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A: Good afternoon. I am Mr. Brown, the Import manager of Atlantic Industries Ltd, Sidney, Australia. This is my card. B: Good afternoon, Mr. Brown. My name is Mrs. Anderson, manager of the sales department. A: Nice to see you, Mrs. Anderson. B: Nice to see you too, Mr. Brown. Won ' t you sit down? A: Thank you. B: What would you like, tea or coffee? A: I ' d prefer coffee if you don ' t mind. B: Is it your first trip to the Fair, Mr. Brown? A: No, it ' s the fourth time. 翻译 -- 下午好!我是布朗先生，是澳大利亚悉尼大西洋工业有限公司进口部经理。这是我的名片。 -- 布朗先生，下午好!我是安德森女士，销售部的经理。 -- 见到你很高兴，安德森女士。 -- 布朗先生，我也很高兴见到你，请坐。 -- 谢谢。 -- 你愿喝茶还是咖啡? -- 如不介意请来杯咖啡吧。 -- 布朗先生，这是您第一次参加博览会吗? n 不，这是第四次了。 B: Good. Is there anything you find changed about the Fair? A: Yes, a great deal. The business scope has been broadened, and there are more visitors than ever before. B: Really, Mr. Brown? Did you find anything interesting? A: Oh, yes. Quite a bit. But we are especially interested in your products. B: We are glad to hear that. What items are you particularly inter - ested in? A: Women ' s dresses. They are fashionable and suit Australian women well, too. If

they are of high quality and the prices are reasonable, we ' ll purchase large quantities of them. Will you please quote us a price?

B: All right. 翻译 -- 太好了。您发现博览会有什么变化吗? -- 对, 变化很大。经营范围扩大了, 而且客户也多了很多。 -- 布朗先生, 真的吗? 你有没有发现感兴趣的商品? -- 是的, 有很多。我们对你们的产品尤其感兴趣。 -- 听你这样说我们真高兴。您对什么产品尤其感兴趣呢? -- 连衣裙。这些连衣裙的款式不仅时髦, 而且很适合澳洲妇女穿着。如果这些衣服质量好, 价格合理, 我们将大量订购。您能开个价吗? -- 那好吧。

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