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[https://www.100test.com/kao\\_ti2020/453/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_453417.htm](https://www.100test.com/kao_ti2020/453/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_453417.htm) Substitution Drills1 A: Our price is U.S.\$ 98 per pound.B: I must say the price is too high for me to accept.must point out the price is too high to interest us.can assure you the price is too high to be competitive.我们的价格是每磅98美元。我必须说价格太高不能接受。我必须说价格太高我们难以接受。我向你保证价格太高了，没有竞争力。2 A: I hope you ' ll quote favorably.quote us your best terms.give us your lowest price quotes.B: Our rates are in line with the world market.Our prices fit in with today ' s market situation.We always give our customers the best terms.我希望你们报价优惠。我们的价格与国际市场上的是一致的。我们的价格与今天的市场形式相吻合。我们总是给我们的顾客最好的协议条款。3 A: Our users are under the impression that your prices are usually on the high side compared with those of other suppliers.have the idea that your prices are usually a bit too high.are of the opinion that your prices are usually rather stiff.B: One can ' t consider price separately from quality.One has to take quality into account.When comparing prices, one has to take into consideration the quality of the goods.我们的用户总是认为你们的价格相对于其他供货商较高。我们的使用者认为你们的价格总是有点太高。我们的用户认为你们的价格总是相当昂贵。不能只看价格，不看质量。还要考虑质量因素。衡量价格时，也应该考虑商品的质量问题。4 A: Other suppliers are offering a much higher rate of commission.a

much better price.more favorable payment terms.B: 2% is the usual commission we allow for a small quantity.\$100 is actually the lowest we can do for a small quantity.其他供货商提供更高比例的佣金。其他供货商提供更好的价格。其他供货商提供更优惠的支付条款。对于小批量的订货，我们通常给百分之二的佣金。对于小批量的订货，我们的最低价格是100美元。5 That ' s the best we can do. We can ' t go any lower.the lowest price we can offer. We can ' t take less.our bottom price.这是我们最优惠的价格，我们不能再低了。那是我们可以提供的最低的价格。不能再少了。那是我们的底线。 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)