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https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_151291.htm Unit Eight 对还盘的反应 Part one. 201. Your counter offer is much too low, especially considering the small amount of your order. 202. Our prices fixed on a reasonable level. 203. Our products are modestly priced. 204. This is the best price we can give you. 205. The price has been reduced to the limit. 206. Our price is already on its lowest level. 207. There is little scope for further reducing the price. 208. Considering quantities has been sold at this level any further reduction is out of the question. 209. We can not make any further discounts. 210. This is our rock bottom price, we can ' t make any concessions . 211. Sorry , we generally don ' t quote on a discount basis. 212. We can ' t make any allowance for this lot. 213. This is the very best offer we can make for you, we consider this a rock bottom price indeed. 214. I am afraid there is no room to negotiate the price. 215. This is a special offer and it is not subject to our usual discount. 216. The possibility of fallen price is rather remote I am afraid. 217. The price we offer you is the lowest, we can ' t do better. 218. We are very much regret to say that we can ' t cut the price to the extend you required. 219. We are in a difficult position to satisfais your request for reducing the price. 220. It is really difficult to comply with your request to shading the price. Part Two 221. I dare say that the price we offer compare favorably with any quotation you can obtain elsewhere. 222. I am afraid you won ' t find another company who will give you a

cheaper price than ours. 223. What we give you is a good price. We don't think it could be put any better. Take it or leave it, it's up to you. 224. If you compare the quality of our good with that of other country, you will see our price is very reasonable. 225. The price we quote you for belts is much lower than that of last year's. You must found it very competitive. 226. Our offer might be a bit high, but you will soon make bigger profits when market fluctuation stopped. 227. The present market situation is on the upward our trend, so you don't have to worry about the profit. 228. Our product is very competitive so there is no question of profit. 229. Your counter-offer seems to be a little tight if so our profit margin will be too small. 230. If you increase your initial order to 30,000, I suppose we could consider reducing the price to 300,080\$ per unit. 231. If you double the order, we may consider giving you a 8% discount. 232. The best we can do is to allow you 2% off our quotation. 233. There is so many rich people in your area, to them a high price means a good quality product. 234. If you stick to your counter offer without any compromise we may not be able to make a deal. 235. Your bid is obviously out of line with the price ruling and the present market. 236. We regret we can not book your order according to your counter-offer. 237. Our table cloth is modestly priced and quite sellable in your market. 238. We don't think that this price can be considered high in your market. 239. We feel that your counter-offer is not proper because of the price for such a material is on the rise at present. 240. We are not in a position to entertain business at your price since it is far below our cost price. 100Test 下载频道开通, 各

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