

40段商务英语电话报价经典对话篇(3) PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/150/2021\\_2022\\_40\\_E6\\_AE\\_B5\\_E5\\_95\\_86\\_E5\\_8A\\_c85\\_150494.htm](https://www.100test.com/kao_ti2020/150/2021_2022_40_E6_AE_B5_E5_95_86_E5_8A_c85_150494.htm) 报价篇：(21) 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 (22) 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 (23) A: We can offer a 10% discount for orders over 10000 pieces. B: I'm not sure we can use that many. A: It would represent quite a savings. B: Ok, I'll 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 (24) 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 (25) 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。 ( 26 ) A : Im calling about mistake on our last invoice . B : What was it ? A : We should have been given the large quantity price . B : Yes , that is absolutely right . A : 我打电话来 , 是因为上回的发票有错。 B : 怎么啦。 A : 你应该开大宗折扣价才是。 B : 啊 , 对的 , 是应该这样。 ( 27 ) A : Doesnt the quantity discount apply on this order ? B : No , Im sorry , but it doesnt. A : Why not ? B : Because these items are from different shipments. A : 这次下的单子没有大宗折扣吗 ? B : 抱歉 , 没有。 A : 为什么没有 ? B : 因为这几项品目不属同一批货。 ( 28 ) A : We can make the price lower if you would order a bit more . B : How much more ? A : Just three more cases . B : I think we can do that . A : 如果你单子下多一点 , 我们可以减价。 B : 还要多下多少 ? A : 只要再三箱就可以了。 B : 那我想没问题。 ( 29 ) A : I have the quotations you asked for . B : Good , weve been looking for them . A : Ill leave them for you to look over . B : Ill give you a call when we are ready to talk about them . A : 你要的报价已经做好了。 B : 好啊 , 我们一直等着看呢。 A : 我会留下来给你慢慢的看。 B : 等我们准备好可以谈的时候 , 我会打电话给你。 ( 30 ) A : Were you able to quote on all the items we need ? B : No , not all of them . A : Oh ? why not ? B : We arent able to supply the third and fifth items . A : 我们需要的每个项目你都能报价吗。 B : 不 , 没办法全部。 A : 哦 , 为什么 ? B : 第三及第五项目 , 我们没有货供应。 100Test 下载频道开通 , 各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)