

金融英语：商场对话过招（四）PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/473/2021_2022__E9_87_91_E8_9E_8D_E8_8B_B1_E8_c67_473738.htm 今天Robert的办公室出现了一个生面孔——Kevin Hughes，此人代表美国一家运动产品公司，专程来台湾寻找加工。接洽的加工产品是运动型“磁质石膏护垫”，受伤的运动员包上这种产品上场比赛，即可保护受伤部位，且不妨碍活动。现在，我们就来看看两人的会议现况：

R：We found your proposal quite interesting, Mr. Hughes. We'd like to weigh the pros and cons（衡量得失）with you.

K：Mr. Robert Liu, we've looked all over Asia for a manufacturer；your company is one of the most suitable.

R：If we can settle a number of basic questions, I'm confident in saying that we are the most suitable for your needs.

K：I hope so. And what might be the basic questions you have？

R：First, do you intend to take a position in（投资于……）our company？

K：No, we don't, Mr. Liu. This is just OEM.

R：I see. Then, the most important thing is the size of your orders. We'll have to invest a great deal of money in the new production process.

K：If you can guarantee continuing quality, we can sign a commitment for 75,000 pieces a year, for five years.

R：At U.S. \$1000 a piece, we'll make an average return of just 4%. That's too great a financial burden for us.

K：I'll check the number later, but what do you propose？

R：Here's how you can demonstrate commitment to this deal. Make it ten years, increase the unit price, and provide technology transfer.

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