

商务英语300句Unit02Inquiry 2 PDF转换可能丢失图片或格式
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https://www.100test.com/kao_ti2020/493/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c67_493642.htm Dialogue 2A: I ' m glad

to have the opportunity of visiting your corporation. I hope to conclude some substantial business with you.B: It ' s a great pleasure

to meet you, Mr. Brown. I believe you have seen our exhibits in the showroom. May I know what particular items you ' re interested

in?A: I ' m interested in your hardware. I ' ve seen the exhibits and studied your catalogues. I think some of the items will find a ready

market in Canada. Here is a list of my requirements, for which I ' d like to have your lowest quotations, C.I.F. Vancouver.-- 我很高兴

有机会参观你们公司。我希望能与您谈下大笔生意。 -- 很高兴见到您，布朗先生。我想您已经看过我们展示厅里的

产品了。可否知道您具体对哪些商品感兴趣？ -- 我对你们的五金产品感兴趣。我已看过你们的展示品并仔细看过你们的

目录册。我想其中的一些产品很快就能在加拿大畅销。这是我所列的需求单，请给予最优惠的报价，温哥华到岸价。B:

Thank you for your inquiry. Would you tell us the quantity you require so that we can work out the offers?A: I ' ll do that.

Meanwhile, could you give me an indication of price?B: Here are our F.O.B. price lists. All the prices in the lists are subject to our

confirmation.A: What about the commission? From European suppliers I usually get a 3 to 5 percent commission for my imports. It

' s the general practice.B: As a rule we don ' t allow any

commission. But if the order is a substantial one, we ' ll consider

it.A: You see, but I do business on a commission basis. A commission on your prices would make it easier for me to promote sales. Even two or three percent would help.B: That ' s something we can discuss later.-- 感谢您的询价。 您能告诉我们您需要的数量以便我们报价吗？ -- 我会的，同时你能给我一个估计价格吗？ -- 这是我们的离岸价单，里面所有的价格都以我方确认为准。 -- 佣金呢？从欧洲供销商那里，我通常可以得到进口产品3-5%的佣金。这是惯例。 -- 一般来说，我们不允许任何佣金。但是如果订单数量可观，我们会考虑的。 -- 但我是在佣金的基础上做生意的。你们在价格上提供佣金将使我推销产品更加容易一些。即使2%或3%也是可以的。 -- 这个问题我们可以以后再讨论。 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