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601 Ive been part of this project since its beginning. 从一开始我就参与这个计划。 602 Im Clifton, and Ive been associated with this project since the beginning.

我叫克里夫敦，从一开始我就参与了这项计划。 603 Please look at the data of this first chart. 请看第一幅图表的数据。 604

The data confirm that this product is safe and effective. 数据证实此种产品安全有效。 605 As you can see in this photo, weve retained

the same style which was so popular in this old model. 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。 606 Now, were doing something new making skin

strong enough that it doesnt wrinkle, become dry, or develop blemishes. 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。 607 The X2500 has the unique

feature of providing better data flow with less input time. 这种X2500型的特点就是减少输入时间，使资料更为顺畅。 608

Compared to the previous model, our new model is less expensive and easier to use. 与旧型机比较我们的新型价格便宜且更容易操作。 609 Its available in a variety of sizes at convenience stores

and department stores as well. 有各种大小型号，在便利商店和百货公司均有。 610 This is a revolutionary new product. 这是一种革命性的新产品。 611 The X2500 will change your work in the office. X2500将会改变你在办公室的工作。 612 We now have

five different models to choose from. 我们现在有五种不同的型号

供你选择。 613 Now, ladies and gentlemen, I'd be happy to answer any questions that you might have. 各位女士各位先生，现在你们有任何问题我都乐意答复。 614 Are there any questions? 还有什么问题吗? 615 Do you have any questions at this point? 就这一点你们还有什么问题吗? 616 If you have no questions, may I go on to the next stage? 如果你们没有问题了，我可以进行下一阶段吗? 617 Now, I'd be happy to answer your questions. 现在，我乐意答复你们的问题。 618 I'd like to allow anyone to ask whatever questions they may have. 我乐意接受任何人提出的任何问题。 619 Your question is how we developed our product? 你的问题是我们是如何发展我们的产品? 620 For those of you that didn't hear it, the question was how soon we could expect the product to be on sale. 你们并未听说过，问题是产品多快能上市。 621 When can we expect its delivery? 什么时候能发货呢? 622 It's already in production, so you can expect it in stores before the end of the month. 产品已投产了，所以月底前你可以获得。 623 When do you expect to have this ready for sale? 你希望此种商品何时上市出售呢? 624 What's the suggested retail price? 建议零售价格是多少呢? 625 What do you expect it to go for? 你们的试销情况如何? 626 How did you decide that product was safe? 你怎样决定产品是安全的呢? 627 What's the basis of your belief that the product is safe? 你凭什么相信产品是安全的? 628 I'd like to know how you reached your conclusions. 我想知道你们是如何得出结论的。 629 How much will it cost? 这种商品成本价是多少? 630 We've priced it at \$ 98, almost 30% less than the competition. 我们订价为98美元，几乎少于竞争对手30%。 631

What does the test marketing show ? 试销说明了什么 ? 632 It was well-received in all markets, so a gain of three market share points can be expected. 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。 633 I'd say the expected delivery date should be by the end of the month. 我得说预定发货日期应该在本月底。 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](http://www.100test.com)