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https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_151296.htm Unit Nine 要求优惠

Part One 241. All your quotations are on FOB Vancouver basis may I ask if you allow any discount? 242. Isn't it possible to give us a little more discount? 243. If you are prepared to give me some allowance I will consider placing an order for 10,000 dozens. 244. Should you be prepared to reduce your price we might come to terms. 245. If I show you an offer lower than yours, would you be able to conclude a transaction at that price? 246. If the order is a substantial one how much would you come down? 247. May we suggest that you make some allowance on your quoted prices? 248. If we place an order for 2,000 dozens up can you give us a special discount? 249. If our order is more than 10,000 MT would you give us an additional 6% commission? 250. We hope you will allow us some discount on our purchase of 6,000 dozens. 251. We'd like to ask for a reduction in price because of the large size of our order. 252. Since the present market is so weak, you have to lower your price if you want us to increase sales. 253. We hope to get your best offer for bicycles. 254. We invite a quotation of the lowest price. 255. May we suggest that you perhaps make some allowance on your quoted prices? 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