

《《商务英语口语900句》Unit 6:报盘》

Unite Six 报盘

Part one

131.This offer is subject to your reply reaching here on or before
29,June.

我方接受以你方答复为准的报盘，但需在6月29日前到达。

132.If we can receive your order within the next 10 days, we will make you a
firm order at the prices quoted.

如果我方能在10天内能接到你方订单，我方将按所报价格确定订单。

133.This offer is firm for 5 days.

该盘的有效期为5天

134.The price we quoted is on FOB Shanghai bases instead of CIF Hongkong
bases and our

offer will be valid until August 31.

我方的报价以FOB上海，而不是CIF香港。我方报盘的有效期至8月31日。

135.We make you the offer subject to your apply reaching us not later than
noon December 23.

我方接受以你方答复为准的报盘，但需不迟于12月23日中午到达。

136.We have the offer ready for you.

我们已准备好给你方的报盘。

137.I ' d to remind you that we have to withdraw our offer is we don ' t hear you

by next Monday.

我方要提醒你方，若我们不能在下个星期一前收到答复，该报盘将会被撤销。

138.This offer will remain effective for another 10 days from June 1.

该报盘从1月1日起10天内有效。

139.The quality of our product is good and the prices is reasonable so we are confident that

you will accept our offer dated 4th May.

我方产品物美价廉，因此我们对你方能接受我方报盘很有信心，但需在5月4日前。

140.Sincerly the market is advancing rapidly the price we offered you is the best I believe.

自市场的飞速发展，我相信我方所报的价格是最合理的。

141.Here are our latest price sheet. You will see that our prices is most competitive.

这是我方最近的价格单。你能发现我方的价格是最具竞争力的。

142.We believe that the price we offer you can compete well with those of other firms.

我们相信我们所报的价格与其他公司相比更具竞争力。

143.We hope you will accept our offer and give us order soon.

我方希望你方能尽快接受报盘并下订单。

144.We feel better offer will give you full satisfaction .I hope to receive a favorable reply from you soon.

我方感到好的报盘能令你方满意。希望能尽快收到你方令人欣喜的答复

145.If you think our proposal acceptable please let us have your order at early date.

如果你方认为可以接受我们的提议，请早日订单。

146.We have the pleasure in offering you our product.

我们很荣幸将我方产品报盘给你方。

147.We are interested in making you a offer on our hand-make carpets which is well received in the overseas market.

我方很荣幸为你方就手工制地毯报盘，这种地毯在海外广受好评。

148.Our price for 200 dozens pairs of plastic shower curtains with matching drapes would be 45 USD shall we hold them for your order?

就200打塑料窗帘以45美元。我方还为你方保留订单吗？

149.We give you price of 1440\$ FOB Chicago.

我方给你方的价格是1440美元，FOB芝加哥。

150.We are pleased to quote you for 1500 dozen man shirts as for the sample you send before at price 5/piece CIF New York for promote shipment.

我们很高兴就1500打男式衬衫给你方报价，每件5元，CIF纽约，即时装运。按之前你方寄来的样品。

151.In compliance with your request we are now offering you 2000 dozens magnifiers at 30\$

per dozen CIF San Francisco September shipment.

根据你方要求，我方提供你方2000打放大镜，每打30美元，CIF旧金山，九月装运。

152.You will note that we are in the position to offer you 50 long tons of ten for sheet at the

attractive price of £ 135 per long tons CNF Shanghai.

我方会给你方提供50长吨,每单10长吨,以非常优惠的价格,每长吨135,CIF上海。

153.We offer your 1500 tons of Canada oats at the price of 500 pounds /ton.

我们为你方提供1500吨加拿大燕麦片,每吨500英镑。

154. We can quote you the price of 75\$ / typewriter and 10% discount on shipping .

我方的报价是75美元一台打字机,如果海运的话,有10%的折扣。

155.Our average whole sell price is 180\$ / unit.

我们的平均售价是每个180美元。

156.We offer you firm 2,000 tons of chemical fertilizer at £ 150 per long ton CIF Vietnam deliver in April.

我方为你公司提供2000吨化学肥料,每长吨150,CIF越南,4月起运。

157. We can offer a quality discount of up to 15% but we are prepare to give 20% discount for a offer to buy the complete stuff.

我方可提供15%的质量折扣,但我们准备给20%的折扣,如若你方将全部买下。

158.I have here our price sheet on a FAS vessel basis ,the price are given without engagement.

我这里有我们的FAS船边交货的价格单,这个价格是不容商议的。

159.As prices is steady raising, we ' d advise you to place your order without

delay.

因为价格正在稳步上升，我方建议你方早日下订单。

160.Our product is in great demand and supplies is limited so we would recommend that you accept this offer as soon as possible.

我方产品需求量大，供应有限。因此我方建议你方尽早接受此报盘。

