

(pg 49) useful expressions

取引一般条件 貴社<sup>きしや</sup> 起草 信用状

Documents against acceptance : 引受書類渡し条件

Letter of credit: 信用状 発行/開設 提案

慣習的な 照会 (信用照会) 顧客

市況 回復 他の商品 受諾<sup>じゅだく</sup>

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引合 (inquiry)

提供 オファー

5.5mm (business measurement, millimeter)

納期<sup>のうき</sup> その他の条件

詳細<sup>しょうさい</sup> 当 顧客(customers) 大量<sup>たいりょう</sup>の在庫<sup>ざいこ</sup>

最新 (prices, のかがく)

見本 : コロン 船積時期<sup>ふなづみじき</sup>は 見積もる

Jeddah 港までの

迅速な 速やかな 実現 (する) 久しぶりに

貴社 有

Pg. 59 English translation

- 1) We are in the market for men's knit tops made in Hong Kong.  
Please quote your best possible prices on CIF Yokohama.
- 2) Punctual shipment is essential because we need the goods by July 31<sup>st</sup> at the latest
- 3) We have an inquiry for 300 kerosene heaters as per specifications enclosed. Please let us know whether you have them in stock, and if not, how long it will take you to ship them.
- 4) We are interested in your Industrial Robots. Please send us a copy of your descriptive literature on them. If your price is reasonable, we will place a large order with you by return.