

商务英语口语900句:第241-245句 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/458/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_458346.htm](https://www.100test.com/kao_ti2020/458/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_458346.htm)

241.All your quotations are on FOB Vancouver basis, may I ask if you allow any discount 你所报的都是温哥华的离岸价，可有折扣？  
242.Isn ' t it possible to give us a little more discount 有无可能再给我们一点折扣

? 243.If you are prepare to give me some allowance I will consider placing a order for 10,000 dozens.如果你能给我一点折价，我会考虑订购一万打数量的订单。

244.Should you be prepare to reduce your price we might come to terms. 若你可以降低价格，我们可能达成交易。

245.If I show you an offer lower than yours ,would you be able to conclude transaction at that price 如果我给一个比你的定价更低的价格，你能否以那个价格成交呢？

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](http://www.100test.com)