

商务英语热门话题：The trade practice 贸易业务(4) PDF转换可能丢失图片或格式，建议阅读原文

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4.A: How do you do? I am from the Pacific Machinery Company. My name is Jack. I've got your name and address from the Commercial Counsellor's Office of the Chinese Embassy in Rome.您好，我是太平洋机械公司的，叫杰克。我是从中国驻罗马大使馆商务处了解到您的名字和地址的！

B: How do you do, Mr. Jack? I'm Zhang Mei. Pleased to meet you. Take a seat, please.您好！杰克先生。见到您很高兴！我叫张梅。请做！

A: Thanks, Miss Zhang. Well, to come to the point, I'll give you an idea of what business I want to take up with you.谢谢！张小姐。好吧，言归正传，我想来告诉您一个可以和贵公司成交生意的构想。

B: Now, please go into detail.愿闻其详。

A: Our speciality back in Italy is wholesale supplying of screws, bolts, nuts, pins, studs and that sort of things.我们在意大利是专营批发的，供应的项目有螺丝，螺栓，螺帽，别针，饰针等诸如此类的东西。

B: Wood or metal ones?是木制的还是金属制的？

A: Both. Now, do you make machines for producing such things?两种都有，你们有生产此类东西的机器吗？

B: Yes. We make automatic, semiautomatic and manual ones.有的，有自动式，半自动式和手工式的！

A: Well, we want automatics. Where can I see some of your machines so that I can get a better idea of what you supply?我们要自动式，我在哪儿能参观到贵公司的机器。

B: We have an exhibition hall not far away from here. Are you free now, Mr. Jack?离这不远的地方我们有一个展厅，杰克先生，

您现在有空吗？ A: Yes, quite free until noon.有空，中午以前都有空。 B: Good. Then, shall we go right away? I have a car outside.那好！我们马上去，好吗？我有辆车在外面。 A: Thats splendid. Just let me get my things together. I wont keep you long.有车就太好了！让我整理一下东西，不会让您久等的。 B: Take your time, Mr. Jack. No hurry. 请便！杰克先生，不用着急

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