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Unfortunately your price appears to be higher than ever. 很遗憾，您的价格比以往都高。

Yes, we know. Because of the price hike in raw materials, we were forced to adjust our prices accordingly. 是的，我们知道。但由于原材料涨价，我们不得不相应调整产品的价格。 hike :

(infl ↑) rise in prices, costs, etc (价格、价值等的) 提高，增加：* The union demands a 7% wage hike. 工会要求提高工资7%。 Then what's your idea of a good price? 那你觉得什么价格合适? I would say 20% off the listed price. 标价减20%。

Impossible. We won't make any profit at that price. 10% is the best we can do. 那不可能。这样我们就无钱可赚了。最多降10%。 Its still too high. 还是太高。 Our quality is far beyond comparison.

Besides, the market is advancing. Our goods can always find a good sale. 我们的质量是无与伦比的。而且行情上涨，我们的货物销路一直很好。 We are surprised to find that your price is 25% higher compared with other companies. 发现你们的价格比其他公司的高25%，我们很吃惊。 25%? You can't be serious!

25%? 你不是开玩笑吧! That has been confirmed by our survey.

I'm afraid I'll have to cancel the deal unless you reduce your price. 我们调查证实过了。恐怕我将不得不取消这笔生意，除非您降价。 But you know fully well that our product is of superior

quality. Other products can't be compared with it. 但您很了解我们的产品质量上乘，其他产品无法与之相比。 True. But it's also a

fact that your price is too high. 是的。但您的价格太高了，这也是一个事实。 But even for such products we have minimum quality requirements that must be met. 即使是这些产品，我们也规定了必须达到的最低质量要求。 Indeed, they are not bad, indeed. Do you do them in any other colours? 确实不错。还有其他颜色吗? Yes, there is dark blue, light grey, desert tan, all available in a full range of sizes. 有的，还有深蓝、浅灰、土黄这些颜色尺码都齐全。 range [C] group or series of similar things ; 0selection or variety 成套或成系列的东西； 种类： * sell/stock a whole range of tools, dresses, foods 出售[备有]各种各样的工具、服装、食品 * The new model comes in an exciting range of colours. 这种新式样有各种鲜艳的颜色。 * have a wide/narrow range of interests, hobbies, etc 兴趣、爱好等甚广[不广]. The color wont fade, will it? 不会褪色吧? No, itll last very well. 不，不会褪色。 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