

金融外贸英语：报盘和还盘Offer(5) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/166/2021_2022__E9_87_91_E8_9E_8D_E5_A4_96_E8_c92_166019.htm Let 's 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。 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。 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美元。 I ' ll 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 offer price 售价 offering date 报价有效期限 offering period 报价日 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 to be outbidding 高于.....的价 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