

商务英语热门话题：The trade practice 贸易业务(5) PDF转换可能丢失图片或格式，建议阅读原文

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5.A: Hello, Miss. Li. 你好！李小姐。 B: Hello, Mr. Smith, glad to see you again. 你好！史密斯先生，很高兴再次见到你。 A: I'm very interested in your products, and would like to talk something about that. 我对你们的产品挺感兴趣的，想和您谈一谈。 B: I'm glad to hear it. My firm has wide business relations with many corporations in your country. Every year, we export a lot of our products to European countries, but yours seems quite new to us. 很高兴你这么讲。我们公司与你国家的许多公司都有贸易往来。我们每年都要向欧洲各国出口大量的产品。不过你们公司对于我们来说，还是新客户。 A: Well, we worked on leather products only for two years, but we are in a position to place large orders with competitive suppliers. This time, we desire to see the possibilities of switching our purchase to you. 是的，我们做皮具生意的时间不长，只有两年。但是，对于有实力的公司，我们的订货量还是相当可观的！这一次，我们就想看看是否有可能在你们公司订货。 B: That's fine. Our leather bags have enjoyed a high reputation in the European market. Have you got anything in mind that you're interested in? 很好！我们的皮包在欧洲市场有很好的口碑。您对我们哪些产品感兴趣？ A: Well, I find article No.338 is rather attractive. 我觉得货号338不错。 B: It's our newest designed one. Compared with the old ones, it is much better in style. Reports from different markets show that this model is the choice of discriminating buyers. 这是我

们新近设计的一个款式。与过去旧式的产品相比，在款式上可以说是一个进步。从市场反馈的情况来看，这个款式是明智买商的首选！

A: You know. Miss .Li, quality is as much important as the price.李小姐，我认为，在选购商品的时候，质量与价格是同等重要的！

B: Yes. This style is an improvement upon the old styles in many respects. We pay much attention not only to its quality but also to its cost. After studying our samples and price list I'm sure you will be satisfied.是的！这个款式比起旧的款式，在很多方面都有所进步！我们在改进的时候，不仅注意到提高产品的质量，还注意到了降低产品成本。在看过我们的样品和价目表后，我相信您一定会满意的！

A: So you really don't see your way to get it down a bit? If you come down to the old price, we can place an order of a large quantity.您真的不能再降一点价了吗？如果您照原来的价格成交，我们可以订一大批货。

B: I'm sorry. Mr. Smith. This is our rock bottom price. When I fixed the price with you last time. I told you repeatedly that it was for the trial order only, just to help you to get a start. That's an exceptional case. We can't close any more business on the same basis, to say nothing of making reductions. If you find it unworkable, we have no other choice but to call the deal off.很抱歉！史密斯先生。这是我们的最低价。我上次与您定价的时候反复向您说明，这个价位只是对试订货来说的，只是帮助你们启动生意。这是个例外。我们不能以此价格再次成交，更不用说降低价格。如果你们认为不能接受，我们也没有办法，生意只能告吹。

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