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https://www.100test.com/kao_ti2020/497/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_497205.htm Part one 161. We hope you will consider our counter-offer most favorably and tell us your decision at your earliest convenience. 162. We wish you will reconsider your price and give a new bid so that there could be a possibility for us to meet half way. 163. To accept the price you quote would leave us only a small profit on our sales because the principle demand in our city is for articles in the medium price range. 164. Your competitors are offering considering lower prices and unless you can reduce your quotations we have to buy else where. 165. To accept your present quotation would mean a heavy loss to us not to speak of profit. 166. I wish to point out that your offer are higher than some of your competitors in other countries. 167. Your price really leaves not margin for reduction what so ever 168. We can obtain the same quality through another channel at much lower price than that you quoted us. 169. There is big difference between your price and those of your competitors. 170. We hoped you will quote your rock-bottom price, otherwise we have no alternative but to place our orders else where. 171. If you insist on your original offer it will reduce our profit considerably. 172. We didn't expect that the discount you offer would be so low. 173. Your price should be based on the actual situation of our customers. 174. In our market products of similar types are so many and with such a lower prices that many of our regular customers may switch other companies I am afraid.

175. Your offer is not acceptable because we have another supplier offering similar quality products at 5% discount. 176. Your quotation is by no means favorable with those of other origins. 177. I am sorry to say that your prices are about 9% higher than those offered by other suppliers. 178. Compared with what is quoted by other supplier, your price is uncompetitive. 179. Your price compares unfavorable with your competitors. 180. Our counter offer is well in line with the international market, fair and reasonable.

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