

外贸外语辅导:主动报价 PDF转换可能丢失图片或格式，建议  
阅读原文

[https://www.100test.com/kao\\_ti2020/286/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E5\\_A4\\_96\\_E8\\_c67\\_286147.htm](https://www.100test.com/kao_ti2020/286/2021_2022__E5_A4_96_E8_B4_B8_E5_A4_96_E8_c67_286147.htm) You may be interested in a copy of our current price list for straw products. Here is a price-list together with a booklet illustrating our products. Our products are very popular because of the natural material, their artistic designs and the fine workmanship. We are confident that a trial order would convince you that, at the prices quoted, the goods have excellent value for tourism. From all list prices we allow a trade discount of 20% on orders received on or before 30April and a further special discount of 10% on orders over US\$10,000, making 30% in all. 想必贵方对我方麦竿工艺品感兴趣。现寄去报价单及产品介绍手册一份。我方产品使用天然材料，设计优美，工艺精湛，故广受欢迎。我方相信，贵方若依此价试购，会发现其深厚的旅游价值。对4月30日前的所有订单，我方将在此报价的基础上给予20%的折价，并对总额1万美元以上的订单，另加10%的折价，总折价可达30%。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](http://www.100test.com)