

综合辅导：环球商务英语100句（下）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/151/2021_2022__E7_BB_BC_E5_90_88_E8_BE_85_E5_c85_151199.htm 51. You ' ll understand our products better if you visit the plant.看看工厂，你就会比较了解我们的产品。 52. We check each component before we install it.每个组件在装配前都要经过检验。 53. Our rejection rate is less than two percent.不良率不到2%。 54. We always pay attention to improving our quality.我们一直用心于提高质量上。 55. We have some questions about after-sale services.我们对售后服务有几点疑问。 56. The main mechanism carries a three-year warranty. Within the warranty periods , all repairs are free.重要的机器有三年保修期，在保修期间，所有的维修都是免费的。 57. I ' d like to talk about an exclusive agency agreement.我想谈谈有关独家代理权一事的合同。 58. What is the total annual turnover you could fulfill ? 你们能完成的年销售额总量是多少？ 59. I ' m thinking of offering you a sole agency in Australia on the following terms and conditions.我考虑在下列条件下指定你们作为我们住澳大利亚的独家代理。 60. I would like to receive from you a detailed report on current market conditions every month in the future.今后，我想每月收到你一份详细的现时市场行情报告。 61. We are experienced in marketing products similar to yours and quite familiar with customers ' need.我们在销售类似你们的产品方面很有经验，很熟悉顾客的需求。 62. We have good connections with all the leading importers and wholesalers in our country.我们与我国所有的主要进口商、批发商有着密切的联

系。 63. You are driving a hard bargain.你固执己见，不肯让步。

64. Very often in a campaign, two or more media are used together.一般情况下，在广告宣传过程中，常常是两种或更多的媒体一起使用。

65. We should get to know who are the audience for the 0selected advertising media.我们应该了解对于（我们）选定的广告媒介哪些人是真正的听众。

66. We approach the retailers directly, without any middleman.我们直接和零售商打交道，不经过任何中间人。

67. Before fixing our prices, we have to know what your service charges will be.在我们定价之前，我们的了解你们将收取多少服务费用。

68. My biggest concern now is business promotion. Can you give me some tips? 我最关心的是产品的促销。你有什么建议吗？

69. Would you like to leave a message for Mr. Smith? 您想给史密斯先生留个口信吗？

70. I ' m sorry, Mr. Smith is speaking on another line. Will you wait? 抱歉，史密斯先生正在接另一个电话。

71. Well, if you leave your name and number, I ' ll tell him to call you back when he is free.那么，您留下您的姓名和电话号码，我会告诉他让他有空时给您回电话。

72. I ' ll get in touch with him and call you back later.我会与他联系，过一会儿给您回电话。

71.He is not available now.她现在不在。

72. Please tell me how to format a floppy disk. I use Windows 98.请告诉我如何把磁盘格式化。我使用的是视窗98操作系统。

73.If you install more memory, you can use it fairly well.如果增加内存的话，你的电脑就还可以用。

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