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[https://www.100test.com/kao\\_ti2020/151/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_8B\\_B1\\_E8\\_c85\\_151449.htm](https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_151449.htm) 501 We have that right here in this report. 在这份报告书内就有。 502 Could you tell me some more about your market analysis? 请你多告诉我一些你们的市场分析好吗? 503 Yes, our market analysis tells us our prime user will be between 40 and 60. 好的，我们的市场分析告诉我们，我们的产品主要的使用者年龄将在40至60岁。 504 How soon can you have your product ready? 你们多久才可以把产品准备好呢? 505 We certainly expect our product to be available by October 1. 我们的产品在可在10月1日前准备好。 506 You havent sold your product in our country so far, have you? 到目前为止，你们的产品尚未在我们国家销售，是吗? 507 Weve only sold our product at trade fairs, not in an on-going sales campaign. 我们的产品只在商展时展售，而没有办促销活动。 508 Youve already quoted a price of \$ 800 per 1,000. Is there a discount for larger orders? 你报的价是每1000个要美金800元，如大量订购有折扣吗? 509 Yes, there is. We can give a 5% discount for orders over 5,000 units. 是的，有折扣，超过5000个我们可给5%的折扣。 510 We can offer a discount in progressive stages according to the size of the order. 根据订购数量的大小，我们可提供累进的折扣。 511 We really cant discount the price more than six percent. 我们真的无法提供超过6%的折扣。 512 A discount of six percent is all that Im authorized to offer you. 6%的折扣是我权限内所能给你的。 513 What sort of guarantee do you

offer on your product? 你们提供什么样的产品保证呢? 514 A standard one. Replacement during the first year if all rules for proper use have been followed. 有一个原则, 如果在一年内符合各种使用规定, 就可更换。 515 We offer a life-time guarantee. 我们提供永久保证。 516 We have an extended warranty available at extra cost. 对于额外价钱我们较长的保证期限。 517 Our guarantee covers maintenance for both parts and labor. 我们的保证是包括更换零件和免费保养。 518 Tell us about your post-purchase servicing. 告诉我们有关你们售后服务的情况。 519 We use service centers at major stores. They ship goods back to our national service center for repairs. 我们采用大店服务中心, 他们可把产品运送到我们的国内服务中心维修。 520 We have a toll-free number for customers to call. 我们对顾客提供免费服务电话。 521 We exchange products under almost all circumstances. 在各种情形下我们都可更换产品。 522 Could you give us detailed descriptions of the capabilities of your product? 请你把你们产品的性能给我们详细说明一下好吗? 523 How long could the buyer expect your product to last? 购买者期望你们产品的使用期是多久呢? 524 Whats been the consumer reaction to your product? 消费者对你们的产品有过什么反映? 525 Have you marketed your product yet? 你们的产品尚未推出市场吗? 526 Were afraid that your products quality wont satisfy Chinese customers. 恐怕你们的产品质量无法使中国顾客满意。 527 We feel product quality is high indeed. 我们认为产品的质量的确很高。 528 We think your X200 meets our requirements. 我们认为贵方X200型符合我们的要求。 529 Im afraid that the item isnt what

were looking for. 我恐怕这种产品不是我们所要找的。 530 I think your industrial robots are the best in the field. 我认为你们的工业机器人在这领域是最好的。 531 In my opinion, the product must be priced under \$ 300. 就我的意见来说，产品价格必须订在300美元以下。 532 We feel your product is too specialized for mass marketing. 我们认为你们的产品对广大市场而言太专业化了。 533 That brings us to the question of price. What do you have in mind? 那使我们想起价钱问题，你心目中的价钱是多少？

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