

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_ti2020/33/2021_2022__E5_A4_96_E8_B4_B8_E8_8B_B1_E8_c28_33362.htm 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.感谢您的还价，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 Phrasescounter-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