

报价英语20例 PDF转换可能丢失图片或格式，建议阅读原文  
[https://www.100test.com/kao\\_ti2020/646/2021\\_2022\\_\\_E6\\_8A\\_A5\\_E4\\_BB\\_B7\\_E8\\_8B\\_B1\\_E8\\_c96\\_646097.htm](https://www.100test.com/kao_ti2020/646/2021_2022__E6_8A_A5_E4_BB_B7_E8_8B_B1_E8_c96_646097.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。 7) A : Has our material been all right ? B : I ' m afraid not . A : Maybe you should order a little better quality B : Yes , we might have to do that . A : 我们的原材料没问题吧? B : 有问题呢。 A : 也许您应该买品质好一点的 B : 是呀 , 恐怕只有这么做了。 8) A : I think you had better come out to the factory . B : Is there something wrong . A : Yes , your last shipment wasn ' t up to par . B : Let ' s go out and have a look at it . A : 我看你最好走一趟工厂 , B : 出了什么事吗。 A : 嗯 , 你上次送去的货没有达到标准。 B : 走 , 我们去看看? 9) A : I want you to look at this material . B : Is this from our last shipment ? A : Yes , it is . B : I can see why you are having some problems with it . A : 我要你看看这材料! B : 这是上次叫的货吗? A : 是啊。 B : 我明白为什么你用起来会有问题了。 10) A : I would suggest that you use this material instead of that . B : But that costs more . A : But you will get less waste from this . B : We ' ll try it once . A : 我建议你改用这种替代那种。 B : 可是那样成本较高。 A : 但可以减少浪费。 B : 那么就试一次看看吧。 相关推荐 : #0000ff>常用外贸英语口语 ( 2 ) #0000ff>常用外贸英语口语 ( 1 ) #0000ff>进出口贸易常用词汇 #0000ff>单证英语 : 市场跟单口语大全 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)