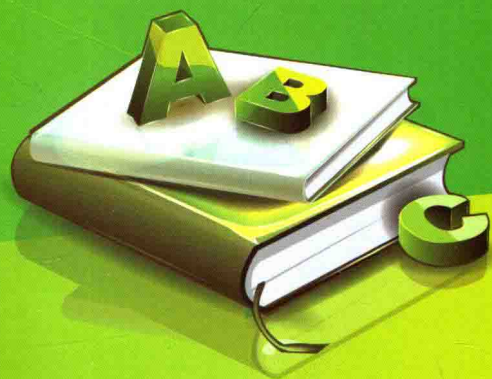


外贸英语 常用语句汇编

● 伊辉春 主 编
● [英] Leslie Taylor 审

A Collection of Common Sentences
in Business Correspondence



化学工业出版社

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·北京·

在学习和从事外贸通信的过程中,你是否常常不知道怎么用英语表达而烦闷呢?本书收录了你所需的英语语句,可以帮你撰写电子邮件、微信、短信,帮你进行文字聊天。

本书汇编了 1700 余条外贸英语常用语句,按照外贸谈判的话题分为十一个单元。各种语句齐全,话题涵盖广,数量多,高频通用。全部语句划分细致,编排简单,排列有序,十分方便定位查找。根据你的需求,你可以在本书中很快找到最相近的参考语句。只要你对参考语句进行简单的改动,就可以放到你的信文中去。

图书在版编目 (CIP) 数据

外贸英语常用语句汇编/伊辉春主编. —北京:化学工业出版社, 2016.3
ISBN 978-7-122-26062-8

I. ①外… II. ①伊… III. ①对外贸易-英语-口语-汇编 IV. ①H319.9

中国版本图书馆 CIP 数据核字(2016)第 011540 号

责任编辑:蔡洪伟 于 卉 王 可
责任校对:吴 静

文字编辑:颜克俭
装帧设计:刘丽华

出版发行:化学工业出版社(北京市东城区青年湖南街 13 号 邮政编码 100011)
印 装:三河市万龙印装有限公司
710mm×1000mm 1/16 印张 9 $\frac{3}{4}$ 字数 197 千字 2016 年 3 月北京第 1 版第 1 次印刷

购书咨询:010-64518888(传真:010-64519686) 售后服务:010-64518899
网 址: <http://www.cip.com.cn>
凡购买本书,如有缺损质量问题,本社销售中心负责调换。

定 价:30.00 元

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前言

当你与外商文字聊天、发邮件的时候，是否有过有话说说不出的烦闷呢？

有话说不出，是撰写外贸英语信函的老大难问题。为了让学生把想说的话写出来，传统的“外贸英语函电”课堂常常不得不陷入辨词、翻译的泥潭。

实际上，外贸信函的语言是有“套路”的，有其惯用的术语和句型，语言学家称之为“词块”。毋庸置疑，撰写外贸信函最轻松愉快的办法是仿照示范例句进行模拟套写，套写出来的语句令人“眼熟”，表达准确、清晰。

然而，可用来仿照套写的示范例句在哪里呢？虽然绝大部分外贸英语函电教材都收集了一些典型的常用语句，但这些语句一般只能用来背诵备用，在实际写作过程中很难作为示范例句来参考套写。究其原因，一是这些语句覆盖不全，诸多话题缺失；二是数量严重不足，不够用。三是没有严格划分排序，一时难以查找。

为了满足上述要求，本书作者收集了高频使用的 1700 余条外贸常用语句，汇编了这本工具用书。书中的语句是按五级划分排列的，首先根据贸易谈判的主题如“信用证”、“装运”、“保险”进行一级划分，分为 11 个单元。然后根据句子的功能和结构，按照“谁——做——什么——事”进行四级划分，分为四列。这其中：

谁：二级划分，指说话人，如“出口商”、“进口商”；

做：三级划分，指句子的目标功能和谓语语气，如“询问”、“催促”、“请求”等；

什么：四级划分，指“做”的对象，指单元主题或主题项下的具体范围，如“付款”、“装运”或其项下的“交货”、“建交”或其项下的“信息”；

事：五级划分，指上述“什么”的具体内容，是对“什么”的细化和补充，如“付款”的“延期”、“装运”的“分批”。

例如“请您告知我方交货的日期”一句，这里的“交货”属于“装运”主题，句子功能是“询问”，这句应该是“进口商”说的，因此，这句被划分到“装运”单元的“进口商”“询问”“交货”“期限”。

本书汇编的外贸常用语句便于查找、数量多、话题涵盖广、通用性强。在外贸信函撰写过程中，只要通过截取、替换、拼接、删减、填补等简单必要的加工，就可以放到信文中。这使得撰写外贸英语信函的方式从原来的咬文嚼字式翻译变成了轻松愉快的“组装”，这不仅帮助您提高了外贸英语函电教学效果，也十分有助于外贸从业人士。

本书由英国国际贸易专家 Leslie Taylor 博士审稿，蔡文芳、朱娇燕、张蓓、朱岱霖参与了编写。

由于编者水平有限，书中难免有错误和不足，敬请专家、同仁指正。

编者

2015 年 11 月

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Establishing Business Relations 建立贸易关系

1.1 出口商

| | | | | |
|-----|----|----|----|--|
| 出口商 | 承诺 | 代理 | 委任 | If business between us could be further extended, we consider granting you an agency agreement. 如果我们的贸易能进一步扩大, 我方将考虑与你方签代理协议。 |
| 出口商 | 承诺 | 代理 | 委任 | If you can push the sale of our products successfully for the next six months, we may appoint you as our agent. 如果你们能在今后的6个月里成功地推销我方产品, 我们可以指定你们为代表。 |
| 出口商 | 承诺 | 代理 | 委任 | If you could pursue your efforts in building a larger turnover, we shall be glad to consider your proposal for the award of an agency. 如果贵公司能有更大的营业额, 我们将很高兴考虑你方充当代理的请求。 |
| 出口商 | 承诺 | 代理 | 委任 | When the opportunity matures, we will consider making you our exclusive agent for the U.K. 当机会成熟时, 我们将考虑委托你为我方在联合王国的独家代理。 |
| 出口商 | 促销 | | | We look forward to providing you with high quality products, superior customer service and complete satisfaction. 我方期待为贵方提供高品质的商品和上乘的客服, 包您满意。 |
| 出口商 | 促销 | | | We'd like to sell our products in the United States. 我们想在美国销售我们的产品。 |

| | | | | |
|-----|----|----|----|---|
| 出口商 | 促销 | | | Your reply to this inquiry will enable us to give you priority in supplying your requirement quickly and to provide sufficient quantities for the goods which are going to be best sellers. We hope to provide the best service to you. 你方的回复将使我们优先、迅速地供应你们所需商品, 而且对于畅销商品有充足的数量供应。愿我们能为你方提供最佳的服务。 |
| 出口商 | 介绍 | 订购 | 方式 | You may place your order by telephone, fax, email, or regular mail. 您可以采用电话、传真、电子邮件或来函订购。 |
| 出口商 | 介绍 | 公司 | | The commodities we are handling consist of the manufactures of the first-rate paper mills of this country, and so we are in a good position to serve your customers with the most reliable quality of the line you suggest. 我们经营的商品包括本国一流造纸厂的产品, 因此, 就你们提出的要求, 我们有良好的条件向你们的顾客提供质量最可靠的商品。 |
| 出口商 | 介绍 | 公司 | | We are a state-owned corporation and are in a position to accept orders against customers' samples with specified design, specification and packing requirements. 我们是国有公司, 能够根据客户提供的样品花样、规格和包装要求供货。 |
| 出口商 | 介绍 | 公司 | 规模 | This is to introduce ourselves as one of the leading exporters of garments in China. 兹介绍, 本公司为中国最大的服装出口商之一。 |
| 出口商 | 介绍 | 公司 | 规模 | This is to introduce the Pacific Corporation as one of the leading exporters of light industrial products having business relations with more than 70 countries in the world. 兹介绍, 太平洋公司为最大的轻工业产品出口商之一, 和世界上 70 多个国家有业务关系。 |
| 出口商 | 介绍 | 公司 | 规模 | We are one of China's largest exporters of medical devices. 我们是中国最大的医疗设备出口商之一。 |
| 出口商 | 介绍 | 公司 | 声誉 | We are well established as a manufacturer of cameras and our products enjoy high reputation for their excellent quality. 我们是口碑良好的照相机制造商, 我们的产品因质优而广受好评。 |

| | | | | |
|-----|----|----|----|--|
| 出口商 | 介绍 | 公司 | 声誉 | We enjoy an excellent reputation in this field and supply best quality products. 在这个领域里我们享有极好的声誉, 可以提供优质的产品。 |
| 出口商 | 介绍 | 公司 | 网页 | Please visit our website for further information about our company. 关于我公司的详细信息请登录我们的网站查询。 |
| 出口商 | 介绍 | 公司 | 网页 | Please visit our website for further information about our products and services. 关于我公司产品及服务项目的详细信息请登录我们的网站查询。 |
| 出口商 | 介绍 | 公司 | 网页 | Please visit the websites below for additional information on our products. 请登录下面的网站查询我方产品的更多信息。 |
| 出口商 | 介绍 | 公司 | 业务 | We are given to understand that you are potential buyers of Chinese bamboo products, which comes within the frame of our business activities. 据了解, 你们是中国竹制品有潜力的买主, 而该商品正属于我们的业务经营范围。 |
| 出口商 | 介绍 | 公司 | 业务 | We are in a position to accept a special order. 我们可以接受特殊订货。 |
| 出口商 | 介绍 | 公司 | 业务 | We sell/supply/provide a wide range of office automation devices. 我们销售/供应/提供多种办公自动化设备。 |
| 出口商 | 介绍 | 公司 | 业务 | We take the opportunity to introduce our company as exporters dealing exclusively in leather goods. 我们利用此机会介绍, 我公司为专门经营皮革制品的出口商。 |
| 出口商 | 介绍 | 公司 | 业务 | We wish to inform you that we are specialized in the export of arts and crafts. 现奉告, 我方专门经营工艺品出口。 |
| 出口商 | 介绍 | 公司 | 资历 | For the past ten years, we have done a lot of trade with your country. 在过去的 10 年中, 我们与贵国进行了大量的贸易。 |
| 出口商 | 介绍 | 公司 | 资历 | Having many years' experience in this particular line of business, we send this email to introduce ourselves as an exporter of fresh water pearls. 发此邮件自我介绍, 我方为淡水珍珠出口商, 在此行业已有多年经验。 |

| | | | | |
|-----|----|----|----|---|
| 出口商 | 介绍 | 公司 | 资历 | We have been in this line of business for many years and are closely connected with large manufactures in our country. 我们经营这项业务已有多年, 并与本国的大厂商关系密切。 |
| 出口商 | 介绍 | 公司 | 资历 | We have excellent connections in the trade and are fully experienced in the import business for this type of product. 在这个行业里我们有极好的贸易关系, 对这种产品的进口业务有丰富的经验 |
| 出口商 | 期盼 | 合作 | | We look forward to serving you in the near future. 希望在不远的将来能为您服务。 |
| 出口商 | 期盼 | 合作 | | We look forward to the opportunity to serve you. 我们希望有机会为您效劳。 |
| 出口商 | 期盼 | 询价 | | We shall be glad to receive your specific inquiry. 如能得到贵方具体询价, 则甚为感谢。 |
| 出口商 | 期盼 | 询价 | | We shall be pleased to receive your enquiries for the machineries. 如收到贵公司对机械产品的询价, 我们将甚表谢意。 |
| 出口商 | 说明 | 代理 | 期限 | The Agency Agreement has been drawn up for a duration of one year, automatically renewable on expiration for a similar period unless a written notice is given to the contrary. 代理协议已草拟, 期限为一年, 除非另有书面通知, 否则到期时本协议将自动延续相同的时间。 |
| 出口商 | 说明 | 代理 | 佣金 | A 4% commission is the maximum. 我们最多给4%的佣金。 |
| 出口商 | 说明 | 代理 | 佣金 | For an old customer like you, we are willing to allow a 15% commission on each machine, plus a special discount of 5% on all orders received before the end of next month. 对于您这样的老客户, 我们愿意每一台机器给15%的佣金, 此外, 对于在下月底之前所收到的您的订单, 我们还给予5%的特别折扣。 |
| 出口商 | 说明 | 代理 | 佣金 | The commission will be transferred to your bank account. 佣金会转到您银行的账户里。 |
| 出口商 | 说明 | 代理 | 佣金 | Usually a 3% commission is given to our agent. 一般情况下我们给代理商3%的佣金。 |
| 出口商 | 说明 | 代理 | 佣金 | We shall pay a commission of 5% on the net value for all sales against orders received through you. 我们将按从你方接到的订单的净值计5%收取代理佣金。 |

| | | | | |
|-----|----|----|----|---|
| 出口商 | 说明 | 代理 | 佣金 | We'll calculate the commission for monthly sales. 我们会每个月计算买卖的佣金。 |
| 出口商 | 说明 | 代理 | 佣金 | We may consider allowing you a 3% commission on condition that your minimum quantity for the first order reaches 300 dozen. 我们可以考虑给予贵方 3%的佣金折扣, 但前提是贵方的首次订单量达到 300 打。 |
| 出口商 | 说明 | 代理 | 佣金 | We'll provide you a commission on sales. 我们会付您买卖的佣金。 |
| 出口商 | 说明 | 信息 | 来源 | Through the courtesy of Mr. White, we are given to understand that you are one of the leading importers of silk in your area. 经由怀特先生, 我们得悉贵公司为所在地区中最大的丝绸进口商之一。 |
| 出口商 | 说明 | 信息 | 来源 | We have heard from China Council for the Promotion of International Trade that you are in the market for Electric Appliances. 从中国国际贸易促进会获悉, 你们有意采购电器用具。 |
| 出口商 | 说明 | 信息 | 来源 | We learn from the Commercial Counselor's Office of our Embassy in your country that you are in the market for Electric Appliances. 我们从我国驻贵国大使馆商务参赞处获悉贵方有意采购家用电器。 |
| 出口商 | 说明 | 信息 | 来源 | We received your name and address from Italian Commercial Bank who has informed us that you are in the market for ball-bearing. 承蒙意大利商业银行告知贵公司的名称和地址, 并告知贵方欲购进滚珠轴承。 |
| 出口商 | 说明 | 信息 | 来源 | We received your name and address from Messrs. Collins & Co., through whom we have learnt you are importers of table cloths. 承蒙柯林斯公司告知你公司名称和地址, 从该公司处我们得知贵公司是桌布进口商。 |
| 出口商 | 说明 | 信息 | 来源 | You have been introduced to us by the Commercial Counselor's Office of our embassy in your country as being one of the leading importers of canned food stuffs. 从我国驻贵国大使馆商务处得知, 你方是罐头食品主要进口商之一。 |

| | | | | |
|-----|----|----|----|--|
| 出口商 | 说明 | 信息 | 来源 | Your firm has been kindly recommended to us by Messrs. Johnson Co. in Paris, as one of the leading importers of textiles. 承蒙巴黎约翰逊公司介绍, 得知贵公司是纺织品主要进口商之一。 |
| 出口商 | 调查 | 资信 | | Anything you tell us about their credit worthiness and management will be appreciated. 贵方如能告知我们关于他们的财务信用及业务经营情况, 我们将感激不尽。 |
| 出口商 | 调查 | 资信 | | As far as you know, is their business financially sound? 就你们所知, 他们业务资金情况良好吗? |
| 出口商 | 调查 | 资信 | | Could you please tell us if they are good for this amount? 请告知我方该公司是否有支付该金额的能力? |
| 出口商 | 调查 | 资信 | | Founder Co. wants to do business with us and has given your details as a referee. 芬德公司欲与我公司开展贸易, 并提供贵方为该公司的信用证明人。 |
| 出口商 | 调查 | 资信 | | We should be much obliged if you would give us your opinion of their solvency and trustworthiness. 贵方对该公司的付款能力和信用状况持何看法, 恳请告知, 不胜感谢。 |
| 出口商 | 调查 | 资信 | | We should be much obliged if you would inform us, in confidence, of their financial standing and modes of business. 如您能私下通知我们关于他们的财务状况和经营风格, 我们将不胜感激。 |
| 出口商 | 调查 | 资信 | | We would therefore appreciate it if you would let us have information about the financial and business standing of the above firm. 如贵方能将上述公司的财务状况和经营状况告知我方, 我方将不胜感激。 |
| 出口商 | 委任 | 代理 | | After a careful review of our business relations and your past efforts in pushing the sale of our products, we have decided to entrust you with the exclusive agency for our radio in your country. 鉴于我们之前的合作和你方对我们产品销售所做的努力, 我方决定委任你方在你们国家做我们收音机的独家代理商。 |

| | | | | |
|-----|----|----|--|---|
| 出口商 | 委任 | 代理 | | After investigation and due consideration, we have decided to appoint you as our agent in the district you defined, subject to the following terms and conditions. 经过调查和适当考虑, 我们决定按照下列条款委托你在你方提出的地区内作为我们的代理。 |
| 出口商 | 委任 | 代理 | | After paying due consideration to your proposals and investigating your business standing, we have decided to appoint you as our agent in the district you defined, subject to the following terms and conditions. 经过调查和适当考虑, 我们决定按照以下条件, 在你们提出的地区内由你方担任我方代理。 |
| 出口商 | 委任 | 代理 | | In consideration of your extensive experience in this field, we are glad to appoint you as our sole agent. 考虑贵方在本行业有丰富的经验, 我们很高兴任命你方为我公司的独家代理。 |
| 出口商 | 委任 | 代理 | | Our acceptance of your agency proposal signifies our appreciation of your endeavors to promote interest in our products. 我们接受你方关于代理的建议以表示我们感谢你方为销售我们产品所做出的努力。 |
| 出口商 | 委任 | 代理 | | Regarding your proposal to represent us for the sale on our canned foods, we have decided to appoint you as our agent in Hong Kong. 鉴于你方来函说明关于我们罐装食品的销售计划, 我方决定指定你方作为我们在香港的代理商。 |
| 出口商 | 委任 | 代理 | | We are pleased to confirm that we have appointed you as the agency of our products in Japan. We are looking forward to a happy and successful working relationship with you. 我们很高兴确认任命你方为我方在日本的代理, 希望我们建立友好成功的合作关系。 |
| 出口商 | 委任 | 代理 | | We are pleased to offer you a sole agency. 我们很高兴指定你们为我们的独家代理。 |
| 出口商 | 委任 | 代理 | | We have decided to appoint you our agent in Canada. 我方决定任命你方为加拿大代理商。 |
| 出口商 | 委任 | 代理 | | We'll consider appointing you as our sole agent for our T-shirts for the next two years in your local market. 我们将考虑指定您为贵国市场上 T 恤衫的独家代理商, 为期两年。 |

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| 出口商 | 谢绝 | 代理 | 请求 | An agent in your territory already represents us. 我们在你地已设置代理。 |
| 出口商 | 谢绝 | 代理 | 请求 | As we are now only at the get-acquainted stage, we deem it rather premature to take into consideration the matter of sole agency. In our opinion, it would be better for both of us to try out a period of cooperation to see how things develop. 由于我们还处在初识阶段, 我们认为考虑独家代理问题时机尚不成熟。我们认为, 尝试合作一段时间看情况如何会对彼此都有好处。 |
| 出口商 | 谢绝 | 代理 | 请求 | I am sorry we aren't considering having an agency at present. 很抱歉, 目前我们没有设置代理的想法。 |
| 出口商 | 谢绝 | 代理 | 请求 | In regard to your request for an agency arrangement, I'm afraid it's still too early for us to enter this arrangement. 关于贵方担任代理, 考虑这个问题恐怕为时尚早。 |
| 出口商 | 谢绝 | 代理 | 请求 | Referring to the question of sole agency, we are not yet prepared to take the matter into consideration for the time being. We shall return to this subject as soon as the business between us has developed to our mutual satisfaction. 关于独家代理问题, 我们目前还不准备考虑此事。等我们之间的贸易发展到成熟阶段, 我们再来考虑此事。 |
| 出口商 | 谢绝 | 代理 | 请求 | Referring to your request to act as our sole agent for our tractors, we may consider this question seriously when business between us has been further extended. 关于你们要求作为我们拖拉机产品的独家代理一事, 我们将在业务有了进一步发展时再慎重考虑。 |
| 出口商 | 谢绝 | 代理 | 请求 | Regarding the question of agency, we should think it is premature for us to consider it. 关于代理问题, 我们认为考虑此问题尚为时过早。 |
| 出口商 | 谢绝 | 代理 | 请求 | The total amount of your order last year was moderate, which does not warrant an agency appointment. 去年你方订单的总金额并不高, 还达不到任命代理的要求。 |

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| 出口商 | 谢绝 | 代理 | 请求 | We appreciate your suggestion that you sell our products on an exclusive basis, but we think it premature for us to enter into agency agreement at the present stage. 我们感谢你方独家销售我方产品的建议, 但我们认为在现阶段签订代理协议尚为时过早。 |
| 出口商 | 谢绝 | 代理 | 请求 | We currently have another company as our sole agency in America. Under the terms of contract, we are banned from distributing our products by other company. 本公司产品目前由另一家公司在美国独家代理。根据合同条款, 我方在合同期内不得委托别家经销。 |
| 出口商 | 谢绝 | 代理 | 请求 | We don't need a new agent at this stage. 现阶段我们还不需要新的代理商。 |
| 出口商 | 谢绝 | 代理 | 请求 | We don't think it proper to consider the matter of sole agency at present. 我们认为目前不宜考虑独家代理问题。 |
| 出口商 | 谢绝 | 代理 | 请求 | We don't think the past records of transactions justify the agency appointment. However, we shall refer to it when business develops to our mutual satisfaction. 我们认为过去的交易记录还不能说明有理由任命代理, 但是在业务发展能使双方满意时, 我们将再处理此事。 |
| 出口商 | 谢绝 | 代理 | 请求 | We have an exclusive agent in this area already. 这地区我们已经有独家代理商了。 |
| 出口商 | 谢绝 | 代理 | 请求 | We have not made any decision about an agency yet. 我们还没决定要用代理商。 |
| 出口商 | 谢绝 | 代理 | 请求 | We regret to refuse your proposal of acting as our agent. 我们遗憾地谢绝你们作为我方代理的建议。 |
| 出口商 | 谢绝 | 代理 | 请求 | We regret to say we are unable to do business with you direct, as we have been represented by ABC Company at your end. Please contact them for your requirement. 非常抱歉我们不能直接与你们做生意, 因为你地的 ABC 公司是我们的代理。对于你们的要求可以与他们联系 |
| 出口商 | 谢绝 | 代理 | 请求 | We're not in a position to take on any further agents. 我们不能够再多雇用代理商。 |

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| 出口商 | 谢绝 | 代理 | 请求 | We've noted your request to act as our agent in your country, but we feel it would be better to defer discussion of it. 我们注意到你方要求成为我方在贵国的代理,但是我们觉得推迟讨论此事为宜。 |
| 出口商 | 谢绝 | 代理 | 请求 | With reference to the matter of sole agency, we are not yet prepared to consider it at present. We shall revert to it as soon as business has developed to our mutual satisfaction. 关于独家代理之事,我方暂不予考虑。一旦交易发展能令你我双方均满意,我方将考虑此事。 |
| 出口商 | 谢绝 | 建交 | 请求 | I regret to say that we cannot join your partnership at present. 我公司暂不能与贵公司建立合作关系,对此深表歉意。 |
| 出口商 | 谢绝 | 建交 | 请求 | Please accept our regret for having to decline your request for establishment of business relations as the items named in your email have sold out. 很抱歉,我方不得不拒绝你方建立业务关系的要求,因为你方邮件中所需产品已经售完。 |
| 出口商 | 寻求 | 代理 | | We'd like you to be our agent if you're interested. 如果您感兴趣的话,我们想让您当我们的代理商。 |
| 出口商 | 寻求 | 代理 | | We're looking for an agent to handle our products. 我们正在找代理商,来经销我们的产品。 |
| 出口商 | 寻求 | 建交 | | Specializing in the export of Chinese Art Craft Goods, we express our desire to trade with you in this line. 我们专门经营中国美术工艺品出口,愿与你们进行交易。 |
| 出口商 | 寻求 | 建交 | | As we deal in tablecloth, we shall be pleased to enter into direct business relations with you. 我方经营台布,我们很愿意与你方建立直接贸易关系。 |
| 出口商 | 寻求 | 建交 | | In order to extend our export business to your country, we wish to enter into direct business relations with you. 为了向贵国扩大出口业务,我们希望与贵方建立直接的业务联系。 |
| 出口商 | 寻求 | 建交 | | We have more than 25 years in selling net ware and obtain a large share of market. We hope we can make co-operate with you. 我们经营网络设备已经超过 25 年了,并占据大部分市场份额,因此,我方很希望与贵方合作。 |

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| 出口商 | 寻求 | 续交 | | It is several months since we had the pleasure of having your last order. As the selling season is drawing near, we should like to know if you would like to place further orders with us for these goods. 自接上次订单以来, 至今已好几个月。现旺季临近, 请告我方你们为旺季需补进的数量。 |
| 出口商 | 询问 | 代理 | 条件 | In order to enable us to make a careful study of your proposal, we should like to know your plan for promoting the sales of our products, the market consumption and the volume of business which you are able to conclude monthly or quarterly. 为使我方认真研究你方建议, 请把你们的我方产品的推销计划、市场销量、你们的月营业额或季营业额通知我方。 |
| 出口商 | 询问 | 代理 | 条件 | We would like to know your plan for promoting the sales and the annual turnover you may realize in your market. 请把你们的推销计划和在你地市场可能达到的年营业额通知我公司。 |
| 出口商 | 询问 | 代理 | 销量 | Your proposal to offer services in sales of our products on a sole agency basis is appreciated, but first of all we need to know the regular quantity you guarantee to sell monthly. 感谢你方建议以独家代理的方式为我们提供服务, 但我们认为首先有必要了解你们能保证的每月正常销售量。 |
| 出口商 | 询问 | 代理 | 销量 | While on the subject of agency, we would ask you to give us an approximate estimate of the volume of business you expect to do annually. 在谈代理问题时, 请告知你们预期每年可达成的交易额约计数。 |
| 出口商 | 询问 | 代理 | 销量 | Could you give me some idea of your monthly quantity guarantee? 您能告诉我你方每个月能保证完成的销售额吗? |
| 出口商 | 询问 | 代理 | 销量 | What are the minimum annual sales you can guarantee? 你方所能保证的最少年销售额是多少? |
| 出口商 | 询问 | 代理 | 销量 | What is the maximum annual turnover you could fulfill? 你方能完成的最大年销售额是多少呢? |
| 出口商 | 要求 | 代理 | 销量 | Unless you increase the turnover, we cannot appoint you as our sole agent. 除非你方增加营业额, 否则我方无法指定你方作为我方的独家代理。 |