

20组报价英语轻松背实用英语 PDF转换可能丢失图片或格式  
，建议阅读原文

[https://www.100test.com/kao\\_ti2020/624/2021\\_2022\\_20\\_E7\\_BB\\_84\\_E6\\_8A\\_A5\\_E4\\_BB\\_c96\\_624336.htm](https://www.100test.com/kao_ti2020/624/2021_2022_20_E7_BB_84_E6_8A_A5_E4_BB_c96_624336.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:这款产品我们有三种不同等级的品质。 B:价钱也有很大的

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再高一级的货 6 ) A: Did

the material work out well for you ? B: Not really . A: What was wrong? B: We felt that the price was too high for the quality . A:那些材料进行的顺利吗？ B:不怎么好。 A:怎么啦？ B:我们觉得以这样的品质价钱太高了。 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)