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https://www.100test.com/kao_ti2020/150/2021_2022__E6_B1_89_E8_8B_B1_E5_95_86_E5_c85_150862.htm 从一开始我就参与这个计划。 Ive been part of this project since its beginning. 我叫克里夫敦，从一开始我就参与了这项计划。 Im Clifton, and Ive been associated with this project since the beginning. 请看第一幅图表的数据。 Please look at the data of this first chart.来源：考试大 数据证实此种产品安全有效。 The data confirm that this product is safe and effective. 正如你在这张图片上所看到的，同风格的这种旧型产品非常流行，我们保留了它。 As you can see in this photo, weve retained the same style which was so popular in this old model. 现在我们正在做一些改进，使皮质变得坚韧而不致有皱纹，变干或产生磨损。 Now, were doing something new making skin strong enough that it doesnt wrinkle, become dry, or develop blemishes. 这种X2500型的特点就是减少输入时间，使资料更为顺畅。 The X2500 has the unique feature of providing better data flow with less input time. 与旧型机比较我们的新型价格便宜且更容易操作。 Compared to the previous model, our new model is less expensive and easier to use. 有各种大小型号，在便利商店和百货公司均有。 Its available in a variety of sizes at convenience stores and department stores as well.来源：考试大 这是一种革命性的新产品。 This is a revolutionary new product. X2500将会改变你在办公室的工作。 The X2500 will change your work in the office. 我们现在有五种不同的型号供你选择。 We now have five different models to choose from. 各位女士各位先生

，现在你们有任何问题我都乐意答复。 Now, ladies and gentlemen, I'd be happy to answer any questions that you might have.

来源：考试大 还有什么问题吗？ Are there any questions? 就这一点你们还有什么问题吗？ Do you have any questions at this point? 如果你们没有问题了，我可以进行下一阶段吗？ If you have no questions, may I go on to the next stage? 现在，我乐意答复你们的问题。 Now, I'd be happy to answer your questions. 我乐意接受任何人提出的任何问题。 I'd like to allow anyone to ask whatever questions they may have.

来源：考试大 你的问题是我们是如何发展我们的产品？ Your question is how we developed our product? 你们并未听说过，问题是产品多快能上市。 For those of you that didn't hear it, the question was how soon we could expect the product to be on sale. 什么时候能发货呢？ When can we expect its delivery? 产品已投产了，所以月底前你可以获得。 It's already in production, so you can expect it in stores before the end of the month. 你希望此种商品何时上市出售呢？ When do you expect to have this ready for sale? 建议零售价格是多少呢？ What's the suggested retail price?

来源：考试大 你们的试销情况如何？ What do you expect it to go for? 你怎样决定产品是安全的呢？ How did you decide that product was safe? 你凭什么相信产品是安全的？ What's the basis of your belief that the product is safe? 我想知道你们是如何得出结论的。 I'd like to know how you reached your conclusions. 这种商品成本价是多少？ How much will it cost?

来源：考试大 我们订价为98美元，几乎少于竞争对手30%。 We've priced it at \$ 98, almost 30% less than the competition. 什么时候能发货呢？ When can we expect its delivery? 产品已投

产了，所以月底前你可以获得。 Its already in production, so you can expect it in stores before the end of the month. 你希望此种商品何时上市出售呢？ When do you expect to have this ready for sale? 建议零售价格是多少呢？ Whats the suggested retail price? 来源：考试大 你们的试销情况如何？ What do you expect it to go for? 你怎样决定产品是安全的呢？ How did you decide that product was safe? 你凭什么相信产品是安全的？ Whats the basis of your belief that the product is safe? 我想知道你们是如何得出结论的。 Id like to know how you reached your conclusions. 这种商品成本价是多少？ How much will it cost? 来源：考试大 我们订价为98美元，几乎少于竞争对手30%. Weve priced it at \$ 98, almost 30% less than the competition. 试销说明了什么？ What does the test marketing show? 这在所有市场销售良好，所以获得三成的市场占有率是指日可待的。 It was well-received in all markets, so a gain of three market share points can be expected. 我得说预定发货日期应该在本月底。 Id say the expected delivery date should be by the end of the month. 下个月底好像是最佳的销售日。 The end of next month looks like the most probable sales date. 我们订价为98美元。 Were aiming its price for \$ 98. 来源：考试大 你问题的第一部分，我要说的就是我们的研究非常广泛。 To answer the first part of your question, id like to say that our studies were very extensive. 如果你还有问题的话，请和报告最后一页名单上的人员联系。 If you have further questions, please contact the people listed on the last page of the report. 对不起，你是来自西方电子公司的苏珊戴卫斯吗？ Excuse me. Are you Susan Davis from Western Electronics? 来源：考试大 是的，我就

是，你一定是竹下先生吧。 Yes, I am. And you must be Mr. Takeshita. 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