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A: Im sorry to say that the price you quote is too high. It would be very difficult for us to push any sales if we buy it at this price. B: well, if you take quality into consideration, you wont think our price is too high A: Let ' s meet each other half way. - 很遗憾你们报的价格太高，如果按这种价格买进，我方实在难以推销。 - 如果你考虑一下质量，你就不会觉得我们的价格太高了。 - 那咱们就各让一步吧。 A: Im sorry to say that your price has soared. Its almost 20% higher than last years. B: Thats because the price of raw materials has gone up. A: I see. Thank you. - 很遗憾，贵方的价格猛长，比去年几乎高出20%。 - 那是因为原材料的价格上涨了。 - 我知道了，多谢。

A: How many do you intend to order? B: I want to order 900 dozen. A: The most we can offer you at present is 600 dozen. - 这种产品你们想订多少? - 我们想订900打。 - 目前我们至多只能提供600打。 A: We have inspected the rice, and were surprised to know that the weight is short. B: We sell our goods on loaded weight and not on landed weight. A: I see. - 这些大米我们检验过了，重量不够，我们感到奇怪。 - 我们出售商品是以装船重量为准，不是以卸货重量为准。 - 我知道了。 A: The next thing Id like to bring up for discussion is packing. B: Please state your opinions about packing. A: All right. We wish our opinions on packing will be passed on to your manufacturers. - 下面我想就包装问题讨论一下。 - 请陈述你们的意见。 100Test 下载频道开通，各类考试

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