

2010年外销员外贸英语Price(价格)资料详解(5) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_B9_B4_E5_A4_96_c28_645793.htm Dialogue 3 A: I have here our price sheet on a F.O.B. basis. The prices are given without engagement. B: Good, if you ' ll excuse me, I ' ll go over the sheet right now. A: Take your time. B: I can tell you at a glance that your prices are much too high. A: I ' m surprised to hear you say so. You know that the cost of pro- duction has been skyrocketing in recent years. B: We only ask that your prices be comparable to others. That ' s reasonable, isn ' t it? A: Well, to get the business done, we can consider making some concessions in our price. But first, you ' ll have to give me an idea of the quantity you wish to order from us, so that we may adjust our prices accordingly. -- 这是我们船上交货价的价目单。所报价格没有约束力。 -- 很好。如果可以，我马上把价目单看一遍。 -- 请便。 -- 我一看这份价目单就知道你们的价格太高了。 -- 你这么说我很吃惊。你知道近年来生产成本迅速上涨。 -- 我们只要求你方的价格能和别人差不多就行了。这个要求很合理，对不对? -- 好吧，为了成交，我们可以考虑作些让步，不过要请你先说明大概要订购多少，以便我们对价格作相应的调整。 B: The size of our order depends greatly on the prices. Let ' s settle that matter first. A: Well, as I ' ve said, if your order is large enough, we ' re ready to reduce our prices by 2 percent. B: When I say your prices are much too high, I don ' t mean they are higher merely by 2 or 3 percent. A: How much do you mean then? Can you give me a rough idea? B: To have this business

concluded, I should say a reduction of least 10 percent would help.
A: Impossible. How can you expect us to make a reduction to that extent?
B: I think you are as well - informed as I am about the market for chemical fertilizers. It ' s unnecessary for me to point out that supply exceeds demand at present and that this situation is apt to continue for a long time yet. May I suggest that you call your home office and see what they have to say?
A: Very well, I will. -- 我们要订的数量很大程度上取决于价格，就让我们先解决价格问题吧。 -- 好吧，如果你们的订货数量很大，我们准备减价百分之二。 -- 我说你们的价格太高，并不是说仅仅高出百分之二或三。 -- 那么你说的是多少呢?能不能说一个大概的数字? -- 为了促成交易，我认为大约给百分之十的折扣才行。 -- 不可能，你怎么能要求我们给那么大的折扣呢? -- 有关化肥的行情，我想你和我一样都很了解。用不着我来指出，目前的情况是供过于求，而且这种情况还要延续很长一段时间。我建议你打个电话给你们公司，看看他们有什么意见? -- 好吧，我打个电话问问。

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