，人造丝绑定的？

120. How much you asking for this brand of ties?

你们想订多少这种牌子的领带？

121. If we order 10,000 units what would be your offer?

如果我们订10,000套，你们会提供什么优惠？

122. What ' s the price for 1000 Kg of white sugar.

请问1000KG的白糖的价格是多少？

123. Can you supply this quality at approximately 50% cents per meter?

请问你们是否能够提供这种质量的，大约每米50%分？

124. If our order is a substantial one how much will you bring your price down?

如果我们的采购量是固定的，你们能降价多少？

125.How much discount could you offer on a order of this size ?

请问一个这种尺寸的定单，能得到多少折扣？

126.Please inform us what special offer you can make us ?

请告知我方，你们会给我们什么特殊的优惠？

127.Here is a list of my requirements I ' Id to have your lowest quotations  
CIF New York.

这张单子是我们的要求，我想知道到纽约的最低CIF价格。

128.Please inform us of your lowest price CIF London.

请把伦敦CIF的最低价格报给我们。

129.We ' d appreciate it very much if you let us know what discount you can  
grant us if we give you a large order of your products.

如果我方采购量很大，你方会给我方多少折扣，请告知，我方将非常感激。

130.Please let us have your best quotation by tomorrow together with the  
appropriate time of shipment.

请于明天告知我方：最好的价格和装船期。