

外贸英语900句之 价格 Price

(一)

Business is closed at this price.

交易就按此价敲定。

Your price unacceptable (unacceptable).

你方价格可以（不可以）接受。

Your price is feasible (infeasible).

你方价格是可行（不可行）的。

Your price is workable.

你们出价可行。

Your price is realistic (unrealistic).

你方价格合乎实际（不现实）。

Your price is reasonable (unreasonable).

你方价格合理（不合理）。

Your price is practicable (impracticable).

你方价格是行得通的（行不通）。

Your price is attractive (not attractive).

你方价格有吸引力（无吸引力）。

Your price is inducing (not inducing).

你方价格有吸引力 (无吸引力) 。

Your price is convincing (not convincing).

你方价格有吸引力 (无吸引力) 。

Your price is competitive (not competitive).

你方价格有竞争力 (无竞争力) 。

The goods are (not) competitively priced.

此货的定价有 (无) 竞争力。

Words and Phrases

price 价格, 定价, 开价

priced 已标价的, 有定价的

pricing 定价, 标价

priced catalogue 定价目录

price of commodities 物价

pricing cost 定价成本

price card 价格目录

pricing method 定价方法

price list 定价政策, 价格目录, 价格单

pricing policy 定价政策

price format 价格目录, 价格表

price tag 价格标签, 标价条

price current (p.c.) 市价表

(二)

Price is turning high(low).

价格上涨(下跌)。

Price is high(low).

价格高(低)。

Price is rising (falling).

价格上升(下降)。

Price is up (down).

价格上涨(下跌)。

Price is looking up.

价格看涨。

Price has skyrocketed.

价格猛涨，

Price has shot up.

价格飞涨。

Price has risen perpendicularly.

价格直线上升。

Price has risen in a spiral.

价格螺旋上升。

Price has hiked.

价格急剧抬高。

Your price is on the high side.

你方价格偏高。

Price has advanced.

价格已上涨。

The goods are priced too high.

货物定价太高。

Your price is rather stiff.

你方价格相当高。

Price is leveling off.

价格趋平。

Your price is prohibitive.

你方价格高得令人望而却步。

The Japanese yen is strengthening.

日圆坚挺。

The U.S. Dollar is weakening.

美圆疲软。

Your price is much higher than the price from U.K. France and Germany.

你方价格比英、法、德的都高。

Since the prices of the raw materials have been raised, I'm afraid that we have to adjust the prices of our products

accordingly.

由于原材料价格上涨，我们不得不对产品的价格做相应的调整。

Your price is \$500/mt, twice of the other countries.

你们每公吨500美圆的价格是其他国家的两倍。

Is it possible for you to raise (lift) the price by 5%?

你们能否把价格提高5%？

Words and Phrases

ceiling price 最高价，顶价

maximum price 最高价

minimum price 最低价

average price 平均价格

base price 底价

rockbottom price 最低价

bedrock price 最低价

(三)

Price is hovering between \$5 and \$8.

价格徘徊于5至8美圆之间。

We regret we have to maintain our original price.

很遗憾我们不得不保持原价。

Price is easy.

价格疲软。

Price is easy off.

价格趋于疲软。

Price has declined.

价格已跌落。

Price has dipped (sagged).

价格已下降。

It simply can't stand such a big cut.

再也经不住大幅度削价了。

Price has tobogganed.

价格突然下降。

Price has plummeted.

价格暴跌。

Price has downslided.

价格剧降。

This new product is moderately priced.

新产品的定价适度。

Articles of everyday use are economically priced.

日用品价格低廉。

Everyone knows, the price of crude oil has greatly decreased.

人人皆知，目前原油价格大幅度下跌。

We've already cut the price very fine.

我们已将价格减至最低限度了。

The French price of stainless steel plates are about \$1200 per mt, while the German price is still lower.

法国的不锈钢板价格为每公吨1200美圆，德国的还要低。

We're ready to reduce the price by 5%.

我们准备减价百分之五。

To have this business concluded, you need to lower your price at least by 3%.

为达成这笔交易，你方应至少减价3%。

Business is possible if you can lower the price to HK\$2150.

你方若能减价到2150港币，可能成交。

The utmost (best) we can do is to reduce the price by 2%.

我们最多能减价百分之二。

We cannot take anything off the price.

我们不能再减价了。

We've already cut down our prices to cost level.

我们已经将价格降到成本费的水平了。

There is no room for any reduction in price.

价格毫无再减的余地了。

Our rock-bottom price is \$500/mt, and cannot be further lowered.

我们的最低价是500美圆一公吨，不能再低了。

Words and Phrases

hover 徘徊于...，盘旋于

original price 原价

moderately 适当地，合适地；适度

economically 经济地，便宜地

stainless steel 不锈钢

utmost 极限，竭尽所能

cost level 成本费用的水平

rock-bottom 最低的

(四)

DM210 is equivalent to 400 RMB.

210德国马克折合人民币400元。

Don't you wish to employ RMB of ours? US Dollars might be adopted.

如果你们不同意用我们的人民币结算，美圆也可以。

Are you afraid of losing money due to exchange rate fluctuations?

您是不是怕由于汇率浮动而吃亏？

Words and Phrases

Hongkong Dollar (HK\$) 港元

Singapore Dollar (S\$) 新加坡元

Pound Sterling (Stg.) 英镑

United States Dollar (US\$) 美元

Canadian Dollar (Can. \$) 加拿大元

Deutsche Mark (DM) 德国马克

Australian Dollar (A\$) 澳大利亚元

Japanese Yen (¥) 日元

Austrian Schilling (Sch.) 奥地利先令

French Franc (F.F) 法国法郎

Italian Lira (Lire) 意大利里拉

Danish Krone (E.Kr.) 丹麦克郎

Florin (Guilder) H.Fl. (D.Fi.) 荷兰盾

Norwegian Krone (N.Kr.) 挪威克郎

Swedish Krone (S.Kr.) 瑞典克郎

Belgian Franc (BF) 比利时法郎

Swiss Franc (S.Fr. or S.F.) 瑞士法郎

to be equivalent to 相当于

to employ 用...计价, 采用...

exchange rate 汇率

(五)

I can give you a definite answer on the price terms.

我可以就价格条件答复你方。

You wish to have a discussion of the price terms of washers.

您是想谈谈洗衣机的价格条件吧。

Yes, all of the price terms are acceptable.

是的，哪种价格条件都可以接受的。

C.I.F. is the price term normally adopted by you, right?

C.I.F.是你们经常采用的价格条件，是吗？

Sometimes F.O.B. and C&F are also employed.

我们有时也用离岸价或成本加运费价。

You said yesterday that the price was \$60/mt, C.I.F. Brussels.

您昨天说价格定为每公吨60英镑C.I.F. 布鲁塞尔。

In case F.O.B. is used, risks and charges are to be passed over to the buyers once the cargo is put on board the ship.

如果采用离岸价，货一上船，货物的风险和费用就都转给买方了。

Your price is quoted C&F Xingang at DM200 per washer, right?

你方报价是每台洗衣机200德国马克，C&F新港价，对吗？

Words and Phrases

price terms 价格条款

F.O.B. Free On Board “船上交货价” 或称 “离岸价格”

C.I.F. Cost, Insurance and Freight “成本加保险费、运费” 或 “到岸价格”

C&F Cost and Freight “成本加运费” 或 “离岸加运费” 价格

F.O.B. Liner Terms F.O.B. 班轮条件

F.O.B. Stowed 船上交货并理舱

F.O.B. Trimmed 船上交货并平舱

F.O.B. Under Tackle F.O.B.吊钩下交货

C.I.F. Liner terms C.I.F.班轮条件

C.I.F. Ex Ship's Hold C.I.F.舱底交货

F.O.B. plane 飞机离岸价 (用于紧急情况)

acceptable 可以接受的, 可以使用的

to pass over 转给, 转嫁

to adopt, to employ, to use (某种价格术语) 采用某种价格

FOR-Free on Rail 火车交货价

FOT-Free on Truck 汽车交货价

FAS-Free Alongside Ship 船边交货价

Ex Factory 工厂交货价

Ex Plantation 农场交货价

Ex Warehouse 仓库交货价

Ex Ship 目的港船上交货价

Ex Dock Duty Paid 目的港码头完税交货价

Ex Dock Duty Unpaid 目的港码头未完税交货价

Additional Words and Phrases

buying price 买价

selling price 卖价

new price 新价

old price 旧价

present price 现价

original price 原价

current price 时价, 现价

prevailing price 现价

ruling price 目前的价格

going price 现价

opening price 开价, 开盘价

closing price 收盘价

exceptional price 特价

special price 特价

nominal price 有行无市的价格

moderate price 公平价格

wholesale price 批发价

retail price 零售价

market price 市价

net price 净价

cost price 成本价

gross price 毛价

price effect 价格效应

price contract 价格合约

price calculation 价格计算

price limit 价格限制

price control 价格控制

price theory 价格理论

price regulation 价格调整

price structure 价格构成

price support 价格支持

bargain 讨价还价

extra price 附加价

price ratio 比价

price per unit 单价

price index或price indices 物价指数

price of factory 厂价