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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？

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