

外贸英语函电

[1] 题型.单选题

[1] 题干.

If our national economy develops at the same speed \_\_\_\_\_ for the past decade, we are sure we can catch up with the advanced countries in the world in 50 years.

[1] 正确答案.D

[1] 难易度.难

[1] 选项数.4

[1] A.

as it was

[1] B.

as it did

[1] C.

as it does

[1] D.

as it has done

---

[2] 题型.单选题

[2] 题干.

Direct steamers \_\_\_\_\_ your port are few and far between  
\_\_\_\_\_ the winter season.

[2] 正确答案.B

[2] 难易度.易

[2] 选项数.4

[2] A.

for, for

[2] B.

to, during

[2] C.

for, to

[2] D.

in, in

---

[3] 题型.单选题

[3] 题干.

The goods will be shipped \_\_\_\_\_ October 1.

[3] 正确答案.C

[3] 难易度.易

[3] 选项数.4

[3] A.

in

[3] B.

to

[3] C.

on

[3] D.

with

---

[4] 题型.单选题

[4] 题干.

On the whole, the Christmas sales last year were on a decline.  
\_\_\_\_\_, we made a substantial growth in our export.

[4] 正确答案.B

[4] 难易度.中

[4] 选项数.4

[4] A.

Although

[4] B.

Nevertheless

[4] C.

Moreover

[4] D.

In addition to

---

[5] 题型.单选题

[5] 题干.

A 4% discount will be granted only \_\_\_\_\_ your order exceeds US\$ 20000.

[5] 正确答案.C

[5] 难易度.易

[5] 选项数.4

[5] A.

depends on

[5] B.

for condition that

[5] C.

on condition that

[5] D.

subject to

---

[6] 题型.单选题

[6] 题干.

\_\_\_\_\_ an order for one hundred pieces or more we allow a special discount of 5% for payment by L/C.

[6] 正确答案.C

[6] 难易度.易

[6] 选项数.4

[6] A.

At

[6] B.

In

[6] C.

On

[6] D.

From

---

[7] 题型.单选题

[7] 题干.

We find your terms \_\_\_\_\_ and now send you our order for 2 sets of generators.

[7] 正确答案.C

[7] 难易度.易

[7] 选项数.4

[7] A.

satisfied

[7] B.

satisfaction

[7] C.

satisfactory

[7] D.

of satisfaction

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[10] 题型.填空题

[10] 题干.

We sincerely hope that we can e\_\_\_\_\_ the business in these  
l\_\_\_\_\_ to our mutual benefit.

[10] 难度.中

[10] 选项数.2

[10] A.

enlarge

[10] B.

lines

---

[12] 题型.填空题

[12] 题干.

Dear Sirs

We regret having to inform you that the Cotton Piece Goods covered by our Order No. 69013

and shipped per S.S. "Peace arrived in \_\_\_\_\_

such an unsatisfactory condition that we cannot but

\_\_\_\_\_ a claim \_\_\_\_\_ you

It was found upon examination that nearly 20% of the packages

had been broken, obviously

attributed to improper packing. Our only recourse in consequence

was to have \_\_\_\_\_ them repacked

before delivering to our customers, which inevitably resulted

in \_\_\_\_\_ extra expenses amounting to

US\$350.



We expect c\_\_\_\_\_ from you for this, and should like to take this opportunity to suggest that special care be taken in your future deliveries as prospective customers are apt to misjudge the quality of your goods by the faulty packing.

Yours faithfully,

[12] 难度.中

[12] 选项数.8

[12] A.

in

[12] B.

lodge

[12] C.

against

[12] D.

found

[12] E.

broken

[12] G.

in

---

[13] 题型.填空题

[13] 题干.

We have received the documents and taken \_\_\_\_\_ of the 2000 cartons of Tea Sets \_\_\_\_\_ our Order No.123 ex S.S. "Princess".

[13] 难易度.中

[13] 选项数.2

[13] A.

delivery

[13] B.

under

---

[14] 题型.填空题

[14] 题干.

We regret to inform you that Case No 36 is b\_\_\_\_\_. The contents are seriously \_\_\_\_\_ owing \_\_\_\_\_ improper packing.

[14] 难度.中

[14] 选项数.3

[14] A.

broken

[14] B.

damaged

[14] C.

to

---

[15] 题型.填空题

[15] 题干.

We found the quality is not u\_\_\_ to what we stated in the contract.

[15] 难度.中

[15] 选项数.1

[15] A.

up

---

[16] 题型.填空题

[16] 题干.

On examination, we found that 30 boxes m\_\_\_\_\_.

[16] 难易度.中

[16] 选项数.1

[16] A.

missing

---

[17] 题型.填空题

[17] 题干.

Everything appears to be c\_\_\_\_\_ and in good condition e\_\_\_\_\_ in Case No. 40.

[17] 难易度.中

[17] 选项数.2

[17] A.

correct

[17] B.

except

---

[18] 题型.填空题

[18] 题干.

Your last shipment is so disappointing that we cannot but lodge a claim against you.

[18] 难易度.中

[18] 选项数.2

[18] A.

lodge

[18] B.

against

---

[19] 题型.填空题

[19] 题干.

Please inform us of your decision on how to settle the claim.

[19] 难易度.易

[19] 选项数.2

[19] A.

of

[19] B.

settle

---

[20] 题型.填空题

[20] 题干.

We are i\_\_ receipt of your letter of may 1 c\_\_ for short weight on the consignment of tea sets.

[20] 难易度.中

[20] 选项数.2

[20] A.

in

[20] B.

claiming

---

[21] 题型.填空题

[21] 题干.

We r\_\_ for the losses you have suffered and agree to c\_\_ you b\_\_ USD15,000.

[21] 难度.中

[21] 选项数.3

[21] A.

regret

[21] B.

compensate

[21] C.

by

---

[22] 题型.填空题

[22] 题干.

We are arranging for the r\_\_\_\_ of...as soon as possible.

[22] 难度.中

[22] 选项数.1

[22] A.

replacement;replacements

---

[23] 题型.填空题

[23] 题干.

We l\_\_ into the matter and found that our ... was properly w\_\_\_\_  
at the time of loading.

[23] 难易度.中

[23] 选项数.2

[23] A.

looked

[23] B.

weighed

---

[24] 题型.填空题

[24] 题干.

Your claim should be r\_\_\_\_\_to the insurance company.

[24] 难易度.中

[24] 选项数.1

[24] A.

referred



---

[25] 题型.单选题

[25] 题干.

1

[25] 正确答案.C

[25] 难易度.易

[25] 选项数.4

[25] A.

A

[25] B.

B

[25] C.

C

[25] D.

D

---

[26] 题型.单选题

[26] 题干.

2

[26] 正确答案.A

[26] 难易度.易

[26] 选项数.4

[26] A.

A

[26] B.

B

[26] C.

C

[26] D.

D

---

[27] 题型.单选题

[27] 题干.

3

[27] 正确答案.A

[27] 难度.易

[27] 选项数.4

[27] A.

A

[27] B.

B

[27] C.

C

[27] D.

D

---

[28] 题型.单选题

[28] 题干.

4

[28] 正确答案.C

[28] 难度.易

[28] 选项数.4

[28] A.

A

[28] B.

B

[28] C.

C

[28] D.

D

---

[29] 题型.单选题

[29] 题干.

5

[29] 正确答案.D

[29] 难易度.易

[29] 选项数.4

[29] A.

A

[29] B.

B

[29] C.

C

[29] D.

D

---

[30] 题型.单选题

[30] 题干.

6

[30] 正确答案.B

[30] 难易度.易

[30] 选项数.4

[30] A.

A

[30] B.

B

[30] C.

C

[30] D.

D

---

[31] 题型.单选题

[31] 题干.

7

[31] 正确答案.D

[31] 难易度.易

[31] 选项数.4

[31] A.

A

[31] B.

B

[31] C.

C

[31] D.

D

---

[32] 题型.单选题

[32] 题干.

8

[32] 正确答案.D

[32] 难易度.易

[32] 选项数.4

[32] A.

A

[32] B.

B

[32] C.

C

[32] D.

D

---

[33] 题型.单选题

[33] 题干.

9

[33] 正确答案.C

[33] 难易度.易

[33] 选项数.4

[33] A.

A

[33] B.

B

[33] C.

C

[33] D.

D

---

[34] 题型.单选题

[34] 题干.

10



[34] 正确答案.B

[34] 难易度.易

[34] 选项数.4

[34] A.

A

[34] B.

B

[34] C.

C

[34] D.

D

---

[35] 题型.单选题

[35] 题干.

11

[35] 正确答案.A

[35] 难易度.易

[35] 选项数.4

[35] A.

A

[35] B.

B

[35] C.

C

[35] D.

D

---

[36] 题型.单选题

[36] 题干.

12

[36] 正确答案.B

[36] 难易度.易

[36] 选项数.4

[36] A.

A

[36] B.

B

[36] C.

C

[36] D.

D

---

[37] 题型.单选题

[37] 题干.

13

[37] 正确答案.B

[37] 难易度.易

[37] 选项数.4

[37] A.

A

[37] B.

B

[37] C.

C

[37] D.

D

---

[38] 题型.单选题

[38] 题干.

14

[38] 正确答案.B

[38] 难易度.易

[38] 选项数.4

[38] A.

A

[38] B.

B

[38] C.

C

[38] D.

D

---

[39] 题型.单选题

[39] 题干.

15

[39] 正确答案.B

[39] 难易度.易

[39] 选项数.4

[39] A.

A

[39] B.

B

[39] C.

C

[39] D.

D

---

[40] 题型.单选题

[40] 题干.

16

[40] 正确答案.C

[40] 难易度.易

[40] 选项数.4

[40] A.

A

[40] B.

B

[40] C.

C

[40] D.

D

---

[41] 题型.单选题

[41] 题干.

17

[41] 正确答案.A

[41] 难易度.易

[41] 选项数.4

[41] A.

A

[41] B.

B

[41] C.

C

[41] D.

D

---

[42] 题型.单选题

[42] 题干.

18

[42] 正确答案.D

[42] 难度.易

[42] 选项数.4

[42] A.

A

[42] B.

B

[42] C.

C

[42] D.

D

---

[43] 题型.单选题

[43] 题干.

19

[43] 正确答案.D

[43] 难度.易

[43] 选项数.4

[43] A.



A

[43] B.

B

[43] C.

C

[43] D.

D

---

[44] 题型.单选题

[44] 题干.

20

[44] 正确答案.B

[44] 难易度.易

[44] 选项数.4

[44] A.

A

[44] B.

B

[44] C.

C

[44] D.

D

---

[45] 题型.填空题

[45] 题干.

1. ——

We request you to inform us of the price of Chinese dinnerware and the possibly earliest date of delivery.

2. ——

Being specializing in the export of Chinese Arts and Crafts goods, we express our desire to trade with you in this line.

3. ——

We bid US \$310 per ton for Nippon marble last month. Now we can do a little better, say, US\$315 per ton.

4. ——

The consignment of books is packed in two cases of about 100 kg each.

[45] 难易度.易

[45] 选项数.4

[45] A.

enquiry;Enquiry

[45] B.

Establish business relations;establish business relations

[45] C.

Counter Offer;Counter offer;counter offer

[45] D.

Packing

---

[46] 题型.单选题

[46] 题干.

根据考核评价介绍，课堂活动中以下哪一种情况得分最高？

[46] 正确答案.D

[46] 难易度.易

[46] 选项数.4

[46] A.

选人回答正确

[46] B.

讨论发帖

[46] C.

抢答

[46] D.

第一个抢答

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[50] 题型.判断题

[50] 题干.

外贸英语函电课程不要求检查纸质笔记

[50] 正确答案.B

[50] 难易度.易

[50] 选项数.2

[50] A.正确

[50] B.错误

---

[52] 题型.判断题

[52] 题干.

P.S.是不是一般情况最好不用

[52] 正确答案.B

[52] 难易度.易

[52] 选项数.2

[52] A.正确

[52] B.错误

---

[53] 题型.单选题

[53] 题干.

We shall highly appreciate \_\_\_\_\_ if you will send us a brochure and two sample books by air immediately.( )

[53] 正确答案.C

[53] 难易度.易

[53] 选项数.4

[53] A.

you

[53] B.

that

[53] C.

it

[53] D.

when

---

[54] 题型.单选题

[54] 题干.

We hope that you will find many items of \_\_\_\_\_ to you.( )

[54] 正确答案.A

[54] 难易度.易

[54] 选项数.4

[54] A.

interest

[54] B.

interesting

[54] C.

interested

[54] D.

being interested

---

[55] 题型.单选题

[55] 题干.

Please note that our offer remains firm \_\_\_\_\_ ten days for your acceptance.( )

[55] 正确答案.A

[55] 难易度.易

[55] 选项数.4

[55] A.

for

[55] B.

until

[55] C.

in

[55] D.

on

---

[56] 题型.单选题

[56] 题干.

Our sewing machines \_\_\_\_\_ fast, and there have been numerous enquiries about them.( )

[56] 正确答案.C

[56] 难易度.易



[56] 选项数.4

[56] A.

are sold

[56] B.

selling

[56] C.

are selling

[56] D.

are being sold

---

[57] 题型.单选题

[57] 题干.

We would be most thankful if you could extend this favor to us and agree \_\_\_\_\_ 50% by L/C and 50% by D/P at sight.( )信用证(Letter of Credit, L/C)即期交单(D/P Sight)

[57] 正确答案.D

[57] 难易度.易

[57] 选项数.4

[57] A.

with

[57] B.

upon

[57] C.

at

[57] D.

to

---

[58] 题型.单选题

[58] 题干.

We have arranged with the Bank of Japan, Tokyo, to \_\_\_\_\_ a credit in your favor.( )

[58] 正确答案.B

[58] 难易度.易

[58] 选项数.4

[58] A.

draw

[58] B.

establish

[58] C.

make

[58] D.

extend

---

[59] 题型.单选题

[59] 题干.

We thank you for your letter of 12 June, \_\_\_\_\_ you have opened the covering L/C.( )

[59] 正确答案.D

[59] 难易度.易

[59] 选项数.4

[59] A.

in which

[59] B.

from which

[59] C.

informing

[59] D.

informing us

---

[60] 题型.单选题

[60] 题干.

Please call your attention \_\_\_\_\_ our newly developed bicycles which will surely have good sale in your market.( )

[60] 正确答案.D

[60] 难易度.易

[60] 选项数.4

[60] A.

to that

[60] B.

to the fact that

[60] C.

that

[60] D.

to

---

[61] 题型.单选题

[61] 题干.

We are sending you by separate airmail a copy of our \_\_\_\_\_  
catalog for your reference.( )

[61] 正确答案.C

[61] 难易度.易

[61] 选项数.4

[61] A.

new

[61] B.

fresh

[61] C.

lastest

[61] D.

later

---

[62] 题型.单选题

[62] 题干.

If you had opened the letter of credit to reach us in July, we  
\_\_\_\_\_ the goods now.( )

[62] 正确答案.B

[62] 难易度.易

[62] 选项数.4

[62] A.

could have dispatched

[62] B.

could dispatch

[62] C.

diapatch

[62] D.

can dispatch

---

[63] 题型.单选题

[63] 题干.

Consequently we find no \_\_\_\_\_ to compensate for the loss you claimed for.( )

[63] 正确答案.A

[63] 难易度.易

[63] 选项数.4

[63] A.

ground

[63] B.

place

[63] C.

land

[63] D.

posoition

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[64] 题型.单选题

[64] 题干.

We are making you our quotation for shoes\_\_\_\_.( )

[64] 正确答案.B

[64] 难易度.易

[64] 选项数.4

[64] A.



as follow

[64] B.

as follows

[64] C.

following

[64] D.

at following

---

[65] 题型.单选题

[65] 题干.

We are willing to renew the agreement on the same terms  
\_\_\_\_\_last.( )

[65] 正确答案.B

[65] 难易度.易

[65] 选项数.4

[65] A.

like

[65] B.

as

[65] C.

to

[65] D.

with

---

[66] 题型.简答题

[66] 题干.

尊敬的先生:

收到贵方 2006 年 2 月 1 日的来函, 要求我方办理 5、000 双男皮鞋之投保事宜, 保险费由贵方承担。

现欣然奉告, 我方已向中国人民保险公司按发票金额的 110% 为上述货物投保了一切险。投保金额为 3 万美元。保险单正在准备中, 将在本周连同保险费的收款单 (**debit note**) 一并寄给贵方。

货物将由“东风”号货轮运出, 该轮将于 2 月 18 日出发, 预计 3 月 10 日左右抵达目的港。

此致

[66] 正确答案.A

[66] 难易度.易

[66] 选项数.1

[66] A.

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[67] 题型.单选题

[67] 题干.

We shall fulfill your order according to the remarks in our last letter \_\_\_\_\_ we hear from you to the contrary.( )

[67] 正确答案.B

[67] 难易度.易

[67] 选项数.4

[67] A.

if

[67] B.

unless

[67] C.

that

[67] D.

which

---

[68] 题型.单选题

[68] 题干.

While placing our order, we emphasized that any delay in delivery would definitely \_\_\_\_\_ the cost of the goods.( )

[68] 正确答案.B

[68] 难易度.易

[68] 选项数.4

[68] A.

add

[68] B.

add to

[68] C.

amount to

[68] D.

plus

---

[69] 题型.单选题

[69] 题干.

Are the goods \_\_\_\_\_ Contract No. 1986 are now ready for shipment, please rush your L/C.( )

[69] 正确答案.C

[69] 难易度.易

[69] 选项数.4

[69] A.

against

[69] B.

of

[69] C.

under

[69] D.

for

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[70] 题型.单选题

[70] 题干.

Please \_\_\_\_\_ us your lowest price for 500 men' s bicycles.( )

[70] 正确答案.A

[70] 难易度.易

[70] 选项数.4

[70] A.

quote

[70] B.

offer

[70] C.

make

[70] D.

enquire

---

[71] 题型.单选题

[71] 题干.

Part of your payment has been received, but \$20,000 is still  
\_\_\_\_.( )

[71] 正确答案.D

[71] 难易度.易

[71] 选项数.4

[71] A.

withstanding

[71] B.

paid

[71] C.

owned

[71] D.

outstanding

---

[72] 题型.单选题

[72] 题干.

As a result of the \_\_\_\_\_ switches, we are now faced with the following losses.( )

[72] 正确答案.D

[72] 难易度.易

[72] 选项数.4

[72] A.

effective

[72] B.

broke

[72] C.

fault

[72] D.

defective

---

[73] 题型.单选题

[73] 题干.

\_\_\_\_\_, we discovered that the goods were inferior in quality to the sample. ( )

[73] 正确答案.B

[73] 难易度.易

[73] 选项数.4

[73] A.



After exam

[73] B.

On examination

[73] C.

When exam

[73] D.

Upon examining

---

[74] 题型.填空题

[74] 题干.

We will \_\_\_\_\_ a sight draft on you on collection basis.开汇票

[74] 难易度.易

[74] 选项数.1

[74] A.

draw

---

[75] 题型.填空题

[75] 题干.

The buyer should open a letter of credit with a bank \_\_\_\_\_  
to the seller.

[75] 难度.易

[75] 选项数.1

[75] A.

acceptable

---

[76] 题型.填空题

[76] 题干.

As to terms of payment, we often require a confirmed and  
irrevocable L/C \_\_\_\_\_ by draft at sight

[76] 难度.易

[76] 选项数.1

[76] A.

available 或 payable

---

[77] 题型.填空题

[77] 题干.

Your goods will be loaded \_\_\_\_\_ S.S" Green Wood" .

[77] 难度.易

[77] 选项数.1

[77] A.

on

---

[78] 题型.填空题

[78] 题干.

We are now \_\_\_\_\_ need of the following specialties of your corporation.

[78] 难度.易

[78] 选项数.1

[78] A.

in

---

[79] 题型.填空题

[79] 题干.

Our offer is \_\_\_\_\_ to your reply reaching us before May 15.

[79] 难度.易

[79] 选项数.1

[79] A.

subject

---

[80] 题型.填空题

[80] 题干.

We file a \_\_\_ with you \_\_\_ this cargo for the short-weight.

[80] 难易度.易

[80] 选项数.2

[80] A.

claim

[80] B.

on

---

[81] 题型.填空题

[81] 题干.

The port of destination is \_\_\_\_\_ buyer' s option.

[81] 难易度.易

[81] 选项数.1

[81] A.

at

---

[82] 题型.填空题

[82] 题干.

We hope the matter can be settled \_\_ \_\_\_\_\_ our mutual benefit.

[82] 难易度.易

[82] 选项数.1

[82] A.

to

---

[83] 题型.填空题

[83] 题干.

You must be aware that any further delay \_\_\_\_\_ shipment will bring about adverse effect \_\_\_\_\_ future business.

[83] 难易度.易

[83] 选项数.2

[83] A.

in

[83] B.

to

---

[84] 题型.填空题

[84] 题干.

We will inform our customers \_\_\_\_\_ arrival of the shipment ourselves.

[84] 难易度.易

[84] 选项数.1

[84] A.

of

---

[85] 题型.填空题

[85] 题干.

I need to receive the replacement not later \_\_\_\_\_ Monday, April 29.

[85] 难易度.易

[85] 选项数.1

[85] A.

than

---

[86] 题型.填空题

[86] 题干.

We are sure your help will be beneficial \_\_\_\_\_ both parties.

[86] 难易度.易

[86] 选项数.1

[86] A.

to

---

[87] 题型.填空题

[87] 题干.

We are unable to comply \_\_\_\_\_ your request in your letter of January 31.

[87] 难易度.易

[87] 选项数.1

[87] A.

with

---

[88] 题型.填空题

[88] 题干.

We look forward \_\_\_\_\_ receiving your early reply.

[88] 难易度.易

[88] 选项数.1

[88] A.

to

---

[89] 题型.填空题

[89] 题干.

We are pleased to enclose a detailed quotation (附上详细的报价单)\_\_\_\_\_ bathroom showers.

[89] 难易度.易

[89] 选项数.1

[89] A.

for

---

[90] 题型.填空题

[90] 题干.

Such a growing demand can only result \_\_\_\_\_ increased price.

[90] 难易度.易



[90] 选项数.1

[90] A.

in

---

[91] 题型.填空题

[91] 题干.

We assure you \_\_\_ our full attention \_\_\_ executing the contract.

[91] 难易度.易

[91] 选项数.2

[91] A.

of

[91] B.

to

---

[92] 题型.填空题

[92] 题干.

As you fail to make delivery \_\_\_ time, we have no choice \_\_\_\_\_ to cancel our order with you.

[92] 难度.易

[92] 选项数.2

[92] A.

in

[92] B.

but

---

[93] 题型.填空题

[93] 题干.

All prices must be quoted \_\_\_\_\_ Us dollars.

[93] 难度.易

[93] 选项数.1

[93] A.

in

---

[94] 题型.名词解释

[94] 题干.

Translate the following phrases into Chinese or English.

acquaint sb. with

[94] 正确答案.A

[94] 难易度.易

[94] 选项数.1

[94] A.

让.....熟悉

---

[95] 题型.名词解释

[95] 题干.

for your reference

[95] 正确答案.A

[95] 难易度.易

[95] 选项数.1

[95] A.

供您参考

---

[96] 题型.名词解释

[96] 题干.

for attention and reply

[96] 正确答案.A

[96] 难度.易

[96] 选项数.1

[96] A.

请处理并回复

---

[97] 题型.名词解释

[97] 题干.

under separate cover

[97] 正确答案.A

[97] 难度.易

[97] 选项数.1

[97] A.

另函邮寄

---

[98] 题型.名词解释

[98] 题干.

regular supply

[98] 正确答案.A

[98] 难度.易

[98] 选项数.1

[98] A.

定期供货

---

[99] 题型.名词解释

[99] 题干.

cartons with plastic linings

[99] 正确答案.A

[99] 难易度.易

[99] 选项数.1

[99] A.

塑料内衬的纸箱

---

[100] 题型.名词解释

[100] 题干.

strong packing withstanding rough handling

[100] 正确答案.A

[100] 难易度.易

[100] 选项数.1

[100] A.

承受野蛮装卸的坚固包装

---

[101] 题型.名词解释

[101] 题干.

offer from stock

[101] 正确答案.A

[101] 难易度.易

[101] 选项数.1

[101] A.

现货供应

---

[102] 题型.名词解释

[102] 题干.

keep an offer open

[102] 正确答案.A

[102] 难易度.易

[102] 选项数.1

[102] A.

报盘有效

---

[103] 题型.名词解释

[103] 题干.

fragile goods

[103] 正确答案.A

[103] 难易度.易

[103] 选项数.1

[103] A.

易碎品

---

[104] 题型.名词解释

[104] 题干.

以...为准

[104] 正确答案.A

[104] 难易度.易

[104] 选项数.1

[104] A.

subject to

---

[105] 题型.名词解释

[105] 题干.

唛头

[105] 正确答案.A

[105] 难度度.易

[105] 选项数.1

[105] A.

shipping mark

---

[106] 题型.名词解释

[106] 题干.

中性包装

[106] 正确答案.A

[106] 难度度.易

[106] 选项数.1

[106] A.

green packing

---

[107] 题型.名词解释

[107] 题干.

展证

[107] 正确答案.A

[107] 难度度.易

[107] 选项数.1

[107] A.



extend the L/C

---

[108] 题型.名词解释

[108] 题干.

销售季节

[108] 正确答案.A

[108] 难易度.易

[108] 选项数.1

[108] A.

selling season

---

[109] 题型.名词解释

[109] 题干.

商务参赞处

[109] 正确答案.A

[109] 难易度.易

[109] 选项数.1

[109] A.

Commercial Councilor's Office

---

[110] 题型.名词解释

[110] 题干.

防潮包装

[110] 正确答案.A

[110] 难易度.易

[110] 选项数.1

[110] A.

damp-proof packing

---

[111] 题型.名词解释

[111] 题干.

适合海运的包装

[111] 正确答案.A

[111] 难易度.易

[111] 选项数.1

[111] A.

seaworthy packing

---

[112] 题型.名词解释

[112] 题干.

## 商品目录

[112] 正确答案.A

[112] 难易度.易

[112] 选项数.1

[112] A.

## catalogue

---

[113] 题型.名词解释

[113] 题干.

## 缮制单据

[113] 正确答案.A

[113] 难易度.易

[113] 选项数.1

[113] A.

## make out documents

---

[114] 题型.简答题

[114] 题干.

### 1.出口方基本情况

Company Hunan Haili Chemical Industry Co. Ltd.

Office Address No. 251, 2nd Section, Furong(M) Road,  
Changsha, Hunan, China

## 2.进口方基本情况

Company Deidayal (Sales) Limited

Office Address 1st Floor Deidayal Estate, Reay Road, Mumbai  
400010, India

Situation: As a sales representative of Hunan Haili Chemical Industry Co. Ltd., you are going to write to a client from the Deidayal (Sales) Limited in India, who claimed for short delivery.

The following aspects should be included in the letter:

Indicate the inside addresses of the sender, the receiver, the data, the complimentary close and the signature;

Indicate the importer claimed for the short delivery of 30 cartons of insecticides in the letter of 12th March;

Explain the reason for short delivery is caused by staff' s negligence;

Take some measures to make up;

Express the regrets for the inconvenience caused by the shortage.

[114] 正确答案.A

[114] 难易度.易

[114] 选项数.1

[114] A.

Dear Sirs,

Re: Your Clai?? ??? ??剂?扮勾?扮勾嬭嶒渦獾?渦獾?渦獾?渦  
獾????7Iá?? ??ngle

---

[115] 题型.论述题

[115] 题干.

Enclosed is our contract No. 812 in duplicate, of which please return us one copy, duly countersigned.

[115] 正确答案.A

[115] 难易度.易

[115] 选项数.1

[115] A.

随函附上 812 号合同一式两份，请正式会签并返回一份。

---

[116] 题型.论述题

[116] 题干.

Let' s meet each other half way and reduce the price by 2%.

[116] 正确答案.A

[116] 难易度.易

[116] 选项数.1

[116] A.

让我们各让一步，降价 2%。

---

[117] 题型.论述题

[117] 题干.

The boxes are to be marked with the initials of our company in a diamond as usual.

[117] 正确答案.A

[117] 难易度.易

[117] 选项数.1

[117] A.

像往常一样,盒子外刷上一个菱形,菱形里面标上本公司谨慎起见,请在外包装外面刷上“小心轻放”和“易碎品”。

---

[119] 题型.论述题

[119] 题干.

感谢贵方 1 月 23 日来函,按惯常条款向我方报盘 50 吨一等咖啡,纽约 CIF 为每吨 500 美元。

[119] 正确答案.A

[119] 难易度.易

[119] 选项数.1

[119] A.

Thank you for your letter of January 23, offering us 50 tons of first-class coffee at USD 500 per ton CIF New York on usual terms.

---

[120] 题型.论述题

[120] 题干.

该批花生系用双层麻袋包装,每袋净重约 50 公斤?

[120] 正确答案.A

[120] 难易度.易

[120] 选项数.1

[120] A.

The groundnuts are packed in double gunny bags of 50 kgs net each.

---

[121] 题型.论述题

[121] 题干.

很遗憾我们无法接受贵方的报盘, 因为你们的价格偏高。

[121] 正确答案.A

[121] 难易度.易

[121] 选项数.1

[121] A.

We regret that we are not in a position to accept your offer as your price is on the high side.

We have sent you samples and three brochures as well.

---

[123] 题型.论述题

[123] 题干.

按你们所报价格我们将无利可图?

[123] 正确答案.A

[123] 难易度.易

[123] 选项数.1

[123] A.

We will make no few profit at the price you offered.

---

[124] 题型.论述题

[124] 题干.

这是实盘, 以贵方 11 月 6 日前电复到此有效?

[124] 正确答案.A



[124] 难度度.易

[124] 选项数.1

[124] A.

This offer is firm subject to your cable reply reaching us before November 6.

---

[125] 题型.单选题

[125] 题干.

We trust you will do your best to have this matter \_\_\_\_\_ right away. ( )

[125] 正确答案.D

[125] 难度度.易

[125] 选项数.4

[125] A.

settle

[125] B.

to settle

[125] C.

settling

[125] D.

settled

---

[126] 题型.单选题

[126] 题干.

This is our best price, \_\_\_\_\_ which we have conclude many orders with other buyers in your city. ( )

[126] 正确答案.D

[126] 难易度.易

[126] 选项数.4

[126] A.

on

[126] B.

for

[126] C.

by

[126] D.

at

---

[127] 题型.单选题

[127] 题干.

\_\_\_\_\_ your information, we have received a crowd of inquiries from buyers in other directions. ( )

[127] 正确答案.B

[127] 难易度.易

[127] 选项数.4

[127] A.

On

[127] B.

For

[127] C.

By

[127] D.

At

---

[128] 题型.单选题

[128] 题干.

If the first shipment \_\_\_\_\_, we guarantee that we shall send you many repeat orders.(    )

[128]  正确答案.B

[128]  难易度.易

[128]  选项数.4

[128]  A.

will prove satisfactory

[128]  B.

proves satisfactory

[128]  C.

turns out satisfaction

[128]  D.

turn out satisfied

---

[129]  题型.单选题

[129]  题干.

Should your L/C reach us at the beginning of next month, we \_\_\_ ship your order by S.S. Gusha.(    )

[129] 正确答案.B

[129] 难易度.易

[129] 选项数.4

[129] A.

would have been able to

[129] B.

shall be able to

[129] C.

have had been able to

[129] D.

were to

---

[130] 题型.单选题

[130] 题干.

A 4% discount will be granted only \_\_\_\_\_ your order exceeds  
US\$ 20000. ( )

[130] 正确答案.C

[130] 难易度.易

[130] 选项数.4

[130] A.

depends on

[130] B.

for condition that

[130] C.

on condition that

[130] D.

subject to

---

[131] 题型.单选题

[131] 题干.

We have made \_\_\_\_\_ that we would accept D/A at 60 days' sight for this order. ( )

[131] 正确答案.D

[131] 难易度.易

[131] 选项数.4

[131] A.

clear

[131] B.

it is clear

[131] C.

that clear

[131] D.

it clear

---

[132] 题型.单选题

[132] 题干.

We have \_\_\_\_\_ at 30 days' sight for the contracted value. ( )

[132] 正确答案.D

[132] 难易度.易

[132] 选项数.4

[132] A.

written to you

[132] B.

called on you

[132] C.

sent to you by air mail

[132] D.

drawn on you

---

[133] 题型.单选题

[133] 题干.

Please amend your L/C No. 1162 \_\_\_\_\_ transshipment and partial shipment. ( )

[133] 正确答案.B

[133] 难易度.易

[133] 选项数.4

[133] A.

allow

[133] B.

to allow



[133] C.

allowing

[133] D.

as allow

---

[134] 题型.单选题

[134] 题干.

We suggest that you \_\_\_\_\_ the covering letter of credit without the least possible delay. ( )

[134] 正确答案.C

[134] 难易度.易

[134] 选项数.4

[134] A.

will open

[134] B.

shall open

[134] C.

open

[134] D.

can open

---

[135] 题型.单选题

[135] 题干.

We thank you for the special offer you \_\_\_\_ us. ( )

[135] 正确答案.A

[135] 难易度.易

[135] 选项数.4

[135] A.

make

[135] B.

offer

[135] C.

let

[135] D.

inform

---

[136] 题型.单选题

[136] 题干.

We are a state-owned corporation \_\_\_\_\_ both the import and export of textiles. ( )

[136] 正确答案.D

[136] 难易度.易

[136] 选项数.4

[136] A.

handling in

[136] B.

trading

[136] C.

dealing with

[136] D.

dealing in

---

[137] 题型.单选题

[137] 题干.

As \_\_\_\_\_ machine tools, we regret to say that we are not able to supply for the time being.( )

[137] 正确答案.C

[137] 难易度.易

[137] 选项数.4

[137] A.

reference

[137] B.

regard

[137] C.

regards

[137] D.

regarding

---

[138] 题型.单选题

[138] 题干.

We have the pleasure of writing to \_\_\_\_\_ you in the hope of doing business with you \_\_\_\_\_. ( )

[138] 正确答案.B

[138] 难易度.易

[138] 选项数.4

[138] A.

contact with you, in this line

[138] B.

contact, in this line

[138] C.

get in touch with, upon this line of business

[138] D.

get contact, within line of business

---

[139] 题型.单选题

[139] 题干.

Since the premium varies with the scope of \_\_\_\_\_ extra premium is buyer's account, should additional risks be covered?  
( )

[139] 正确答案.B

[139] 难易度.易

[139] 选项数.4

[139] A.

assurance

[139] B.

insurance

[139] C.

business

[139] D.

enterprises

---

[140] 题型.填空题

[140] 题干.

We hope that the stipulations of your L/C are \_\_\_\_ conformity  
\_\_\_\_\_ the terms of the contract.

[140] 难度.易

[140] 选项数.2

[140] A.

in

[140] B.

to/with

---

[141] 题型.填空题

[141] 题干.

We will accept your order \_\_\_ the same terms as before with a  
view \_\_\_ encouraging business.

[141] 难度.易

[141] 选项数.2

[141] A.

on

[141] B.

to

---

[142] 题型.填空题

[142] 题干.

We are \_\_\_ receipt of your letter of June 4, requesting for easier terms of payment.

[142] 难易度.易

[142] 选项数.1

[142] A.

in

---

[143] 题型.填空题

[143] 题干.



We are making you a firm offer \_\_\_\_ 20000 dozen women' s pajamas\_\_ US\$48.5 per dz. CFRC5% Lagos \_\_\_\_\_ shipment in March, 2008.

[143] 难度度.易

[143] 选项数.3

[143] A.

for

[143] B.

at

[143] C.

for

---

[144] 题型.填空题

[144] 题干.

This offer is firm, subject \_\_\_\_ your reply reaching us before July 15.

[144] 难易度.易

[144] 选项数.1

[144] A.

to

---

[145] 题型.填空题

[145] 题干.

Kindly let us know \_\_\_\_ what price you can close business.

[145] 难易度.易

[145] 选项数.1

[145] A.

at

---

[146] 题型.名词解释

[146] 题干.

## 目录

[146] 正确答案.A

[146] 难易度.易

[146] 选项数.1

[146] A.

## catalogue/brochure

---

[147] 题型.名词解释

[147] 题干.

## 订单

[147] 正确答案.A

[147] 难易度.易

[147] 选项数.1

[147] A.

## order

---

[148] 题型.名词解释

[148] 题干.

## 市场经济

[148] 正确答案.A

[148] 难易度.易

[148] 选项数.1

[148] A.

market economy

---

[149] 题型.名词解释

[149] 题干.

电子邮件

[149] 正确答案.A

[149] 难易度.易

[149] 选项数.1

[149] A.

E-mail

---

[150] 题型.名词解释

[150] 题干.

询盘

[150] 正确答案.A

[150] 难易度.易

[150] 选项数.1

[150] A.

enquire/inquiry

---

[151] 题型.名词解释

[151] 题干.

报盘

[151] 正确答案.A

[151] 难易度.易

[151] 选项数.1

[151] A.

offer

---

[152] 题型.名词解释

[152] 题干.

报价

[152] 正确答案.A

[152] 难易度.易

[152] 选项数.1

[152] A.

quote/quotation

---

[153] 题型.名词解释

[153] 题干.

信用证

[153] 正确答案.A

[153] 难易度.易

[153] 选项数.1

[153] A.

L/C

---

[154] 题型.名词解释

[154] 题干.

你处

[154] 正确答案.A

[154] 难易度.易

[154] 选项数.1

[154] A.

at your end/on your side

---

[155] 题型.名词解释

[155] 题干.

供你参考

[155] 正确答案.A

[155] 难易度.易

[155] 选项数.1

[155] A.

for your reference

---

[156] 题型.名词解释

[156] 题干.

按照要求

[156] 正确答案.A

[156] 难易度.易

[156] 选项数.1

[156] A.

as your request/requested

---

[157] 题型.名词解释

[157] 题干.

实盘

[157] 正确答案.A

[157] 难易度.易

[157] 选项数.1

[157] A.

firm offer

---

[158] 题型.名词解释

[158] 题干.

虚盘

[158] 正确答案.A

[158] 难易度.易

[158] 选项数.1

[158] A.

non-firm offer

---

[159] 题型.名词解释

[159] 题干.

汇票

[159] 正确答案.A

[159] 难易度.易



[159] 选项数.1

[159] A.

draft

---

[160] 题型.名词解释

[160] 题干.

装运

[160] 正确答案.A

[160] 难易度.易

[160] 选项数.1

[160] A.

ship(ment)

---

[161] 题型.名词解释

[161] 题干.

还盘

[161] 正确答案.A

[161] 难易度.易

[161] 选项数.1

[161] A.

counter-offer

---

[162] 题型.名词解释

[162] 题干.

利润

[162] 正确答案.A

[162] 难易度.易

[162] 选项数.1

[162] A.

profit

---

[163] 题型.名词解释

[163] 题干.

折扣

[163] 正确答案.A

[163] 难易度.易

[163] 选项数.1

[163] A.

discount

---

[164] 题型.名词解释

[164] 题干.

形式发票

[164] 正确答案.A

[164] 难易度.易

[164] 选项数.1

[164] A.

pro-forma invoice

---

[165] 题型.名词解释

[165] 题干.

一式两份

[165] 正确答案.A

[165] 难易度.易

[165] 选项数.1

[165] A.

in duplicate

---

[166] 题型.单选题

[166] 题干.

We thank you for your letter of March 13 and the \_\_\_\_ catalogue.()

[166] 正确答案.C

[166] 难易度.易

[166] 选项数.4

[166] A.

given

[166] B.

sent

[166] C.

enclosed

[166] D.

presented

---

[167] 题型.单选题

[167] 题干.

They found an opportunity to purchase six \_\_\_\_ leather shoes.()

[167] 正确答案.D

[167] 难易度.易

[167] 选项数.4

[167] A.

thousands pairs

[167] B.

thousand pair of

[167] C.

thousands of pair

[167] D.

thousand pairs of

---

[168] 题型.单选题

[168] 题干.

The letter we sent last week is an enquiry \_\_\_\_ digital cameras.()

[168] 正确答案.C

[168] 难易度.易

[168] 选项数.4

[168] A.

about

[168] B.

of

[168] C.

for

[168] D.

as

---

[169] 题型.单选题

[169] 题干.

If you can \_\_\_\_ your price by 5%, we may conclude the transaction with you.()

[169] 正确答案.B

[169] 难易度.易

[169] 选项数.4

[169] A.

offer

[169] B.

bring down

[169] C.

fix

[169] D.

quote

---

[170] 题型.单选题

[170] 题干.

Please let us \_\_\_\_ your firm offer before the end of this month.( )

[170] 正确答案.B

[170] 难易度.易

[170] 选项数.4

[170] A.

had

[170] B.

have

[170] C.

having

[170] D.

to have

---

[171] 题型.单选题

[171] 题干.

We are not in a position to offer firm, as the goods are \_\_\_\_\_.()

[171] 正确答案.D

[171] 难易度.易

[171] 选项数.4

[171] A.



without stock

[171] B.

outside in stock

[171] C.

no stock

[171] D.

out of stock

---

[172] 题型.单选题

[172] 题干.

They have \_\_\_\_\_ us that you are \_\_\_\_\_ the market \_\_\_\_\_  
chemicals.()

[172] 正确答案.B

[172] 难易度.易

[172] 选项数.4

[172] A.

inform, in, on

[172] B.

informed, in, for

[172] C.

advise, in, on

[172] D.

advised, in, of

---

[173] 题型.单选题

[173] 题干.

We \_\_\_\_ some brochures \_\_\_\_ to illustrate the types of materials we manufacture.()

[173] 正确答案.C

[173] 难易度.易

[173] 选项数.4

[173] A.

enclose you, /

[173] B.

enclose, you

[173] C.

enclose, /

[173] D.

enclose, to you

---

[174] 题型.单选题

[174] 题干.

would not give you any lower price \_\_\_\_ you could place an order for more than 500 tons.( )

[174] 正确答案.C

[174] 难易度.易

[174] 选项数.4

[174] A.

expect

[174] B.

until

[174] C.

unless

[174] D.

besides

---

[175] 题型.单选题

[175] 题干.

We are willing to enter into business relations with you on the \_\_\_\_\_ of equality and mutual benefit.( )

[175] 正确答案.B

[175] 难易度.易

[175] 选项数.4

[175] A.

base

[175] B.

basis

[175] C.

bases

[175] D.

based

---

[176] 题型.单选题

[176] 题干.

We are a specialized corporation, \_\_\_\_\_ the export of animal by-products.()

[176] 正确答案.C

[176] 难易度.易

[176] 选项数.4

[176] A.

dealing with

[176] B.

dealing

[176] C.

handling

[176] D.

dealt in

---

[177] 题型.单选题

[177] 题干.

In order to obtain the needed information, the inquirer should simple, clearly and concisely write \_\_\_\_ he wants to know.( )

[177] 正确答案.C

[177] 难易度.易

[177] 选项数.4

[177] A.

that

[177] B.

so

[177] C.

what

[177] D.

because of

---

[178] 题型.单选题

[178] 题干.

While \_\_\_\_ an enquiry, you ought to enquiry into quality and price etc.( )

[178] 正确答案.A

[178] 难易度.易

[178] 选项数.4

[178] A.

making

[178] B.

sending

[178] C.

offering

[178] D.

giving

---

[179] 题型.单选题

[179] 题干.



We owe your name and address \_\_\_\_ Italian Commercial Bank  
who informed us that you are in the market \_\_\_\_ table-  
cloths.( )

[179] 正确答案.D

[179] 难易度.易

[179] 选项数.4

[179] A.

from, for

[179] B.

to, with

[179] C.

from, with

[179] D.

to, for

---

[180] 题型.单选题

[180] 题干.

What kind of products do you think \_\_\_\_ particularly interested  
\_\_\_\_.()

[180] 正确答案.B

[180] 难易度.易

[180] 选项数.4

[180] A.

are they, in

[180] B.

they are, in

[180] C.

are they, /

[180] D.

they are, /

---

[181] 题型.简答题

[181] 题干.

Letter writing practice: write a letter according to the following information in China.

(1)5月21日来信收到,得知贵方对我们的文具很感兴趣,但认为我方4月30日的价格偏高,无法成交。

(2)我们的报价已被贵地其他客户所接受,已有大量成交而且询价单源源而来。我方无法降低报价。

(3)希望贵方重新考虑,早日来传真告知。

[181] 正确答案.A

[181] 难易度.易

[181] 选项数.1

[181] A.

Dear Sirs,

We learned from your letter of May 21 that you are interested in our stationery but find our quotation of April 30 too high to conclude.

We would inform you that our price has been accepted by other buyers in your city, at which ?? ??? ??剂?扮匆?扮匆嬲嶂渦獠?渦獠?渦獠????7lá?? ??ngle

---

[182] 题型.论述题

[182] 题干.

Your name and address have been passed on to us by Hong Kong Trading Company, and we are glad to write to you hoping to establish trade relations with you.

[182] 正确答案.A

[182] 难易度.易

[182] 选项数.1

[182] A.

香港贸易公司已将贵公司名称及地址转交我方。兹去函与你联系，愿与你方建立贸易关系。

---

[183] 题型.论述题

[183] 题干.

Please sent us your best offer by fax indicating packing, specifications, quantity available and earliest time of delivery.

[183] 正确答案.A

[183] 难易度.易

[183] 选项数.1

[183] A.

请传真发来优惠报盘，同时指明包装、规格、可供数量及最早交货期。

---

[184] 题型.论述题

[184] 题干.

Enclosed is our pro-forma invoice No.3422 in duplicate covering 500 Ever-lasting brand bicycles for shipment during October.

[184] 正确答案.A

[184] 难易度.易

[184] 选项数.1

[184] A.

关于 10 月船期的 500 辆永久牌自行车，现随函寄去我方形式发票一式两份。

---

[185] 题型.论述题

[185] 题干.

We have handled this line for more than 20 years.

[185] 正确答案.A

[185] 难易度.易

[185] 选项数.1

[185] A.

我们经营这类商品已经有 20 多年的历史了。

---

[186] 题型.论述题

[186] 题干.

As soon as we receive your specific enquiry, we will send you the catalogue and samples.

[186] 正确答案.A

[186] 难易度.易

[186] 选项数.1

[186] A.

一收到你方具体询盘，我们马上寄送商品目录及样品。

---

[187] 题型.论述题

[187] 题干.

贵方所报价格和质量都符合要求。

[187] 正确答案.A

[187] 难易度.易

[187] 选项数.1

[187] A.

Your offer meets our requirements both in price and quality.

---

[188] 题型.论述题

[188] 题干.

复函时, 亦请说明交货期、折扣及付款条件。

[188] 正确答案.A

[188] 难易度.易

[188] 选项数.1

[188] A.

When replying, please state delivery period, discounts and terms of payment.

---

[189] 题型.论述题

[189] 题干.

已收到贵方 12 月 15 日有关以上主题的查询。

[189] 正确答案.A

[189] 难易度.易

[189] 选项数.1

[189] A.

Your inquiry of December 15 regarding the above subject has been received.

---

[190] 题型.论述题

[190] 题干.

我方很高兴地告知，您信中所提及的公司在本地区经营已超过 10 年，该公司知名度很高并享有良好的信誉。

[190] 正确答案.A

[190] 难易度.易

[190] 选项数.1

[190] A.

We are pleased to state that the firm referred to in your letter is a well-known and highly reputable firm who has been in the business in this city for more than ten years.

---

[191] 题型.论述题

[191] 题干.

我方从 ABC 公司得知，贵公司是你地区最主要的电子产品的进口商之一，随函附上我方产品插图目录和价目表。

[191] 正确答案.A

[191] 难易度.易



[191] 选项数.1

[191] A.

We learn from ABC company that you are one of the leading importers of electronic products in your area and enclose here our illustrated catalogue and price list.

---

---

[193] 题型.填空题

[193] 题干.

Remittance is the t\_\_\_\_\_ of money from the importer to the exporter through the bank.

[193] 难易度.易

[193] 选项数.1

[193] A.

transfer

---

[194] 题型.填空题

[194] 题干.

Under \_\_\_\_\_, the bank entrusts the bank to transfer the payment to the exporter by means of cable, telex or SWIFT.

Under \_\_\_\_\_, the bank entrusts the bank to transfer the payment to the exporter by means of mail.

[194] 难度.易

[194] 选项数.2

[194] A.

T/T

[194] B.

M/T

---

[195] 题型.填空题

[195] 题干.

D/D refers to D\_\_\_\_ Draft which is purchased by the remitter from his local bank.

[195] 难度.易

[195] 选项数.1

[195] A.

Demand

---

[196] 题型.填空题

[196] 题干.

Under D/P, the buyer p\_\_\_\_ to get the documents, while under D/A, the buyer a\_\_\_\_\_ to get the documents.

[196] 难度.易

[196] 选项数.2

[196] A.

pays

[196] B.

accepts

---

[197] 题型.填空题

[197] 题干.

An L/C is the written p\_\_\_\_\_ of a bank, of which the most popular type is c\_\_\_\_\_, irrevocable letter of credit.

[197] 难度.易

[197] 选项数.2

[197] A.

promise

[197] B.

confirmed

---

[198] 题型.单选题

[198] 题干.

We wish to draw your attention to Contract No. XK4793 which \_\_\_\_\_ that the relative L/C should be opened and reach us before the end of this month.

[198] 正确答案.B

[198] 难易度.易

[198] 选项数.4

[198] A.

show

[198] B.

stipulates

[198] C.

acts

[198] D.

represents

---

[199] 题型.单选题

[199] 题干.

As stipulated in the contract, the bank \_\_\_open an L/C before the end of September 2009.

[199] 正确答案.D

[199] 难易度.易

[199] 选项数.4

[199] A.

will

[199] B.

ought

[199] C.

need

[199] D.

shall

---

[200] 题型.单选题

[200] 题干.

As we are \_\_\_ of these goods, please expedite shipment after receiving our L/C.

[200] 正确答案.D

[200] 难易度.易

[200] 选项数.4

[200] A.

in badly need

[200] B.

in urgently need

[200] C.

urgent in need

[200] D.

badly in need

---

[201] 题型.单选题

[201] 题干.

\_\_\_\_\_ subsequent amendments, please see to it that the L/C stipulations are in exact accordance with the terms of the contract.

[201] 正确答案.C

[201] 难度度.易

[201] 选项数.4

[201] A.

Avoid

[201] B.

Having avoided

[201] C.

To avoid

[201] D.

Being avoided

---

[202] 题型.单选题

[202] 题干.

My uncle lives \_\_\_\_ 105 Beijing Street.

[202] 正确答案.B

[202] 难度度.易

[202] 选项数.4

[202] A.

on

[202] B.

at

[202] C.

in

[202] D.

to

---

[203] 题型.单选题

[203] 题干.

They live \_\_\_\_ the same street, about two blocks apart.

[203] 正确答案.A

[203] 难易度.易

[203] 选项数.4

[203] A.

on

[203] B.



in

[203] C.

to

[203] D.

at

---

[204] 题型.单选题

[204] 题干.

Hubei province is \_\_\_\_ the North of Hunan province.

[204] 正确答案.B

[204] 难易度.易

[204] 选项数.4

[204] A.

in

[204] B.

on

[204] C.

at

[204] D.

to

---

[205] 题型.单选题

[205] 题干.

He lives \_\_\_\_\_ Paris with his wife.

[205] 正确答案.A

[205] 难易度.易

[205] 选项数.4

[205] A.

in

[205] B.

on

[205] C.

at

[205] D.

to

---

[206] 题型.单选题

[206] 题干.

We are \_\_\_\_\_ that we failed to ship the goods on s.s.  
"Sunshine" as scheduled. ( )

[206] 正确答案.C

[206] 难易度.易

[206] 选项数.4

[206] A.

regrettable

[206] B.

regret

[206] C.

regretful

[206] D.

regretless

---

[207] 题型.单选题

[207] 题干.

Due to unforeseen difficulties, we find it impossible to make shipment in July, and would appreciate \_\_\_ the shipment date and validity of your L/C to August 15 an August 31 respectively.

[207] 正确答案.A

[207] 难易度.易

[207] 选项数.4

[207] A.

your extending

[207] B.

you to extend

[207] C.

you extending

[207] D.

your extended

---

[208] 题型.单选题

[208] 题干.

We think it impossible to have the L/C\_\_\_\_\_ again.

[208] 正确答案.A

[208] 难易度.易

[208] 选项数.4

[208] A.

extended

[208] B.

extending

[208] C.

to extend

[208] D.

extends

---

[209] 题型.单选题

[209] 题干.

It \_\_\_ if you \_\_\_ the L/C for another 15 days.

[209] 正确答案.C

[209] 难易度.易

[209] 选项数.4

[209] A.

is appreciated; extend

[209] B.

will be appreciated; could extend

[209] C.

should be appreciated; could extend

[209] D.

should be appreciated; can extend

---

[211] 题型.填空题

[211] 题干.

B/L represents the t\_\_\_\_\_ to the goods; an invoice outlines buyer's o\_\_\_\_\_ to pay; C/O may insist with the c\_\_\_\_\_ of Customs; the regulation in the buyer's country may require the i\_\_\_\_\_ of the goods prior to payment, in which case the seller must provide an inspection certificate.

[211] 难易度.易

[211] 选项数.4

[211] A.

title

[211] B.

obligation

[211] C.

clearance

[211] D.

inspection

---

[212] 题型.判断题

[212] 题干.

Dear sirs,

We have received your letter of 1st March enquiring about ...

[212] 正确答案.B

[212] 难易度.易

[212] 选项数.2

[212] A.正确

[212] B.错误

---

[213] 题型.判断题

[213] 题干.

.....

Your faithfully,

William Smith

[213] 正确答案.B

[213] 难易度.易

[213] 选项数.2

[213] A.正确

[213] B.错误

---

[214] 题型.判断题

[214] 题干.



3rd May 2019

[214] 正确答案.B

[214] 难易度.易

[214] 选项数.2

[214] A.正确

[214] B.错误

---

[215] 题型.判断题

[215] 题干.

P.O.Box No.1752,Shanghai 20002

Shanghai Parmaceutical Co., LTD

China

[215] 正确答案.B

[215] 难易度.易

[215] 选项数.2

[215] A.正确

[215] B.错误

---

[216] 题型.判断题

[216] 题干.

Dear Miss Mary,

I am writing to ....

[216] 正确答案.B

[216] 难易度.易

[216] 选项数.2

[216] A.正确

[216] B.错误

---

---

[218] 题型.单选题

[218] 题干.

The Guangzhou Export Commodities Fair, sometimes known as the Canton Fair, has \_\_\_\_\_ to offer that you can find almost everything.

[218] 正确答案.A

[218] 难易度.易

[218] 选项数.4

[218] A.

so many

[218] B.

more

[218] C.

so much

[218] D.

most

---

[219] 题型.单选题

[219] 题干.

Your letter of May 9 addressed to our Wuhan Branch Office has  
\_\_\_\_\_ to us for attention and reply.

[219] 正确答案.A

[219] 难易度.易

[219] 选项数.4

[219] A.

been passed on

[219] B.

passed

[219] C.

passed on

[219] D.

been past through

---

[220] 题型.单选题

[220] 题干.

We owe your name and address \_\_\_ Italian Commercial Bank who has informed us that you are in the market \_\_\_\_ table-cloths.

[220] 正确答案.D

[220] 难易度.易

[220] 选项数.4

[220] A.

from , for

[220] B.

to, within

[220] C.

from, with

[220] D.

to, for

---

[221] 题型.单选题

[221] 题干.

As the item \_\_\_\_\_ the scope of our business activities, we shall be pleased to establish direct business relations with you.

[221] 正确答案.A

[221] 难易度.易

[221] 选项数.4

[221] A.

lies within

[221] B.

fall within

[221] C.

come under

[221] D.

be within

---

[222] 题型.单选题

[222] 题干.

We are a specialized corporation, \_\_\_\_\_ the export of animal by-products.

[222] 正确答案.B

[222] 难易度.易

[222] 选项数.4

[222] A.

dealing

[222] B.

handling

[222] C.

dealing with

[222] D.

dealt in

---

[223] 题型.单选题

[223] 题干.

We wish to introduce ourselves \_\_\_\_ a state-run corporation dealing \_\_\_\_ textiles?

[223] 正确答案.C

[223] 难易度.易

[223] 选项数.4

[223] A.

as, with

[223] B.

for, in

[223] C.

as, in

[223] D.

with, with

---

[224] 题型.单选题

[224] 题干.

The commodities you offered are \_\_\_\_\_ line with the business scope of our clients.

[224] 正确答案.B

[224] 难易度.易

[224] 选项数.4

[224] A.

outside

[224] B.

out of

[224] C.

out

[224] D.

without

---

[225] 题型.填空题

[225] 题干.

Dear Sirs,

Your firm has been r\_\_\_\_\_ to us by Messrs. Freeman & Co. Ltd., with whom we have d\_\_\_\_\_ business for many years.

We s\_\_\_\_\_ in the export of Chinese cotton piece goods, which have e\_\_\_\_\_ great popularity in world market. We



e\_\_\_\_\_ a copy of our catalog for your reference and hope that you would contact us if any item m\_\_\_\_\_ your interest.

As to our financial standing, you could a\_\_\_\_\_ the Bank of China, New York for any information.

We are looking forward to your early reply.

Yours truly,

[225] 难易度.易

[225] 选项数.7

[225] A.

recommended

[225] B.

done

[225] C.

specialize

[225] D.

enjoyed

[225] E.

enclose

[225] G.

approach

---

[226] 题型.单选题

[226] 题干.

The letter we sent last week is an enquiry \_\_\_\_\_ color TV sets.

[226] 正确答案.B

[226] 难易度.易

[226] 选项数.4

[226] A.

about

[226] B.

for

[226] C.

of

[226] D.

as

---

[227] 题型.单选题

[227] 题干.

They found an opportunity to purchase six \_\_\_\_\_ leather shoes.

[227] 正确答案.D

[227] 难易度.易

[227] 选项数.4

[227] A.

thousands pairs

[227] B.

thousand pair of

[227] C.

thousands of pair

[227] D.

thousand pairs of

---

[228] 题型.单选题

[228] 题干.

We enquire \_\_\_\_\_ glassware available \_\_\_\_\_ export.

[228] 正确答案.B

[228] 难易度.易

[228] 选项数.4

[228] A.

for, to

[228] B.

for, for

[228] C.

to, for

[228] D.

of, about

---

[229] 题型.单选题

[229] 题干.

We are pleased \_\_\_\_\_ your enquiry of July 15 for our toys.

[229] 正确答案.D

[229] 难易度.易

[229] 选项数.4

[229] A.

to receiving

[229] B.

as received

[229] C.

receiving

[229] D.

to have

---

[230] 题型.单选题

[230] 题干.

There is a steady demand in Europe \_\_\_\_\_ leather gloves  
\_\_\_\_\_ high quality.

[230] 正确答案.B

[230] 难易度.易

[230] 选项数.4

[230] A.

for, with

[230] B.

for, of

[230] C.

at, with

[230] D.

in, of

---

[231] 题型.单选题

[231] 题干.

We \_\_\_\_\_ some brochures \_\_\_\_\_ to illustrate the types of  
materials we manufacture.

[231] 正确答案.C

[231] 难易度.易

[231] 选项数.4

[231] A.

enclose you, /

[231] B.

enclose, you

[231] C.

enclose, /

[231] D.

enclose, to you

---

[232] 题型.填空题

[232] 题干.

填词

[232] 难易度.易

[232] 选项数.5

[232] A.

source

[232] B.

introduction

[232] C.

requirement; requirements

[232] D.

offer

[232] E.

reply

---

[233] 题型.填空题

[233] 题干.

\_\_\_ requested, we make you an offer \_\_\_ 1,500 Forever Bicycles  
\_\_\_ \$32 per piece CIF Lagos \_\_ delivery \_\_ May.

[233] 难易度.易

[233] 选项数.5

[233] A.



As

[233] B.

for

[233] C.

at

[233] D.

for

[233] E.

in

---

[234] 题型.填空题

[234] 题干.

We are pleased to make you an offer, subject \_\_\_ our final confirmation, as \_\_\_\_\_.

[234] 难易度.易

[234] 选项数.2

[234] A.

to

[234] B.

follows

---

[235] 题型.填空题

[235] 题干.

We have received your \_\_\_\_\_ of June 10 \_\_ our Printed Shirting.

[235] 难易度.易

[235] 选项数.2

[235] A.

enquiry

[235] B.

for

---

[236] 题型.填空题

[236] 题干.

This offer is \_\_\_\_\_, subject \_\_\_\_\_ your reply reaching us before July 15.

[236] 难度.易

[236] 选项数.2

[236] A.

firm;valid;open;good

[236] B.

to

---

[237] 题型.填空题

[237] 题干.

Please \_\_\_\_\_ confirmation as early as possible if you find the above acceptable.

[237] 难度.易

[237] 选项数.1

[237] A.

make

---

[238] 题型.填空题

[238] 题干.

Dear Sir or Madam:

Thank you for your (1) o of February 20, 2007 and the Teddy Bear sample you kindly sent us.

In reply, we (2) r to say that we cannot accept your offer at your (3) p . You may be aware that some products of Indian origin have been (4) s here at a

(5) l about 10% lower than yours. We do think that the quality of your products is better, but the (6) d in price should not be so big. Meanwhile, the current market is also weak. To conclude this (7) t we make a (8) c as follows: Teddy Bears as the (9) s sent to us on February 20, 2007 at US\$8 per piece CIF London, other terms and conditions as per your letter of February 20, 2007.

We await your early (10) a .

Yours faithfully,

[238] 难易度.易

[238] 选项数.10

[238] A.

offer

[238] B.

regret

[238] C.

price

[238] D.

sold

[238] E.

level

[238] G.

transaction

---

[239] 题型.填空题

[239] 题干.

We are \_\_ receipt of your fax of March 8, \_\_ us 1,500 Forever Mountain Bikes.

[239] 难度度.易

[239] 选项数.2

[239] A.

in

[239] B.

offering

---

[240] 题型.填空题

[240] 题干.

we a\_\_\_\_\_ the good quality of your goods.

[240] 难度度.易

[240] 选项数.1

[240] A.

appreciate;ppreciate

---

[241] 题型.填空题

[241] 题干.

we are unable to \_\_\_\_ your offer, \_\_\_ the price quoted is out of line with the \_\_\_\_ market level.

[241] 难易度.易

[241] 选项数.3

[241] A.

entertain;accept

[241] B.

as

[241] C.

prevailing;current

---

[242] 题型.填空题

[242] 题干.

\_\_\_ view of our long-standing business relations, we \_\_\_ you a counter-offer, \_\_\_ to your reply reaching us within three days,

[242] 难易度.易

[242] 选项数.3

[242] A.

In

[242] B.

make

[242] C.

subject

---

[243] 题型.填空题

[243] 题干.

\_\_\_ the market is dull with a downward tendency, we hope our counteroffer is \_\_\_\_\_ you.

[243] 难易度.易

[243] 选项数.3

[243] A.

As

[243] B.

acceptable



[243] C.

to

---

[244] 题型.填空题

[244] 题干.

\_\_\_\_\_,we can only switch our requirements to other suppliers.

[244] 难易度.易

[244] 选项数.1

[244] A.

Otherwise

---

[245] 题型.填空题

[245] 题干.

We are \_\_\_\_ of your letter of October 1.

[245] 难易度.易

[245] 选项数.1

[245] A.

appreciative

---

[246] 题型.填空题

[246] 题干.

Through your c\_\_\_\_\_, we are prepared to p\_\_\_\_\_ an order  
\_\_\_\_\_ you for the following types.

[246] 难易度.易

[246] 选项数.3

[246] A.

cooperation; co-operation

[246] B.

place

[246] C.

with

---

[247] 题型.填空题

[247] 题干.

If you do not have any of the listed items in \_\_\_\_\_, please do  
not send substitutes in their place.

[247] 难易度.易

[247] 选项数.1

[247] A.

stock

---

[248] 题型.填空题

[248] 题干.

We e\_\_\_\_ our Purchase Confirmation No. As2312 \_\_\_\_ duplicate.  
Please sign and return one copy \_\_\_\_ our file \_\_\_\_ your earliest  
convenience.

[248] 难易度.易

[248] 选项数.4

[248] A.

enclose

[248] B.

in

[248] C.

for

[248] D.

at

---

[249] 题型.填空题

[249] 题干.

We are \_\_\_\_ for the establishment of the relative L/C \_\_\_\_\_  
Bank of China, Shanghai.

[249] 难易度.易

[249] 选项数.2

[249] A.

arranging

[249] B.

with

---

[250] 题型.填空题

[250] 题干.

As we are \_\_\_\_ urgent need of the goods, we would \_\_\_\_\_  
prompt delivery within the next six weeks.

[250] 难易度.易

[250] 选项数.2

[250] A.

in

[250] B.

appreciate

---

[251] 题型.判断题

[251] 题干.

1. P.O.Box No.1752,Shanghai 20002

Shanghai Parmaceutical Co., LTD

China

[251] 正确答案.B

[251] 难易度.易

[251] 选项数.2

[251] A.正确

[251] B.错误

---

[252] 题型.判断题

[252] 题干.

3rd May 2019

[252] 正确答案.B

[252] 难易度.易

[252] 选项数.2

[252] A.正确

[252] B.错误

---

[253] 题型.判断题

[253] 题干.

Dear sirs,

We have received your letter of 1st March enquiring about ...

[253] 正确答案.B

[253] 难易度.易

[253] 选项数.2

[253] A.正确

[253] B.错误

---

[254] 题型.判断题

[254] 题干.

.....

Your faithfully,

William Smith

[254] 正确答案.B

[254] 难易度.易

[254] 选项数.2

[254] A.正确

[254] B.错误

---

[255] 题型.判断题

[255] 题干.

Dear Mr. William,

I am writing to ....

[255] 正确答案.B

[255] 难易度.易

[255] 选项数.2

[255] A.正确

[255] B.错误

---

[256] 题型.填空题

[256] 题干.

ewcfvf

[256] 难易度.易

[256] 选项数.1

[256] A.

wwq

---

[257] 题型.判断题

[257] 题干.

dfwef

[257] 正确答案.A

[257] 难易度.易

[257] 选项数.2

[257] A.正确

[257] B.错误

---

[258] 题型.判断题

[258] 题干.

Dear Mr. William,

I am writing to.....

[258] 正确答案.B

[258] 难易度.易

[258] 选项数.2

[258] A.正确

[258] B.错误

---

[259] 题型.填空题

[259] 题干.

Our past purchase \_\_\_ Purple Speckled Kidney Beans(紫芸豆) has been \_\_\_\_\_ comfired, irrevocable L/C \_\_\_\_\_ a rule.



[259] 难度.中

[259] 选项数.4

[259] A.

for

[259] B.

paid

[259] C.

by

[259] D.

as

---

[260] 题型.填空题

[260] 题干.

We regret that payment by L/C has \_\_\_\_\_ us considerably unnecessary \_\_\_\_\_ and \_\_\_\_\_

[260] 难度.易

[260] 选项数.3

[260] A.

caused

[260] B.

expense

[260] C.

trouble

---

[261] 题型.填空题

[261] 题干.

The \_\_\_\_ of our funds \_\_\_\_ about 3 or 4 months. At present, this problem is particularly \_\_\_\_ due to the \_\_\_\_ money condition and unprecedentedly \_\_\_\_ bank interest.

[261] 难易度.易

[261] 选项数.5

[261] A.

tie-up

[261] B.

lasts

[261] C.

taxing

[261] D.

tight

[261] E.

high

---

[262] 题型.填空题

[262] 题干.

We shall \_\_\_\_\_ it if you will \_\_\_\_\_ us \_\_\_\_\_ either "Cash against Documents on arrival of goods" or "Drawing on us at three months' sight" .

[262] 难易度.易

[262] 选项数.3

[262] A.

appreciate

[262] B.

accommodate

[262] C.

with

---

[263] 题型.填空题

[263] 题干.

We believe easier payment terms would be \_\_\_\_\_ to our business with you

[263] 难易度.易

[263] 选项数.1

[263] A.

conducive

---

[264] 题型.单选题

[264] 题干.

以下哪项是“资金占压期”的正确英文表达?

[264] 正确答案.B

[264] 难易度.易

[264] 选项数.4

[264] A.

tight up

[264] B.

tie-up

[264] C.

fund-up

[264] D.

tight funds

---

[265] 题型.单选题

[265] 题干.

以下哪项是“宽松支付方式”的正确英文表达？

[265] 正确答案.D

[265] 难易度.易

[265] 选项数.4

[265] A.

payment

[265] B.

payment terms

[265] C.

accommodating payment

[265] D.

easier payment terms

---

[266] 题型.单选题

[266] 题干.

以下哪项是“向某人开出金额为...的...汇票”的正确英文表达?

[266] 正确答案.B

[266] 难易度.中

[266] 选项数.4

[266] A.

draw at sb on sight for an amount

[266] B.

draw on sb at sight for an amount

[266] C.

draw at sb on sight against an amount

[266] D.

draw on sb for sight for an amount

---

[267] 题型.判断题

[267] 题干.

BCC 情况下收信人能看到信件同时抄送其他部门或人

[267] 正确答案.B

[267] 难易度.易

[267] 选项数.2

[267] A.正确

[267] B.错误

---

[269] 题型.判断题

[269] 题干.

P.O.Box No.1752,Shanghai 20002

Shanghai Parmaceutical Co., LTD

China

[269] 正确答案.B

[269] 难易度.易

[269] 选项数.2

[269] A.正确

[269] B.错误

---

[270] 题型.判断题

[270] 题干.

Dear sirs,

We have received your letter of 1st March enquiring about ...

[270] 正确答案.B

[270] 难易度.易

[270] 选项数.2

[270] A.正确

[270] B.错误

---

[271] 题型.判断题

[271] 题干.



.....

Your faithfully,

William Smith

[271] 正确答案.B

[271] 难易度.易

[271] 选项数.2

[271] A.正确

[271] B.错误

---

[272] 题型.填空题

[272] 题干.

use one word to replace "due to the fact that"

[272] 难易度.易

[272] 选项数.1

[272] A.

because

---

[273] 题型.填空题

[273] 题干.

use one word to replace "at this time"

[273] 难易度.中

[273] 选项数.1

[273] A.

now

---

[274] 题型.单选题

[274] 题干.

Any discrepancy \_\_\_ the quality of the delivered goods against the contractual stipulations is not allowed.

[274] 正确答案.C

[274] 难易度.中

[274] 选项数.4

[274] A.

to

[274] B.

among

[274] C.

in

[274] D.

on

---

[275] 题型.填空题

[275] 题干.

We have r\_\_\_\_\_ your L/C No. XK4793 f\_\_\_\_\_ the amount of ?9,800 covering your Order No. 6286 for flower carpets.

[275] 难易度.易

[275] 选项数.2

[275] A.

received

[275] B.

for

---

[276] 题型.填空题

[276] 题干.

However, on e\_\_\_\_\_, we have found some d\_\_\_\_\_. Please  
m\_\_\_\_\_ the following amendments with the least possible  
delay:

[276] 难易度.易

[276] 选项数.3

[276] A.

examination

[276] B.

discrepancies

[276] C.

make

---

[277] 题型.填空题

[277] 题干.

1. The name of the beneficiary should r\_\_\_\_\_ "xxx", i\_\_\_\_\_ of  
"xxx".

2. Please i\_\_\_\_\_ the words "or other EMPs" after "CIF  
London" ;

3. Allow partial shipments and transshipment and d\_\_\_\_\_ the clause "by direct steamer".

[277] 难度.易

[277] 选项数.4

[277] A.

read

[277] B.

instead

[277] C.

insert

[277] D.

delete

---

[278] 题型.填空题

[278] 题干.

Please s\_\_\_\_\_ to it that your amendments r\_\_\_\_\_ us by 30 October, otherwise shipment will be further d\_\_\_\_\_.

[278] 难度.中

[278] 选项数.3

[278] A.

see

[278] B.

reach

[278] C.

delayed

---

[279] 题型.单选题

[279] 题干.

To our regret, your L/C was found not properly \_\_\_\_ on the following points in spite of our request.

[279] 正确答案.D

[279] 难度.中

[279] 选项数.4

[279] A.

amend

[279] B.

to amend

[279] C.

amending

[279] D.

amended

---

[280] 题型.单选题

[280] 题干.

We hope that the stipulations of your L/C are in \_\_\_\_\_ with the terms of the contract.

[280] 正确答案.A

[280] 难易度.易

[280] 选项数.4

[280] A.

conformity

[280] B.

conform

[280] C.

conformability

[280] D.

comfort

---

[281] 题型.单选题

[281] 题干.

We have received your L/C \_\_\_\_\_ the Bank of China.

[281] 正确答案.C

[281] 难易度.易

[281] 选项数.4

[281] A.

issued for

[281] B.

issued in



[281] C.

issued by

[281] D.

issued on

---

[282] 题型.单选题

[282] 题干.

Please amend your L/C No. 1162 \_\_\_\_\_ transshipment and partial shipment. ( )

[282] 正确答案.B

[282] 难易度.中

[282] 选项数.4

[282] A.

allow

[282] B.

to allow

[282] C.

allowing

[282] D.

as allow

---

[283] 题型.单选题

[283] 题干.

We suggest that you \_\_\_\_\_ the covering letter of credit without the least possible delay. ( )

[283] 正确答案.C

[283] 难易度.中

[283] 选项数.4

[283] A.

will open

[283] B.

shall open

[283] C.

open

[283] D.

can open

---

[284] 题型.单选题

[284] 题干.

We hope that the amendment can reach here before March 12,  
\_\_\_\_\_ the shipment cannot be effected as requested. ( )

[284] 正确答案.B

[284] 难易度.中

[284] 选项数.4

[284] A.

and

[284] B.

otherwise

[284] C.

unless

[284] D.

but

---

[285] 题型.单选题

[285] 题干.

As a result of our close cooperation, substantial business has been concluded \_\_\_\_\_ our mutual

satisfaction. ( )

[285] 正确答案.A

[285] 难易度.中

[285] 选项数.4

[285] A.

to

[285] B.

with

[285] C.

by

[285] D.

on

---

[286] 题型.单选题

[286] 题干.

We are \_\_\_\_\_ that we failed to ship the goods on s.s.  
"Sunshine" as scheduled. ( )

[286] 正确答案.C

[286] 难易度.中

[286] 选项数.4

[286] A.

regrettable

[286] B.

regret

[286] C.

regretful

[286] D.

regretless

---

[287] 题型.单选题

[287] 题干.

We think it impossible to have the L/C \_\_\_\_\_ again.

[287] 正确答案.A

[287] 难易度.中

[287] 选项数.4

[287] A.

extended

[287] B.

extending

[287] C.

to extend

[287] D.

extends

---

[288] 题型.单选题

[288] 题干.

We regret \_\_\_\_\_ to accept your terms of payment and therefore have to return the order to you.

[288] 正确答案.A

[288] 难易度.中

[288] 选项数.4

[288] A.

our inability

[288] B.

cannot

[288] C.

be unable

[288] D.

not able

---

[289] 题型.单选题

[289] 题干.

We will consider \_\_\_\_\_ your terms of payment.

[289] 正确答案.B

[289] 难易度.中

[289] 选项数.4

[289] A.

accept

[289] B.



accepting

[289] C.

accepted

[289] D.

to accept

---

[290] 题型.单选题

[290] 题干.

We are now \_\_\_\_\_ of your order of June 19.

[290] 正确答案.A

[290] 难易度.易

[290] 选项数.4

[290] A.

in receipt of

[290] B.

upon receipt of

[290] C.

on receipt of

[290] D.

in reception of

---

[291] 题型.单选题

[291] 题干.

We have made \_\_\_\_\_ that we would accept D/A at 60 days' sight for this order.

[291] 正确答案.D

[291] 难易度.中

[291] 选项数.4

[291] A.

clear

[291] B.

it is clear

[291] C.

that clear

[291] D.

it clear

---

[292] 题型.填空题

[292] 题干.

We are in receipt of your letter of June 4, r\_\_\_\_\_ easier terms of payment.

[292] 难易度.易

[292] 选项数.1

[292] A.

requesting

---

[293] 题型.填空题

[293] 题干.

Actually, our original arrangement of payment is fairly r\_\_\_\_\_. From the time you open the credit till your buyers pay

you, the intervals is n\_\_\_\_\_ about three months. Besides, your L/C is opened when the goods are ready f\_\_\_\_\_ shipment.

[293] 难度.易

[293] 选项数.3

[293] A.

reasonable

[293] B.

normally

[293] C.

for

---

[294] 题型.填空题

[294] 题干.

As we must insist on our c\_\_\_\_\_ practice, we sincerely hope that you will not think us u\_\_\_\_\_.

[294] 难度.易

[294] 选项数.2

[294] A.

customary

[294] B.

unaccommodating

---

[295] 题型.填空题

[295] 题干.

We have begun p\_\_\_\_\_ the goods as contracted and expect to e\_\_\_\_\_shipment as soon as your L/C arrives. To avoid delay, we trust that you will o\_\_\_\_\_ the L/C immediately.

[295] 难易度.易

[295] 选项数.3

[295] A.

producing

[295] B.

effect

[295] C.

open

---

[296] 题型.填空题

[296] 题干.

While we a\_\_\_\_\_ your business, we regret b\_\_\_\_ unable to meet your request for D/A payment. As a matter of fact, many of our customers in your city have c\_\_\_\_\_ substantial business with us o\_\_\_ L/C basis.

[296] 难易度.中

[296] 选项数.4

[296] A.

appreciate

[296] B.

being

[296] C.

concluded

[296] D.

on

---

[297] 题型.填空题

[297] 题干.

Our past p\_\_\_\_\_ of Mild Steel Sheet from you has been p\_\_\_\_\_ as a rule b\_\_\_\_ confirmed Letter of Credit.

[297] 难易度.中

[297] 选项数.3

[297] A.

purchase

[297] B.

paid

[297] C.

by

---

[298] 题型.填空题

[298] 题干.

We r\_\_\_\_ that payment by L/C has c\_\_\_\_\_ us considerably unnecessary expense and trouble. In fact, from the moment we

open a Letter of Credit till the time our buyers pay us, the t\_\_  
of our funds lasts about three or four months. At present, this  
question is particularly t\_\_\_\_\_ due to the tight money condition  
and unprecedentedly high bank interest.

[298] 难易度.中

[298] 选项数.4

[298] A.

regret

[298] B.

caused

[298] C.

tie-up

[298] D.

taxing

---

[299] 题型.填空题

[299] 题干.



We are in r\_\_\_\_\_ of your letter of September 18, contents of which have been duly n\_\_\_\_\_.

[299] 难易度.易

[299] 选项数.2

[299] A.

receipt

[299] B.

noted

---

[300] 题型.填空题

[300] 题干.

With regard to Contract Nos.DSG 267 and BSG 268, we a\_\_\_\_\_ to D/P payment terms for these contracts. However, we consider it a\_\_\_\_\_ to make it clear that for further transactions D/P will only be accepted if the a\_\_\_\_\_ involved for each transaction is below ?1000.00.

[300] 难易度.易

[300] 选项数.3

[300] A.

agree

[300] B.

advisable;necessary

[300] C.

amount

---

[301] 题型.填空题

[301] 题干.

It is in view of our long friendly business relations that we  
e\_\_\_\_\_ you this a\_\_\_\_\_. We sincerely hope that we can  
enlarge the business in these lines to our mutual benefit.

[301] 难易度.中

[301] 选项数.2

[301] A.

extend

[301] B.

acmmmodation

---

[302] 题型.填空题

[302] 题干.

D/D refers to D\_\_\_\_\_ Draft which is purchased by the remitter from his local bank.

[302] 难易度.易

[302] 选项数.1

[302] A.

Demand

---

[303] 题型.填空题

[303] 题干.

We shall appreciate it if you will a\_\_\_\_\_ us w\_\_\_\_\_ either  
“Cash against Documents on arrival of goods” or “Drawing  
on us at three months' sight” .

[303] 难易度.易

[303] 选项数.2

[303] A.

accommodate

[303] B.

with

---

[304] 题型.填空题

[304] 题干.

We believe easier payment terms would be c\_\_\_\_\_ to our business with you.

[304] 难易度.易

[304] 选项数.1

[304] A.

conducive

---

[305] 题型.单选题

[305] 题干.

My uncle lives \_\_\_\_ 105 Beijing Street.

[305] 正确答案.B

[305] 答案解析.

[305] 难易度.中

[305] 选项数.4

[305] A.

on

[305] B.

at

[305] C.

in

[305] D.

to

---

[306] 题型.单选题

[306] 题干.

Hubei province is \_\_\_\_ the North of Hunan province.

[306] 正确答案.B

[306] 难易度.中

[306] 选项数.4

[306] A.

in

[306] B.

on

[306] C.

at

[306] D.

to

---

[307] 题型.填空题

[307] 题干.

We are pleased to inform you that the confirmed, irrevocable Letter of Credit No. 326 \_\_\_\_ the amount of USD 24,000 was established t \_\_\_\_ the ABC Bank, London \_\_\_\_ July 15, 2017

[307] 难易度.易

[307] 选项数.3

[307] A.for

[307] B.through

[307] C.on

---

[308] 题型.填空题

[308] 题干.

Please deliver our Order No.811 \_\_\_\_chemical fertilizer per S.S.  
"Elizabeth" ETA August 25 \_\_\_\_ Rotterdam and confirm \_\_\_\_  
return that the goods will be ready in time.

[308] 难易度.易

[308] 选项数.3

[308] A.for

[308] B.at

[308] C.by

---

[309] 题型.填空题

[309] 题干.

B/L represents the t\_\_\_\_ to the goods; an invoice outlines  
buyer's o\_\_\_\_ to pay; C/O may insist with the c\_\_\_\_\_ of  
Customs; the regulation in the buyer's country may require the i  
\_\_\_\_\_ of the goods prior to payment, in which case the seller  
must provide an inspection certificate.

[309] 难易度.中

[309] 选项数.4

[309] A.

title

[309] B.

obligation

[309] C.

clearance

[309] D.

inspection

---

[310] 题型.填空题

[310] 题干.

Dear Sirs,

We are pleased to advise you that the cargo under S/C No. 34784 has been shipped. The details are as follows:

Materials: Wafer Type Butterfly Valves

\_\_\_\_\_ : IN Case

The Shipping Line: Xingang Port - Jakarta, Indonesia

Name of Vessel: Vitoria

B/L No.: ABL 123

Net \_\_\_\_\_ : 3800 KGS



Gross Weight: 4215 KGS

Quantity: 25 PCS

————: USD 21,345

————: Prepaid

\_\_\_\_\_ Xingang: Dec. 10, 2005

\_\_\_\_\_ in Chon: Dec. 25, 2005

We trust the above shipment will reach you in perfect c\_\_\_\_\_  
and we hope you will find them s\_\_\_\_\_.

We look forward to more opportunities to pay our most careful  
attention to your f\_\_\_\_\_ order.

Sincerely,

[310] 答案解析.

[310] 难易度.中

[310] 选项数.9

[310] A.

Packing;packing

[310] B.

Weight; weight

[310] C.

Amount; amount

[310] D.

Freight; freight

[310] E.

ETD

[310] G.

condition

---

[311] 题型. 填空题

[311] 题干.

保兑的, 不可撤销信用证

交货

运输途中

装箱单

一式两份

通关

装船通知

[311] 难易度.中

[311] 选项数.7

[311] A.

confirmed, irrevocable Letter of Credit

[311] B.

deliver;Deliver

[311] C.

in transit;In transit

[311] D.

packing list;Packing list

[311] E.

duplicate;Duplicate

[311] G.

shipping advice;Shipping advice

---

[312] 题型.单选题

[312] 题干.

We have \_\_\_\_\_ at 30 days' sight for the contracted value.

[312] 正确答案.D

[312] 难易度.中

[312] 选项数.4

[312] A.

written to you

[312] B.

called on you

[312] C.

sent to you by air mail

[312] D.

drawn on you

---

[313] 题型.填空题

[313] 题干.

The nail trimmers are packed \_\_\_ boxes of one dozen \_\_\_, 20 boxes \_\_\_\_\_ a carton.

[313] 难易度.易

[313] 选项数.3

[313] A.in

[313] B.each

[313] C.to

---

[314] 题型.填空题

[314] 题干.

Please mark the cartons with our initials ABC \_ a diamond \_\_\_\_\_ usual.

[314] 难易度.易

[314] 选项数.2

[314] A.in

[314] B.as

---

[315] 题型.填空题

[315] 题干.

The cases are n\_\_\_\_\_ and s\_\_\_\_\_ by overall metal s\_\_\_\_\_.

[315] 难易度.易

[315] 选项数.3

[315] A.nailed

[315] B.secured

[315] C.strapping

---

[316] 题型.填空题

[316] 题干.

The goods are packed in s\_\_\_\_\_ cartons, which are l\_\_\_ with waterproof paper.

[316] 难易度.易

[316] 选项数.2

[316] A.seaworthy

[316] B.lined

---

[317] 题型.填空题

[317] 题干.

Fill in the blanks with the following expressions.

(insurance policy; against ; extra premium; invoice value; effect insurance)

(1) We have covered your goods with PICC and \_\_\_\_\_ is being issued.

(2) If you require Breakage Risk, we may do it for you but the \_\_\_\_\_ is for your account.

(3) We are arranging insurance for 130% of the \_\_\_\_\_ against SRCC.

(4) Please insure the goods \_\_\_\_\_ All Risks on our behalf.

(5) The goods will be shipped by rail. You are required to \_\_\_\_\_ accordingly.

[317] 难易度.中

[317] 选项数.5

[317] A.

insurance policy

[317] B.

extra premium

[317] C.

invoice value

[317] D.

against

[317] E.

effect insurance

---

[318] 题型.填空题

[318] 题干.

请写出下列保险术语的英文表达:

- 1、保险险别
- 2、水渍险
- 3、平安险
- 4、破损险
- 5、一切险
- 6、承包人、保险公司
- 7、保险费
- 8、保险单
- 9、催款通知单
- 10、发票金额

[318] 难易度.易



[318] 选项数.10

[318] A.

insurance coverage

[318] B.

WPA

[318] C.

FPA

[318] D.

Breakage; Breakage Risk; Risk of Breakage; Clash and Breakage Risks

[318] E.

All Risks

[318] G.

premium

---

[319] 题型.填空题

[319] 题干.

## Fill in the blanks

Dear Sirs,

Thank you for your letter of August 20, i\_\_\_\_(1) us that you are in the m\_\_\_\_(2) for Chinese toys.

To give you a general idea of the goods we are dealing i\_\_\_\_(3), we are sending you by air a complete set of our s\_\_\_\_(4) books together with full details of our export prices and t\_\_\_\_(5) terms, which we hope will reach you in due course.

Our goods are enjoying fast sales in many countries for their fine q\_\_\_\_(6) and reasonable p\_\_\_\_(7) in spite of the rise in the cost of raw materials. We are glad to say that all the goods listed in our sample books can be supplied f\_\_\_\_(8) stock and according to your specifications.

Should any of the i\_\_\_\_(9) be interesting to you, please don't fail to send us your s\_\_\_\_(10) enquiry, upon receipt of which, we will make an offer by cable.

Yours faithfully,

[319] 难易度.中

[319] 选项数.10

[319] A.

informing

[319] B.

market

[319] C.

in

[319] D.

sample

[319] E.

trade

[319] G.

price

---

[320] 题型.填空题

[320] 题干.

Dear Sirs,

Your firm has been r\_\_\_\_\_ to us by Messrs. Freeman & Co. Ltd., with whom we have d\_\_\_\_\_ business for many years.

We s\_\_\_\_\_ in the export of Chinese cotton piece goods, which have e\_\_\_\_\_ great popularity in world market. We e\_\_\_\_\_ a copy of our catalog for your reference and hope that you would contact us if any item m\_\_\_\_\_ your interest.

As to our financial standing, you could a\_\_\_\_\_ the Bank of China, New York for any information.

We are looking forward to your early reply.

Yours truly,

[320] 难易度.中

[320] 选项数.7

[320] A.

recommended

[320] B.

done

[320] C.

specialize

[320] D.

enjoyed

[320] E.

enclose

[320] G.

approach

---

[321] 题型.填空题

[321] 题干.

We I\_\_\_ your name and address f\_\_\_ the Commercial C\_\_\_\_\_  
's Office of your Embassy in Bangkok.

[321] 难易度.中

[321] 选项数.3

[321] A.

learn

[321] B.

from

[321] C.

Counselor

---

[322] 题型.填空题

[322] 题干.

We are writing to you with a view t\_\_ building up business r\_\_\_\_\_ with your firm.

[322] 难易度.易

[322] 选项数.2

[322] A.

to

[322] B.

relations

---

[323] 题型.填空题

[323] 题干.

We are s\_\_\_\_\_ in the export of Electric and Electronic Machinery and Equipment.

[323] 难易度.难

[323] 选项数.1

[323] A.

specialized

---

[324] 题型.填空题

[324] 题干.

We look forward t\_\_ your f\_\_\_\_\_ reply.

[324] 难易度.中

[324] 选项数.2

[324] A.

to

[324] B.

favourable;favorable

---

[325] 题型.填空题

[325] 题干.

我们（我公司、我方）为（是）中国纺织品进出口总公司，总部在北京。

We\_\_\_\_\_ China National Textiles Import and Export Corporation, \_\_\_\_\_ its headquarters in Beijing.

[325] 难易度.易

[325] 选项数.2

[325] A.

are

[325] B.

with

---

[326] 题型.填空题

[326] 题干.

兹介绍, 本公司为中国最大的服装出口商之一。

\_\_\_\_\_ is to introduce ourselves \_\_\_\_\_ one of the leading exporters of garments in China.

[326] 难易度.易

[326] 选项数.2

[326] A.

This

[326] B.

as

---

[327] 题型.填空题

[327] 题干.

我方借此机介绍, 我公司为专门经营皮革制品的出口商。



We \_\_\_\_\_ the opportunity to introduce our company as  
exporters \_\_\_\_\_  
in leather goods.

[327] 难易度.易

[327] 选项数.2

[327] A.

take

[327] B.

dealing;trading;specializing

---

[328] 题型.填空题

[328] 题干.

现奉告, 我方专门经营工艺品出口。

We wish to \_\_\_\_\_ you \_\_\_\_\_ we are specialized in the export  
of arts and crafts.

[328] 难易度.易

[328] 选项数.2

[328] A.

inform

[328] B.

that

---

[329] 题型.填空题

[329] 题干.

我们冒昧通信，以期待与贵公司建立业务关系。现冒昧去函，以谋求同贵方进行贸易。

We \_\_\_\_\_ the liberty \_\_\_\_\_ writing to you with a view to building up business relations with your firm.

[329] 难易度.中

[329] 选项数.2

[329] A.

take

[329] B.

of

---

[330] 题型.填空题

[330] 题干.

现函告, 我方为淡水珍珠出口商, 在此行业已有多年经验。

We \_\_\_\_\_ to introduce ourselves as exporters of fresh water pearls \_\_\_\_\_ many years' experience in this line of business.

[330] 难易度.中

[330] 选项数.2

[330] A.

write

[330] B.

having; with

---

[331] 题型.单选题

[331] 题干.

1. We thank you for your letter of May 13 and the \_\_\_ catalogue.

[331] 正确答案.B

[331] 难易度.中

[331] 选项数.4

[331] A.

sent

[331] B.

enclosed

[331] C.

given

[331] D.

presented

---

[332] 题型.单选题

[332] 题干.

While \_\_\_ an enquiry, you ought to enquire into quality specification and price etc.

[332] 正确答案.A

[332] 难易度.中

[332] 选项数.4

[332] A.

making

[332] B.

offering

[332] C.

sending

[332] D.

giving

---

[333] 题型.单选题

[333] 题干.

In order to obtain the needed information, the inquirer should simply, clearly and concisely write \_\_\_\_\_ he wants to know.

[333] 正确答案.C

[333] 难易度.易

[333] 选项数.4

[333] A.

that

[333] B.

so

[333] C.

what

[333] D.

because of

---

[334] 题型.单选题

[334] 题干.

Now we look \_\_\_ your company for the supplies as we \_\_\_\_\_  
suffer great losses when we dealt with them.

[334] 正确答案.D

[334] 难易度.中

[334] 选项数.4

[334] A.

to, would

[334] B.

for, are used to

[334] C.

for, would

[334] D.

to, used to

---

[335] 题型.单选题

[335] 题干.

What kind of products do you think \_\_\_\_\_ particularly interested \_\_\_\_\_ ?

[335] 正确答案.B

[335] 难易度.易

[335] 选项数.4

[335] A.

are they, in

[335] B.

they are, in

[335] C.

are they, /

[335] D.

they are, /

---

[336] 题型.单选题

[336] 题干.

Please reply as soon as possible, \_\_\_\_\_ the earliest shipment date and terms of payment.

[336] 正确答案.C

[336] 难易度.易

[336] 选项数.4

[336] A.

stated

[336] B.

as stated

[336] C.



stating

[336] D.

state

---

[337] 题型.单选题

[337] 题干.

If you are interested, we will send you a sample lot \_\_\_\_\_ charge.

[337] 正确答案.D

[337] 难易度.易

[337] 选项数.4

[337] A.

within

[337] B.

with

[337] C.

for

[337] D.

free of

---

[338] 题型.单选题

[338] 题干.

It may interest you to know that there is a good demand here for Chinese Black Tea \_\_\_\_\_ prices.

[338] 正确答案.A

[338] 难易度.易

[338] 选项数.4

[338] A.

at moderate

[338] B.

in cheap

[338] C.

for low

[338] D.

on dear

---

[339] 题型.单选题

[339] 题干.

We would not give you any lower price \_\_\_\_\_ you could place an order for more than 500 tons.

[339] 正确答案.C

[339] 难易度.中

[339] 选项数.4

[339] A.

expect

[339] B.

until

[339] C.

unless

[339] D.

besides

---

[340] 题型.填空题

[340] 题干.

Dear Moris,

Thank you \_\_\_\_\_ your brochure.

We are interested \_\_\_\_\_ articles from No. 210- 218. Could you quote your best prices? If favorable, we would like to place large orders.

Enclosed is the enquiry sheet.

We would like to receive your reply \_\_\_\_\_ an early date.

[340] 难易度.易

[340] 选项数.3

[340] A.

for

[340] B.

in

[340] C.

at

---

[341] 题型.填空题

[341] 题干.

I will see you \_\_\_\_ five o'clock?

[341] 难易度.易

[341] 选项数.1

[341] A.

at

---

[342] 题型.填空题

[342] 题干.

I'll come and see you \_\_\_\_\_ the morning for a cup of coffee.

[342] 难易度.易

[342] 选项数.1

[342] A.

in

---

[343] 题型.填空题

[343] 题干.

They always have weekly meeting \_\_\_\_\_ Monday morning.

[343] 难度.易

[343] 选项数.1

[343] A.

on

---

[344] 题型.单选题

[344] 题干.

Unfortunately, your prices appear to be \_\_\_\_\_ the high side.

[344] 正确答案.D

[344] 难度.中

[344] 选项数.4

[344] A.

in

[344] B.

at

[344] C.

of

[344] D.

on

---

[345] 题型.单选题

[345] 题干.

\_\_\_\_\_ receipt of your specific enquiry, we will make you a firm offer.

[345] 正确答案.C

[345] 难易度.中

[345] 选项数.4

[345] A.

In

[345] B.

At

[345] C.

On

[345] D.

As

---

[346] 题型.单选题

[346] 题干.

\_\_\_\_\_ your recommendation we have approached the opening bank.

[346] 正确答案.C

[346] 难易度.中

[346] 选项数.4

[346] A.

As

[346] B.

At

[346] C.

On

[346] D.

In

---



[347] 题型.单选题

[347] 题干.

We can allow you a 5% discount \_\_\_\_\_ an order worth 50,000 dollars.

[347] 正确答案.D

[347] 难易度.中

[347] 选项数.4

[347] A.

to

[347] B.

for

[347] C.

at

[347] D.

on

---

[348] 题型.填空题

[348] 题干.

We are pleased to make you an offer, subject \_\_\_ our final confirmation, as \_\_\_\_\_.

[348] 难度度.易

[348] 选项数.2

[348] A.

to

[348] B.

follows

---

[349] 题型.判断题

[349] 题干.

实盘是愿按所提条件达成交易的非承诺性表示。

[349] 正确答案.B

[349] 难度度.易

[349] 选项数.2

[349] A.正确

[349] B.错误

---

[350] 题型.判断题

[350] 题干.

虚盘是发盘人在一定期限内愿按所提条件达成交易的非承诺性表示。

[350] 正确答案.B

[350] 难易度.易

[350] 选项数.2

[350] A.正确

[350] B.错误

---

[351] 题型.判断题

[351] 题干.

发盘人所发实盘的内容不具备达成交易的全部必要条件。

[351] 正确答案.B

[351] 难易度.易

[351] 选项数.2

[351] A.正确

[351] B.错误

---

[352] 题型.判断题

[352] 题干.

虚盘的发盘人不受所发虚盘约束。

[352] 正确答案.A

[352] 难易度.易

[352] 选项数.2

[352] A.正确

[352] B.错误

---

[353] 题型.判断题

[353] 题干.

实盘发盘人在其规定的有效时限内受所发实盘的约束，但是实盘可以撤回、变更或修改。

[353] 正确答案.B

[353] 难易度.易

[353] 选项数.2

[353] A.正确

[353] B.错误

---

[354] 题型.判断题

[354] 题干.

实盘需要说明报盘的有效时间，虚盘不需要说明报盘的有效时间。

[354] 正确答案.A

[354] 难易度.易

[354] 选项数.2

[354] A.正确

[354] B.错误

---

[355] 题型.判断题

[355] 题干.

虚盘一旦在有效期内被受盘人接受，交易即告成立。

[355] 正确答案.B

[355] 难易度.易

[355] 选项数.2

[355] A.正确

[355] B.错误

---

[356] 题型.填空题

[356] 题干.

Dear Sirs,

Thank you for your letter of March 6 e\_\_\_\_\_ for our tape recorders and your desire to enter into d\_\_\_\_\_ business relations with us.

As requested, we are sending you our q\_\_\_\_\_ sheet covering the types in which you are interested. Unless o\_\_\_\_\_ stated, all the products can be supplied within four weeks after r\_\_\_\_\_ of your order and the prices listed are s\_\_\_\_\_ to our final c\_\_\_\_\_. On an order exceeding 10 000 sets, we usually allow a 3% quantity d\_\_\_\_\_.

Some latest c\_\_\_\_\_s and b\_\_\_\_\_s have also been sent to you under s\_\_\_\_\_ cover for your reference. Should any of the items be suitable for your market, please let us know. As soon as your s\_\_\_\_\_ enquiry is received, we will make you an offer immediately.

Your early reply will be much a\_\_\_\_\_.

Yours

faithfully,填

[356] 难易度.中

[356] 选项数.13

[356] A.

**enquiring**

[356] B.

**direct**

[356] C.

**quotation**

[356] D.

**otherwise**

[356] E.

**receipt**

**confirmation**

---

[357] 题型.填空题

[357] 题干.

We are \_\_ receipt of your fax of March 8, \_\_ us 1,500 Forever Mountain Bikes.

[357] 难度.中

[357] 选项数.2

[357] A.

in

[357] B.

offering

---

[358] 题型.填空题

[358] 题干.

we a\_\_\_\_\_ the good quality of your goods.

[358] 难度.易

[358] 选项数.1

[358] A.

appreciate;ppreciate

---

[359] 题型.填空题

[359] 题干.

we are unable to \_\_\_\_ your offer, \_\_\_ the price quoted is out of line with the \_\_\_\_ market level.

[359] 难易度.中

[359] 选项数.3

[359] A.

entertain;accept

[359] B.

as

[359] C.

prevailing;current

---

[360] 题型.填空题

[360] 题干.

\_\_\_ view of our long-standing business relations, we \_\_\_ you a counter-offer, \_\_\_ to your reply reaching us within three days,



[360] 难度.易

[360] 选项数.3

[360] A.

In

[360] B.

make

[360] C.

subject

---

[361] 题型.填空题

[361] 题干.

Dear Sir or Madam:

Thank you for your (1)o            of February 20, 2007 and the  
Teddy Bear sample you kindly sent us.

In reply, we (2)r            to say that we cannot accept your offer  
at your (3)p            . You may be aware that some products of  
Indian origin have been (4)s            here at a

(5)l            about 10% lower than yours. We do think that the  
quality of your products is better, but the (6)d            in price

should not be so big. Meanwhile, the current market is also weak. To conclude this (7)t we make a (8)c as follows: Teddy Bears as the (9)s sent to us on February 20, 2007at US\$8 per piece CIF London, other terms and conditions as per your letter of February 20, 2007.

We await your early (10)a .

Yours faithfully,

**[361] 难易度.中**

**[361] 选项数.10**

**[361] A.**

offer

**[361] B.**

regret

**[361] C.**

price

**[361] D.**

sold

**[361] E.**

level

**[361] G.**

transaction

---

**[362] 题型.填空题**

**[362] 题干.**

Dear Sirs,

I 1 reply to your letter of September 25, 2004, we have pleasure in 2 your order for 500 sets of Color TV. 3 you will find our Sales Confirmation No. 202 in 4, a copy of which is to be returned to us after being 5 by you. We understand that the covering letter of credit will be 6 immediately. Please make sure that the stipulations of the relevant credit are in strict 7 with the terms stated in our S/C so as to avoid subsequent 8. On receipt of your L/C we will arrange to ship the goods without 9. The shipment, we believe, will turn out to your satisfaction. Taking this opportunity, we wish to thank you for your 10 and express the hope that this transaction will pave the way for further development of business between us.

Yours faithfully,

**[362] 难易度.中**

**[362] 选项数.10**

**[362] A.**

In

**[362] B.**

confirming

**[362] C.**

Enclosed

**[362] D.**

duplicate

**[362] E.**

countersigned

**[362] G.**

conformity

---

**[363] 题型.填空题**

**[363] 题干.**

E\_\_\_ is our contract No.812 in duplicate, of w\_\_\_\_\_ please  
return us one copy, duly\_\_\_\_\_.

**[363] 难易度.中**

**[363] 选项数.3**

**[363] A.**

Enclosed

**[363] B.**

which

**[363] C.**

countersigned

---

**[364] 题型.填空题**

**[364] 题干.**

Please \_\_\_\_\_ that the s\_\_\_\_\_ in the relative credit should strictly c\_\_\_\_\_ to the t\_\_\_\_\_ in our Sales Confirmation

[364] 难度.中

[364] 选项数.4

[364] A.

make sure;note;see to it

[364] B.

stipulations

[364] C.

conform

[364] D.

terms

---

[365] 题型.填空题

[365] 题干.

We will accept your order \_\_\_ the same terms as before with a view \_\_\_ encouraging business.

[365] 难度.易

[365] 选项数.1

[365] A.

on

---

[366] 题型.填空题

[366] 题干.

We trust the s\_\_\_\_, which is to be d\_\_\_\_ after receipt of the relative L/C will t\_\_\_\_ out t\_\_ your entire satisfaction.

[366] 难易度.中

[366] 选项数.4

[366] A.

shipment

[366] B.

dispatched

[366] C.

turn

[366] D.

to

---

[367] 题型.填空题

[367] 题干.

We have received the documents and t\_\_\_\_\_ (提货) the 2000 cartons of Tea Sets under our Order No.123 ex S.S. "Princess".

When we opened this case we found it c\_\_\_\_\_ (装有) completely different articles.

We regret to inform you that Case No 36 is b\_\_\_\_\_ (破损) . The contents are seriously damaged owing to i\_\_\_\_\_.(不当包装)

We found the quality is not u\_\_\_\_ (符合) to what we stated in the contract.

On examination, we found 30 boxes m\_\_\_\_\_ (丢失).

We cannot but l\_\_\_\_\_ (提出) a claim a\_\_\_\_\_ (向) you for USD 1,300.

Please inform us of your decision on how to s\_\_\_\_\_ (处理) the claim.

[367] 难易度.难

[367] 选项数.9

[367] A.

taken delivery of

[367] B.



contained

**[367] C.**

broken

**[367] D.**

improper packing

**[367] E.**

up

**[367] G.**

lodge

---

**[368] 题型.填空题**

**[368] 题干.**

We have received the documents and take \_\_\_\_\_ of the heart ratten baskets under Order No. 250 of May 25.

**[368] 答案解析.**

**[368] 难易度.易**

[368] 选项数.1

[368] A.

delivery

---

[369] 题型.填空题

[369] 题干.

On e\_\_\_\_\_, to our great disappointment, we find that they are not o\_\_\_\_ the quality we ordered.

[369] 答案解析.

[369] 难易度.易

[369] 选项数.2

[369] A.

examination

[369] B.

of

---

[370] 题型.填空题

[370] 题干.

The materials do not m\_\_\_\_\_ the samples you sent us

[370] 答案解析.

[370] 难度.易

[370] 选项数.1

[370] A.

match

---

[371] 题型.填空题

[371] 题干.

Please arrange f\_\_ replacements to be d\_\_\_\_\_ at once.We are holding the shipment at your d\_\_\_\_\_.

[371] 答案解析.

[371] 难度.易

[371] 选项数.3

[371] A.

for

[371] B.

dispatched

[371] C.

disposal

---

[372] 题型.填空题

[372] 题干.

Please let us know what you wish us to do w\_\_\_\_ it.

[372] 答案解析.

[372] 难易度.易

[372] 选项数.1

[372] A.

with

---

[373] 题型.填空题

[373] 题干.

We are very s\_\_\_\_\_ to learn that case No 10 did not c\_\_\_\_\_ the goods you ordered.

[373] 难易度.易

[373] 选项数.2

[373] A.

sorry

[373] B.

contain

---

[374] 题型.填空题

[374] 题干.

On l\_\_\_\_\_ into the matter we find that a mistake was m\_\_\_\_\_ in the packing.

[374] 难易度.易

[374] 选项数.2

[374] A.

looking

[374] B.

made

---

[375] 题型.填空题

[375] 题干.

We have arranged for the right goods to be dispatched to you at once. The d\_\_\_\_\_ will be mailed to you within the next forty-eight hours.

[375] 难易度.易

[375] 选项数.1

[375] A.

documents

---

[376] 题型.填空题

[376] 题干.

We would be grateful if you would kindly k\_\_\_\_ case No 10 and its contents until they are called f\_\_\_\_ by our agents who we have already instructed.

[376] 难易度.易

[376] 选项数.2

[376] A.

keep

[376] B.

for

---

[377] 题型.填空题

[377] 题干.

We a\_\_\_\_\_ for the trouble c\_\_\_\_\_ to you by our error.

[377] 难易度.易

[377] 选项数.2

[377] A.

apologize

**[377] B.**

caused

---