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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: I ‘ m 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: Doesn ' t the quantity discount apply on this order ? B: No ,I ' m sorry ,but it doesn ' t. 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 ,we ' ve been looking for them . A: I ' ll leave them for you to look over . B: I ' ll 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 aren ' t able to supply the third ad 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。 (31) A: Here are the quotations that you asked for . B: How do they compare to last year ' s ? A: The price increases haven ' t been too bad at all . B: That ' s good to hear .let ' s take a look at your prices . A:这是你的报的价。 B:与去年的相比怎么样。 A:没有涨太多。 B:那好 , 我们来看看你的报价吧。 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