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https://www.100test.com/kao_ti2020/132/2021_2022__E7_94_A8_E7_AE_80_E5_8D_95_E8_c96_132761.htm (41)

A: We can offer you this in different levels of quality. B: Is there much of a difference in price? A: Yes, the economy model is about 30% less. B: Well take that one. A: 这款产品我们有三种不同等级的品质。 B: 价钱也有很大的差别吧? A: 是的, 经济型的大约便宜30%。 B: 我们就买那种。 (42)

A: Is this going to satisfy your requirements? B: Actually, it is more than we need. A: We can give you a little cheaper model. B: Let me see the specifications for that. A: 这种的合你的要求吗? B: 事实上, 已超出我们所需要的。 A: 我们可以提供你便宜一点的型式。 B: 让我看看它的规格说明书吧。 (43)

A: You're asking too much for this part. B: we have some cheaper ones. A: What is the price difference? B: The basic model will cost about 10% less. A: 这零件你们要价太高了。 B: 我们有便宜一点的。 A: 价钱差多少? B: 基本型的便宜约10%左右。 (44)

A: How many different models of this do you offer? B: We have five different ones. A: Is there much of a price difference. B: Yes, so we had better look over your specifications. A: 这个你们有多少种不同的型式。 B: 五种 A: 价钱有很大的差别吗? B: 是的, 所以我们最好先把您的规格说明细看一遍。 (45)

A: The last order didn't work out too well for us. B: What was wrong? A: We were developing too much waste. B: I suggest you go up to our next higher price level. A: 上回订的货用起来不怎么顺。 B: 有什么问题吗? A: 生产出来的废品太多了。 B: 我建议您采用我们价格再高一级的货 (46)

A: Did the material

work out well for you ?B: Not really .A: What was wrong?B: We felt that the price was too high for the quality .A:那些材料进行的顺利吗？ B:不怎么好。 A:怎么啦？ B:我们觉得以这样的品质价钱太高了。 (47)A: Has our material been all right ?B: Im afraid not .A: Maybe you should order a little better quality B: Yes, we might have to do that .A:我们的原材料没问题吧？ B:有问题呢。 A:也许您应该买品质好一点的B:是呀，恐怕只有这么做了。 (48)A: I think you had better come out to the factory .B: Is there something wrong .A: Yes ,your last shipment wasnt up to par .B: Let s go out and have a look at it .A:我看你最好走一趟工厂， B:出了什么事吗。 A:嗯，你上次送去的货没有达到标准。 B:走，我们去看看? (49)A: I want you to look at this material .B: Is this from our last shipment ?A: Yes ,it is .B: I can see why you are having some problems with it .A:我要你看看这材料！ B:这是上次叫的货吗？ A:是啊。 B:我明白为什么你用起来会有问题了。 (50)A: I would suggest that you use this material instead of that .B: But that costs more .A: But you will get less waste from this .B: Well try it once .A:我建议你改用这种替代那种。 B:可是那样成本较高。 A:但可以减少浪费。 B:那么就试一次看看吧。 (51)A: Our manufacturing costs have gone up too much .B: You might try one of our cheaper components .A: Lets take a look at your price list again B: Sure . Ill bring it in next week .A:我们的制造成本增加太多了。 B:你试试这种较便宜的组件怎样？ A:我再看一次你们的价目表吧。 B:好哇，我下个礼拜带过来。 (52)A: This is the best material we have to offer .B: Actually ,I dont think we need it to be this good .A: I can let you have this kind cheaper .B: Lets do that

.A:这是本公司所供应的最好的原料。 B:说实在的，我并不认为我们用得着这么好的， A:我可以算你便宜一点。 B:那就这么说定吧? (53)A: How is the new material working out for you ?B: Fine .were saving a lot of money with it .A: Im glad to hear that .B: It was a good suggestion .thanks .A:新原料用得如何？ B:不错，节省了不小的钱， A:听你这么说不高兴。 B:你建议得不错，谢谢。 (54)A: How many would you like to order ?B: Is there a minimum order ?A: No ,we can ship in lots of any size .B: Well try one case of this .A:您要订多少？ B:有最低订购量的限制吗？ A:没有，任何数量都可以出货。 B:那么，这种的就试一箱吧 (55)A: Were ready to take your order now.B: We want to try this component as a sample. A: I can send one for you to try .B: Yes , please do that .A:你们现在可以下订单了。 B:这种组件我们想试个样品看看。 A:我们可以寄个给你试用。 B:好，那就麻烦你了。 (56)A: How many would you like to order ? B: How do they come packaged ?A: In cases of 100.B: Well take 500.A: 您要订多少？ B：货是怎样装的呢？ A:一箱装100个。 B:我们要500个 (57)A: We need seven of these .B: They come in cases of five .A: Then ,send two cases please .B: Good . thank you for the order .A:我们要七个这种的。 B:它们是五个一箱。 A:这样的话，就送两箱吧。 B:好的，谢谢你的订货。 (58)A: We cant handle an order that small .B: What is the minimum we would have to order .A: 300 pieces .B: I see ,send those ,then .A:这么少的数量，我们不能接受。 B:那么我们至少得订多少呢。 A:300个B:哦，那就300个吧。 (59)A: We have a problem with your order .B: What is it ?A: We cant split open a case to fill yourorder .B: Ill see if we can take the

whole case .A:你订的货有点问题。 B:什么问题。 A:因为我们不能拆箱来凑足你的订量。 B:那我考虑看看是不是可以买整箱。

(60)A: Do you offer any quantity discounts ?B: No, we dont.A: Then give us three cases of this .A:大量购买有折扣吗？ B:不，没有。 A:那么这种的就买三箱好了。 (61)A: You could save a lot if you would order a little more .B: How could we do that ?A: We offer a discount for large orders .B: Let me take another look at our requirements .A:如果你单子下得多一点，可以省不少的钱。 B:怎么说呢？ A:我们对大量订购有打折。 B:那我们看看我们的需要量有多少 (62)A: Your prices seem a little high .B: We could make them lower for you .A: How ?B: If you order in large lots , we'll reduce the price .A:你们的价钱高了一些。 B:我们可以算你便宜一点。 A:怎么做呢？ B:如果你大量订购，我们可以降价 (63)A: We can offer a 10% discount for orders over 10000 pieces.B: Im not sure we can use that many .A: It would represent quite a savings .B: Ok, Ill see what I can do .A:订购一万个以上，我们可以打九折。 B:我怕我们用不了那么多。 A:这省下的可是一笔不少的钱哩。 B:好吧，我考虑考虑吧 (64)A: Why are there three prices quoted for this part ?B: They represent the prices for different quantities.A: I see .B: The more you order , the more you will save .A:这种零件为什么有三种不同的报价？ B:那表示不同的量有不同的价钱。 A:原来如此。 B:订购愈多，省的钱愈多 (65)A: Is this your standard price ?B: Yes ,it is .A: It seems too high to me B: We can negotiate the unit price for large orders .A:这是你们的基本准价吗？ B:是的A:好像贵了一点。 B:如果大量订购，单价可以再谈。

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