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[https://www.100test.com/kao\\_ti2020/151/2021\\_2022\\_\\_E4\\_B8\\_93\\_E4\\_B8\\_9A\\_E6\\_9C\\_AF\\_E8\\_c85\\_151207.htm](https://www.100test.com/kao_ti2020/151/2021_2022__E4_B8_93_E4_B8_9A_E6_9C_AF_E8_c85_151207.htm) (五) Lets have you

counter-offer. 请还个价。 Do you want to make a counter-offer? 您是否还个价? I appreciate your counter-offer but find it too low. 谢谢您的还价，可我觉得太低了。 来源：www.examda.com

Now we look forward to replying to our offer in the form of counter-offer. 现在我们希望你们能以还盘的形式对我方报盘予以答复。 Your price is too high to interest buyers in counter-offer. 你的价格太高，买方没有兴趣还盘。 来源

：www.examda.com Your counter-offer is much more modest than mine. 你们的还盘比我的要保守得多。 We make a counter-offer to you of \$150 per metric ton F.O.B. London. 我们还价为每公吨伦敦离岸价150美圆。 Ill respond to your counter-offer by reducing our price by three dollars. 我同意你们的还价，减价3元。

Words and Phrases counter-offer 还盘，还价 offeror 发价（盘）人 offerer 发价人，报盘人 offeree 被发价人 offering 出售物

offer letter 报价书 offer sheet 出售货物单 offer list/book 报价单来源：考试大 offer price 售价 offering date 报价有效期限 offering period 报价日来源：考试大 concentration of offers 集中报盘

combined offer 联盘，搭配报盘 lump offer 综合报盘（针对两种以上商品） bid n. 递价；出价；递盘（由买方发出） v. 递盘 to make a bid 递价 to get a bid 得到递价来源：考试大 to be

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