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https://www.100test.com/kao\_ti2020/468/2021\_2022\_\_E9\_87\_91\_E 8\_9E\_8D\_E8\_8B\_B1\_E8\_c67\_468495.htm Itll take a couple of days to process your application. 银行需要几天来处理你的申请。 You should receive written confirmation of the loan in a few days. 几 天后,你就会收到贷款的书面答复。 Lets talk about delivery dates. 我们谈一谈送货日期。 Lets talk about using a different supplier. 我们谈一谈用另外一个供应商。 Well be needing 500 , 000 units. 我们需要五十万件。 Have you got all the financial details you need? 你得到所需的一切金融详情了吗? Well need security on a loan of this size. 我们对这样一笔贷款需要安全担保 My father has agreed to guarantee the loan. 我父亲答应担保这 笔贷款。 Will the bank agree to the loan? 银行同意贷款吗? That seems fine. I cant see any problems with your application. 大概 会的。我看你的申请没有什么问题。 I want to borrow some money. 我想借一些钱。 How are you going to make the repayments? 你打算如何还款? I think I need to borrow \$500 , 000. 我要借五十万美元。 Have you got any capital? 你有资 本吗? How is the capital invested? 资本如何投资的? How soon can we expect delivery? 我们多久能收到邮件? We can deliver the order by 15th. 我们可以在十五日发送。 Either the delivery is immediate, or well have to cancel the order. 若不能立 即送货,我们将取消定货。 Id like to talk about a bank loan. 我 想谈一谈银行贷款。 What is your income? 你的收入是多少? What does the guarantee cover? 担保的内容是什么? Do you

charge extra for delivery? 另收送货费吗? Yes, we do. 是的。 What about delivery time? 送货时间呢? We cant deliver before July 12th. 七月十二日之前无法送货。 If I buy 50 units, will you give me a discount? 如果买五十台,可以打折吗? III give you a 20% discount if you buy 200. 如果买二百台,可以打八折。 What sort of guarantee do you offer? 有什么担保? How long does the guarantee last? 担保期多长? Its valid for two years. 两 年。 Its made of wood. 木制的。 How much does it weigh? 有多 重? It weighs 15 kgs. 重15公斤。 Could you give me a discount? 可以打折吗? It depends on the size of the order. 这取决于你的 订购数量。 What does it look like? 什么样子? Its big and heavy but elegant. 大而重,但很雅观。 What colors does it come in? 一共有几种颜色? come in: become available (at a particular time of the year) (在一年的某一时间)有(货);可以买到 : \* English strawberries usually come in in late June. 英国草莓通 常在六月下旬上市) It comes in red and blue. 红色和蓝色两种 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