

外贸外语指导：常用商务口语220句（4）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/34/2021_2022__E5_A4_96_E8_B4_B8_E5_A4_96_E8_c28_34018.htm 133 This is our most recently developed product.这是我们最近开发的产品。 134 We\ ' d like to recommend our new home health monitor.我们想推荐我们新的家庭健康监测器。 135 That sounds like the product we had in mind.那种产品好像就是我们所想要的。 136 I\ ' m sure you\ ' ll be pleased with this product.我敢保证你会喜欢这种产品的。 137 I\ ' m really positive that this product has all the features you have always wanted.我确信这种产品有各种你所要的款式。 138 I strongly recommend this product.我强力推荐这种产品。 139 If I were you, I\ ' d choose this product.如果我是你，我就选择这种产品。 140 We\ ' ve already had a big demand for this product.这种产品我们已有很大的需要量。 141 This product is doing very well in foreign countries.这种产品在国外很畅销。 142 Our product is competitive in the international market.我们的产品在国际市场上具有竞争力。 143 Let\ ' s move on to what makes our product sell so well.让我来说明是什么原因使我们的产品销售得那么好。 144 Good. That\ ' s just what we want to hear.很好，那正是我们想要听的。 145 The distinction of our product is its light weight.我们产品的特点就是它很轻。 146 Our product is lower priced than the competition.我们产品价格低廉，具有竞争力。 147 Our service, so far, has been very well-received by our customers.到目前为止，顾客对我们的服务质量评价甚高。 148 One of the real pluses of this product is that it is of very

high quality and of compact size.这种产品的真正优点之一就是高质量和小体积。 149 Could we see the specifications for the X200?我们可以看一下X200型的详细规格吗？ 150 Certainly. And we also have test results that we\ ' re sure you\ ' d be interested to read.当然，同时我们也有测试结果，我们相信你们会有兴趣看的。 151 How about feed-back from your retailers and consumers?你们的零售商和消费者的反映怎样？ 152 We have that right here in this report.在这份报告书内就有。 153 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？ 154 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。 155 How soon can you have your product ready?你们多久才可以把产品准备好呢？ 156 We certainly expect our product to be available by October 1.我们的产品可在10月1日前准备好。 157 How did you decide that product was safe?你怎样决定产品是安全的呢？ 158 What\ ' s the basis of your belief that the product is safe?你凭什么相信产品是安全的？ 159 I\ ' d like to know how you reached your conclusions.我想知道你们是如何得出结论的。 160 Why don\ ' t we go to the office now?为何我们现在不去办公室呢？ 161 I still have some questions concerning our contract.就合同方面我还有些问题要问。 162 We are always willing to cooperate with you and if necessary make some concessions.我们总是愿意合作的，如果需要还可以做些让步。 163 If you have any comment about these clauses, do not hesitate to make.对这些条款有何意见，请尽管提，不必客气。 164 Do you think there is

something wrong with the contract?你认为合同有问题吗？ 165 We\ ' d like you to consider our request once again.我们希望贵方再次考虑我们的要求。 166 We\ ' d like to clear up some points connected with the technical part of the contract.我们希望搞清楚有关合同中技术方面的几个问题。 167 The negotiations on the rights and obligations of the parties under contract turned out to be very successful.就合同保方的权利和义务方面的谈判非常成功。 168 We can\ ' t agree with the alterations and amendments to the contract.我们无法同意对合同工的变动和修改。 169 We hope that the next negotiation will be the last one before signing the contract.我们希望下一交谈判将是签订合同前的最后一轮谈判。 170 We don\ ' t have any different opinions about the contractual obligations of both parties.就合同双方要承担的义务方面，我们没有什么意见。 171 That\ ' s international practice. We can\ ' t break it.这是国际惯例，我们不能违背。 172 We are prepared to reconsider amending the contract.我们可以重新考虑修改合同。 173 We\ ' ll have to discuss about the total contract price.我们不得不讨论一下合同的总价格问题。 174 Do you think the method of payment is OK for you?你们认为结算方式合适吗？ 175 We are really glad to see you so constructive in helping settle the problems as regards the signing of the contract.我们很高兴您在解决有关合同的问题上如此具有建设性。 176 Here are the two originals of the contract we prepared.这是我们准备好的两份合同正本。 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