

《商务英语口语900句》Unit 11:双方让步 商务英语考试 PDF  
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291. In view of our good cooperation over the past few years, we are prepare to accept your price. 鉴于过于几年的良好合作，我们准备接受你方的价格 292.As a gesture of friendship, we accept the price of 50,000 \$ for 10,000 pairs of leather shoes. 作为友好表示，我们接受10,000双皮鞋50,000美金的价格 293.It ' s seams there is nothing more I can do but to accept this price. 似乎只有接受这个价格，别无它选 294.How about meeting each other half way and each of us make further concession so that business can be concluded. 会议一半，我们双方各让一步以使业务成交 295.I think that we should come to a compromise with each other in order to get the deal done. 我认为我们应该各自折衷一下以便业务成交 296.Business is quite possible if each size makes some concessions. 若双方各自做些让步，生意是很易达成的 297.If it is really so, we have to agree to your payment terms. 如果真是这样，我们不得不同意你的付款条款 298.We ' d like to reduce the original offer slightly as a compromise. 我们稍降原始报价，以示让步 299.We may consider making some concessions in our price. 我们可以在价格上做些让步 300.In order to encouraging business we are prepare to make reduction. 我要收藏 为了促成生意，我们准备降价 301.We found we can make a step further provided that quantities will be no less 1,000,000 tons. 如果数量不少于1,000,000吨的话，我们发现我们可以做出让步 302.To show our sincerity

,we are prepare to make you a special concession of 6%. 为表真诚  
， 我们准备给你的特别折扣 303.After serious consideration we  
can accept your counter bid. 经过认真的考虑， 我们能接受你的  
还盘 304.Considering your substantial order we can give you this  
exceptionally treatment. 考虑到你的有效订单， 我们对你做出特  
别对待 305.Since it is the case ,we would exceptionally comply with  
your request by reducing our price to 500\$/piece. 既然是事实， 我  
们例外答应你降到每台500美金的要求 306.We are please to  
grant you a 7% discount from the original offer since you agree to  
increase the order. 由于你方增加订单， 我们乐意同意原价上给  
你7%的折扣 307.To get business under way ,we are agree to take  
this as an exceptional case. 为了在下述方式下成交， 我们同意将  
此作为一个特例 308.We are prepare to reducing the price to 7.21\$  
. 我们准备将价格降到7.21美金 309.10% is out the question but  
we are prepare to offer you 8%. 尽管10%的折扣出乎意料， 但我  
们准备给你8%的折扣 310.As a special accommodation we are  
agree to your D/P payment terms, but only for once. 作为一个特例  
， 我们同意贵方的货款加运费的付款条件， 但仅有一次

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