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https://www.100test.com/kao_ti2020/33/2021_2022__E8_81_8C_E5_9C_BA_E5_AE_9E_E7_c28_33749.htm 1) 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: We ' ll take

that one . A:这产品我们有三种不同等级的品质。 B:价钱也有很大的分别吧? A:是的，经济型的大约便宜30%。 B:我们就

买那种。 2) 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。

3) 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。 4)

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。 5) 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

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