

Mandarin Corner

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1

Hālóu, dàjiā hǎo! Nà xiànzài ne wǒ dào le

哈喽，大家好！那现在呢我到了

Hi, everyone! I am now at

2

yī jiā zhuānmén shēngchǎn měiróng yíqì de gōngchǎng.

一家专门生产美容仪器的工厂。

a factory that specializes in manufacturing beauty equipment.

3

Nà jīntiān jiù yóu wǒ shēnbiān de zhè wèi Elvis,

那今天就由我身边的这位Elvis,

So, today we will have Elvis,

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4

yě shì zhè jiā gōngchǎng de wàimào xiāoshòu yuán

也是这家工厂的外贸销售员

a salesman from this factory

5

lái dài wǒmen qù cānguān yīxià nǐmen zhè jiā gōngchǎng, hǎo ma?

来带我们去参观一下你们这家工厂，好吗？

to show us around. Okay?

6

Hǎo de.

好的。

Okay.

7

Xiànzài wǒmen jiù qù kàn yīxià ba. | Zǒu ba!

现在我们就去看一下吧。 | 走吧！

Now let's go check it out. | Let's go!

8

Zhèlǐ suǒyǒu de dōu shì nǐmen jiā de ma?

这里所有的都是你们家的吗？

All these belong to your factory?

9

Shìde. Zhèbiān de yī lóu shì wǒmen de zhùsù chējiān,

是的。这边的一楼是我们的注塑车间，

Yes. The first floor is for manufacturing plastics,

10

èr lóu shì wǒmen de bàngōng qūyù,

二楼是我们的办公区域，

the second floor is where we have our offices,

11

sān lóu shì wǒmen de chéngpǐn zǔzhuāng chējiān,
三楼是我们的成品组装车间,
the third floor is where we have our assembly lines

12

ránhòu wǔ lóu shì wǒmen de cāngkù.
然后五楼是我们的仓库。
and the fifth floor is our warehouse.

13

Zhèbiān hái yǒu yī gè wǒmen de mójù chǎngfáng.
这边还有一个我们的模具厂房。
This is the factory building where we produce molds.

14

Ránhòu zhè yī dòng shì shénme ya?
然后这一栋是什么呀?
And what is this building for?

15

Zhèbiān zhè yī dòng dehuà shì wǒmen de yuángōng sùshè.
这边这一栋的话是我们的员工宿舍。
This is our dormitory.

16

Nǐ zhù zhèlǐ ma?
你住这里吗?
Do you live here?

17

Bù, wǒ bù zhù zhèlǐ.
不，我不住这里。

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No, I don't.

18

Shítáng yě zài zhèr, shì ma?

食堂也在这儿，是吗？

Is your cafeteria also here?

19

Dùi, shítáng yě zài zhèbiān.

对，食堂也在这边。

Yes, here it is.

20

Nà xiànzài wǒmen jiù shàngqù.

那现在我们就上去。

Are we going up there now?

21

Shì qù nǐ de bàngōngshì ma? | Wǒmen qù huìyìshì ba.

是去你的办公室吗？ | 我们去会议室吧。

Are we going to your office? | Let's go to our conference room.

22

Hǎo, nà xiànzài wǒmen qù huìyìshì lóu.

好，那现在我们去会议室喽。

Okay, now we are going to the conference room.

23

Jīntiān xià yǔ le.

今天下雨了。

Today is raining.

24

Guǎngdōng de tiānqì jīngcháng xià yǔ. | Shì a.

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广东的天气经常下雨。| 是啊。

It rains a lot in Guangdong. | Right.

25

Zhè yī gè yuè gǎnjué yǔ jiù méi tíng guò.

这一个月感觉雨就没停过。

It feels that the rain hasn't stopped the whole month.

26

Shì a, dào bāyuèfèn hái yǒu táifēng ne!

是啊，到八月份还有台风呢！

Right. There will even be a typhoon in August!

27

Xièxie!

谢谢！

Thank you!

28

Zhè shì nǐmen gōngsī suǒyǒu de chǎnpǐn ma?

这是你们公司所有的产品吗？

Are these all the products your company produces?

29

Duì, jīběnshàng dōu zài zhèlǐ le.

对，基本上都在这里了。

Yes, most are here.

30

Nǐmen gōngsī de zhǔ dǎ chǎnpǐn shì nǎ jǐ kuǎn?

你们公司的主打产品是哪几款？

Which are your company's main products?

31

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Kě bù kěyǐ jièshào yīxià?

可不可以介绍一下?

Can you introduce them to us?

32

Kěyǐ a.

可以啊。

Sure.

33

Wǒmen kěyǐ kàn zhège shì wǒmen de yī gè shǒu chí pēnwù yí.

我们可以看这个是我们的一个手持喷雾仪。

Let's take a look at our handheld mist sprayer.

34

Tā shì zài... yóuqíshì xiàtiān dehuà, kěyǐ yòng lái bǔ shuǐ bǎoshī.

它是在... 尤其是夏天的话, 可以用来补水保湿。

It is used to keep your skin moist, especially in summer time.

35

Kěyǐ kàn yīxià ma?

可以看一下吗?

Can I take a look?

36

Suǒyǐ yī lākāi tā jiù yǒu shuǐ chū lái.

所以一拉开它就有水出来。

So, the water will come out as soon as I pull it open.

37

Wǒ kěyǐ bǔ yīxià.

我可以补一下。

I can refresh myself a bit.

38

Wǒ liǎn shàng huà le zhuāng, huìbùhuì diào zhuāng?

我脸上化了妆，会不会掉妆？

I have makeup on. Will this mess up my makeup?

39

Bùhuì de, zhège bùhuì de.

不会的，这个不会的。

No, it won't.

40

Yīnwèi tā shuǐ fēicháng de xìnì.

因为它水非常地细腻。

Because the water is in very small droplets.

41

Hǎo shūfu!

好舒服！

It feels so nice!

42

Nà hái yǒu ne?

那还有呢？

What else?

43

Ránhòu xiàng zhèbiān dehuà, shì wǒmen de zhēng liǎn qì.

然后像这边的话，是我们的蒸脸器。

Here are our facial steamers.

44

Nà zhège wǒmen yě shì mài de fēichángduō de. Duì

那这个我们也是卖得非常多的。对

This one also sells a lot.

45

Wǒmen zuì zǎo jiù yǐjīng yánfā le zhè kuǎn zhēng liǎn qì. Duì

我们最早就已经研发了这款蒸脸器。对

This was one of our earliest products.

46

Tā zhǔyào jiùshì yòngyú... | shénme gōngnéng?

它主要就是用于... | 什么功能?

It is mainly used to... | What does it do?

47

Dǎkāi wǒmen de máokǒng.

打开我们的毛孔。

to open up pores.

48

Xǐliǎn zhīqián huòzhě zài fū miànmó de shíhou

洗脸之前或者在敷面膜的时候

Before cleaning your face or using a facial mask,

49

kěyǐ yòng tā xiān lái dǎkāi máokǒng。

可以用它先来打开毛孔。

you can use this to open up your pores.

50

Zhège shì mài de zuìhǎo de ma?

这个是卖得最好的吗?

Is this your best-seller?

51

Duì, zhè shì wǒmen mài de zuìhǎo de chǎnpǐn zhīyī.

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对，这是我们卖得最好的产品之一。

Yes, this is one of our best-selling products.

52

Yīnwèi tā zhège zàoxíng, nǐ kěyǐ kàn yīxià,

因为它这个造型，你可以看一下，

Because the shape... you can see that

53

yě shì fēicháng de... hěn hǎokàn, hěn yōuyǎ de gǎnjué.

也是非常的... 很好看，很优雅的感觉。

it's very nice and elegant.

54

En, yánsè tǐnghǎo de. | Shìde.

嗯，颜色挺好的。| 是的。

The color is also very nice. | Right.

55

Zhège shì shénme ya?

这个是什么呀？

What is this?

56

Zhè shì wǒmen de guījiāo jié miàn yí. | Wǒ kěyǐ kàn ma?

这是我们的硅胶洁面仪。| 我可以看吗？

This is our silicone facial cleanser. | Can I look?

57

Kěyǐ de.

可以的。

Sure.

58

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Jiùshì tā shì yòng zhèndòng de fāngshì, duì... ránhòu kěyǐ qù qīngjié.

就是它是用振动的方式，对... 然后可以去清洁。

It cleans your face by using vibration.

59

Ránhòu zhèbiān dehuà shì wǒmen de zhège liǎn bù ànmó yí.

然后这边的话是我们的这个脸部按摩仪。

And this one is our facial massager.

60

Zhè kuǎn chǎnpǐn zài Rìběn mài de fēicháng huǒbào. | Shì ba?

这款产品在日本卖得非常火爆。| 是吧？

This product is one of our hottest seller in Japan. | Oh, yeah?

61

Wǒmen zài Rìběn zuò diànshì yíngxiāo

我们在日本做电视营销

It was shown in a TV shopping show

62

liǎng gè xiǎoshí mài le bā qiān tái.

两个小时卖了八千台。

and it sold 8000 units in two hours.

63

Diànshì yíngxiāo?

电视营销？

Television marketing?

64

Duì, jiùshì TV shopping.

对，就是TV shopping。

Yes, it is TV shopping.

65

Nǐmen zài Rìběn yě yǒu mài zhège, shì ma? | Duì... zhège

你们在日本也有卖这个，是吗？ | 对... 这个

So, you guys also sell this in Japan? | Yes.

66

Ránhòu hái yǒu wǒmen zhè yī kuǎn dehuà yě shì mài de bǐjiào hǎo de,

然后还有我们这一款的话也是卖得比较好的，

This one is also very popular.

67

jiùshì wǒmen de yī kuǎn jié miàn shuā.

就是我们的一款洁面刷。

It is our facial cleansing brush.

68

Xǐliǎn de? | Duì, yòng lái xǐliǎn de.

洗脸的？ | 对，用来洗脸的。

For cleaning face? | Right.

69

Zhège shì shénme? Shì hē de shuǐ ma?

这个是什么？是喝的水吗？

What is this? Is this drinking water?

70

Duì, zhè shì yī gè fù qīng shuǐ bēi.

对，这是一个富氢水杯。

Yes, this is a hydrogen-enriched water container.

71

Wǒmen bǎ kuàngquánshuǐ fàng zài lǐmiàn, ránhòu tā...

我们把矿泉水放在里面，然后它...

We put mineral water inside and

72

nǐ kàn tā zài diànjiě, diànjiě zhì zhège qīngqì.

你看它在电解，电解制这个氢气。

it will produce hydrogen.

73

Lǐmiàn yǒu zǐsè de guāng chūlái.

里面有紫色的光出来。

There is a purple light coming out.

74

Duì, tā dǐxia shì yī gè dēngguāng, duì, yī gè zhǐshì dēng.

对，它底下是一个灯光，对，一个指示灯。

Yes, there is an indicator light on the bottom.

75

Ránhòu tā shì chǎnshēng qīngqì zhīhòu,

然后它是产生氢气之后，

It produces hydrogen-enriched water

76

wǒmen shì yòng lái hē de.

我们是用来的。

that you can then drink.

77

Duì, yīnwèi tā zhège qīng dehuà,

对，因为它这个氢的话，

This hydrogen

78

tā huì nàge jiù zhōnghé wǒmen tǐnèi de yī gè yǒuyǎng zìyóujī,

它会那个就中和我们体内的一个有氧自由基，

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neutralizes oxygen free radicals in our bodies

79

tā huì yǒu yī gè kàng shuāilǎo de gōngnéng zài zhèlǐ.

它会有一个抗衰老的功能在这里。

and acts as an anti-aging agent.

80

Suǒyǐ hē le huì chángshēngbùlǎo, shì ma?

所以喝了会长生不老，是吗？

So, if we drink this, we will live forever and never grow old?

81

Nà nǐ shìbùshì měitiān dōu hē?

那你是不是每天都喝？

You drink it everyday, right?

82

Tōutōu hē yīdiǎn.

偷偷喝一点。

I secretly drink a little bit.

83

Zhè shàngmian de túpiàn dōu shì nǐmen zìjǐ pāi de ma?

这上面的图片都是你们自己拍的吗？

Were the photos up there taken by your company?

84

Méicuò, zhè dōu shì wǒmen zìjǐ pāi de.

没错，这都是我们自己拍的。

That's right. We photographed them.

85

Zhèxiē mótiè shì nǎlǐ rén a?

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这些模特是哪里人啊?

Where do these models come from?

86

Yīnggāi dōu shì Ōu Měi de ba.

应该都是欧美的吧。

Probably come from the west.

87

Nǐmen qǐng de mótiè? yě shì | Duì!

你们请的模特? 也是 | 对!

Your company hired them? | Right!

88

Hǎo, nà wǒ xiǎng jìnyībù de liǎojiě yīxià nǐmen de gōngsī,

好, 那我想进一步地了解一下你们的公司、

Okay. I'd like to know more about your company,

89

chǎnpǐn, dāngrán hái yǒu... bāokuò nǐ la,

产品, 当然还有... 包括你啦,

its products and of course, you.

90

wǒmen yàobù zuò xiàlai liáo yīxià ba?

我们要不坐下来聊一下吧?

Why don't we sit down and talk?

91

Hǎo a!

好啊!

Okay!

92

Nǐ shì nǎlǐ rén?

你是哪里人?

Where are you from?

93

Wǒ lǎojiā zài Jílín, Jílín Shěng.

我老家在吉林, 吉林省。

My hometown is in Jilin province.

94

Běifāng de a?

北方的啊?

The north?

95

Duì, zài dōngběi.

对, 在东北。

Yes, the northeast.

96

Nà nǐ xiànzài shì zhù zài Zhōngshān ma?

那你现在是住在中山吗?

So now you are living in Zhongshan?

97

Duì, wǒ zài zhèbiān dìngjū yǐjīng hěn jiǔ le.

对, 我在这边定居已经很久了。

Yes. I've been settled in Zhongshan for a long time.

98

Nǐ shì zhù gōngsī fùjìn ma?

你是住公司附近吗?

Do you live close to your company?

99

Méiyǒu, wǒ zhù de dìfang lí gōngsī yǒu shíwǔ gōnglǐ.

没有，我住的地方离公司有十五公里。

No, I live 15 kilometers away.

100

Wa, nàme yuǎn!

哇，那么远。

Wow, that's far!

101

Nà nǐ píngcháng dōu zěnmē guòlái shàngbān ne?

那你平常都怎么过来上班呢？

How do you usually come to work?

102

Wǒ... rúguǒ tiānqì hǎo dehuà, wǒ jiù qí mótuōchē.

我... 如果天气好的话，我就骑摩托车。

If the weather is good, I ride a motorcycle.

103

Rúguǒ tiānqì bùhǎo dehuà, wǒ jiù kāi qìchē.

如果天气不好的话，我就开汽车。

But if it isn't good, I drive a car.

104

Nǐ zài zhè jiā gōngsī zuò le duōjiǔ?

你在这家公司做了多久？

How long have you been working here?

105

Liǎng nián le.

两年了。

Two years.

106

Nà nǐ zài zhè jiā gōngsī zhīqián yě shì zuò wàimào ma?

那你在这家公司之前也是做外贸吗?

Before this company, were you also working as a foreign trade salesman

107

Háishi zuò biéde?

还是做别的?

or doing something else?

108

duì, wǒ zhīqián yě shì zuò wàimào,

对, 我之前也是做外贸,

Yes, I was a foreign trade salesman,

109

zhǐbuguò shì zài língwài yī jiā gōngsī mài qítā de chǎnpǐn.

只不过是另外一家公司卖其它的产品。

but in a different company that produced different products.

110

Nà nǐ zài nà jiā gōngsī zuò le duōjiǔ?

你在那家公司做了多久?

How long did you work in that company?

111

Zài nà jiā gōngsī zuò le yǒu chàbùduō sì nián de shíjiān.

在那家公司做了有差不多四年的时间。

I worked there for about 4 years.

112

Wa, nà nǐ zuò wàimào de jīnglì tǐng zú de ya. | Háihǎo ba.

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哇，那你做外贸的经历挺足的呀。| 还好吧。

Wow, you have a lot of sales experience! | It is okay.

113

Nà zěnmē huì bù zuò le ne?

那怎么会不做了呢？

Why didn't you continue?

114

Gèrén fāzhǎn de yuányīn ba, wǒ juéde. Duì

个人发展的原因吧，我觉得。对

Because I wanted to have more personal growth (in my career).

115

Kěnéng zài nàge gōngsī wǒ juéde

可能在那个公司我觉得

Perhaps, it was also that I felt that

116

qiánjǐng kěnéng bùshì tèbié hǎo.

前景可能不是特别好。

company's prospects for the future weren't good.

117

Suǒyǐ wǒ jiù xiǎng huàn yī gè huánjìng.

所以我就想换一个环境。

That was why I wanted to have a change.

118

Nà nǐ xiànzài juéde zài zhè jiā gōngsī zuò de zěnmeyàng ne?

那你现在觉得在这家公司做得怎么样呢？

So, how do you feel about working for this company?

119

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Xiànzài wǒ juéde tǐnghǎo de.

现在我觉得挺好的。

I feel it's pretty good

120

wǒ juéde zhège hángyè shì yī gè zhèngzài...

我觉得这个行业是一个正在...

because this is an industry

121

hěn yǒu fāzhǎn qiánjǐng de yī gè hángyè.

很有发展前景的一个行业。

that has a bright future.

122

Jiù měiróng chǎnpǐn, shì ma? | Shì de.

就美容产品，是吗？ | 是的。

You mean beauty products? | Yes.

123

Nǐ wèishénme juéde měiróng chǎnpǐn yǒu fāzhǎn de qiánlì ne?

你为什么觉得美容产品有发展的潜力呢？

Why do you think that beauty products have such potential?

124

Jiù yǐ wǒmen guónèi wèilì dehuà,

就以我们国内为例的话，

Take China for example.

125

nà kěnéng suízhe rénmin shēnghuóshuǐpíng de tígāo,

那可能随着人民生活水平的提高，

As our living quality improves...

126

Kěnéng zuì kāishǐ shì zhuīqiú chī de bǎo, chuān de nuǎn,

可能最开始是追求吃得饱，穿得暖，

Maybe before, we were more concerned about food and clothing.

127

dànshì dāng zhèxiē... | jīběn de xūqiú?

但是当这些... | 基本的需求？

But when these... | Basic needs?

128

dōu yǐjīng kěyǐ mǎnzú le zhīhòu,

都已经可以满足之后，

After these basic needs are met,

129

nà kěnéng rénmen jiù huì xiǎngyào zìjǐ biànde gèng měi.

那可能人们就会想要自己变得更美。

people might be more concerned about their looks.

130

Suǒyǐ, zhège měiróng chǎnpǐn kěndìng

所以，这个美容产品肯定

So, I think that, for sure, these beauty products

131

shì yī gè qūshì, wǒ xiǎng.

是一个趋势，我想。

will be a trend (in the future).

132

Nǐmen zhège měiróng chǎnpǐn yǒu nánháizi huì yòng de ma?

你们这个美容产品有男孩子会用的吗？

Do guys use these beauty products?

133

Zhège kěndìng yě shì yǒu de.

这个肯定也是有的。

Sure,

134

Dànshì xiāngduì láijiǎng kěndìng shì nǚháizi shì zhàn juédàduōshù de.

但是相对来讲肯定是女孩子是占绝大多数的。

but of course, girls are the majority.

135

Nǐ dàxué shì xué guójì mào yì ma?

你大学是学国际贸易吗？

So in university, was international trade your major?

136

Bùshì, wǒ dàxué shì xué diànzǐ xìn xī de.

不是，我大学是学电子信息的。

No, It was electronic information technology.

137

Nà zěnmé huì xiǎngdào zuò wàimào ne?

那怎么会想到做外贸呢？

So why did you think about becoming a foreign trade salesman?

138

Zhège... zěnmé shuō ne, yě yǒudiǎn qiǎohé ba.

这个... 怎么说呢，也有点巧合吧。

Well, it was by chance.

139

Duì, yīnwèi yī kāishǐ de shíhòu wǒ yě bìng bùshì zuò wàimào.

对，因为一开始的时候我也并不是做外贸。

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I didn't want to do this at the beginning.

140

Yī kāishǐ de shíhòu shì zuò yī gè ruǎnjiàn cèshì yuán,

一开始的时候是做一个软件测试员,

I was a software tester

141

jiùshì zài wǒ dìyī jiā gōngsī.

就是在我第一家公司。

in my first company.

142

Dànshì wǒ de shìyǒu tā shì zuò wàimào de,

但是我的室友他是做外贸的,

But my roommate was a foreign trade salesman

143

nà wǒmen liǎng gè zhù zài yī gè sùshè,

那我们两个住在一个宿舍,

and since we lived in the same dormitory,

144

Nà shíjiān jiǔ le zhīhòu wǒ juéde,

那时间久了之后我觉得,

after a while, I felt

145

tā de nàge wàimào fǎn'ér shì tǐng yǒuyìsi, wǒ bǐjiào gǎnxìngqù.

他的那个外贸反而是挺有意思, 我比较感兴趣。

it was pretty interesting to be a foreign trade salesman.

146

Jiù zhèyàng, jiù tā bāng wǒ yǐnjiàn dào le wàimào bùmén.

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就这样，就他帮我引荐到了外贸部门。

Then, he introduced me to the foreign trade department.

147

Dànshì nǐ dāngshí de Yīngyǔ jiù yǐjīng hěn hǎo le ma?

但是你当时的英语就已经很好了吗？

Was your English already pretty good back then?

148

Hái kěyǐ ba. Wǒ cóng shàng xiǎoxué kāishǐ jiù yǐjīng xué Yīngyǔ le,

还可以吧。我从上小学开始就已经学英语了，

It was okay since I started learning English in primary school

149

Yīngyǔ jiùshì bīxiūkè.

英语就是必修课。

because it was a required course.

150

Cóng xiǎoxué yīzhí dào dàxué yě shì xué le shíjǐ nián.

从小学一直到大学也是学了十几年。

So, I learned English for over ten years from primary school to university.

151

Wa, nà nǐ Yīngyǔ yīnggāi hěn bàng le!

哇，那你英语应该很棒了！

Wow, your English must be very good!

152

Yībān bān ba.

一般般吧。

It is okay.

153

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Nǐ juéde nǐ de Yīngyǔ shuǐpíng, rúguǒ shì cóng yī dào shí,

你觉得你的英语水平，如果是从一到十，

From 1 to 10,

154

nǐ huì gěi zìjǐ dǎ jǐfēn?

你会给自己打几分？

how would you rate your English?

155

Nà jiù dǎ yī gè liù fēn, jígé ba.

那就打一个六分，及格吧。

I will give it a 6 which is just passing.

156

Liù fēn... nà hái kěyǐ a!

六分... 那还可以啊！

6 is pretty good!

157

Nǐmen zuìdà de kèhù shì láizì nǎge guójiā de?

你们最大的客户是来自哪个国家的？

Which country do your biggest customers come from?

158

Mùqián wǒmen zuìdà de kèhù shì Rìběn de.

目前我们最大的客户是日本的。

Currently, our biggest customers are from Japan.

159

Nà chúle Rìběn de, hái yǒu qítā de guójiā ma?

那除了日本的，还有其它的国家吗？

Besides Japan, are there any other countries?

160

Yǒu a! Chúle Rìběn zhīwài,

有啊！除了日本之外，

Yes. Besides Japan,

161

háiyǒu Éluósī, Hánguó, Mǎláixīyà,

还有俄罗斯、韩国、马来西亚，

we have customers from Russia, South Korea, Malaysia

162

háiyǒu bāokuò Ōuzhōu de yīxiē guójiā, dōu yǒu.

还有包括欧洲的一些国家，都有。

and some European countries.

163

Qíshí zhǔyào háishi Yàzhōu guójiā a.

其实主要还是亚洲国家啊。

So, they are mainly Asian countries.

164

Duì, yīnwèi měiróng chǎnpǐn dehuà qíshí háishi

对，因为美容产品的话其实还是

Right, since beauty products

165

zài Yàzhōu de jiēshòu chéngdù bǐjiào gāo.

在亚洲的接受程度比较高。

are more popular in Asia.

166

Jìrán nǐmen zuìdà de kèhù shì láizì Rìběn de,

既然你们最大的客户是来自日本的，

Since your biggest customers are from Japan,

167

nà nǐ huì shuō Rìyǔ ma?

那你会说日语吗?

can you speak Japanese?

168

Wǒ bùhuì shuō Rìyǔ, wǒ zhǐ huì shuō Yīngyǔ.

我不会说日语, 我只会说英语。

No, I can't. I can only speak English.

169

Wǒmen yǒu zhuānmén de yīxiē tóngshì,

我们有专门的一些同事,

I have colleagues

170

shì jiǎng Rìyǔ de tóngshì, tāmen qù fùzé Rìyǔ shìchǎng.

是讲日语的同事, 他们去负责日语市场。

who speak Japanese and they specialize in the Japanese market.

171

Nà nǐ fùzé de shì?

那你负责的是?

What about you?

172

Wǒ zhǔyào fùzé Yīngyǔ xì de shìchǎng.

我主要负责英语系的市场。

I am mainly in charge of the English market.

173

Jiù zhǔyào shì Ōu Měi guójiā ma?

就主要是欧美国家吗?

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So mainly European and American countries?

174

Yīxiē Dōngnányà guójiā tāmen yě huì yǒu hěn duō rén huì jiǎng Yīngyǔ,

一些东南亚国家他们也会有很多人会讲英语,

Some people that are from southeast Asia can also speak English,

175

bǐrú shuō xiàng Mǎláixīyà ya, Hánguó ya,

比如说像马来西亚呀, 韩国呀,

for example, Malaysia and South Korea.

176

tāmen hěn duō rén yě shì huì jiǎng Yīngyǔ de.

他们很多人也是会讲英语的。

Many of them can speak English.

177

Suǒyǐ zhǐyào huì jiǎng Yīngyǔ de kèhù dōu shì nǐ lái fùzé?

所以只要会讲英语的客户都是你来负责?

So you're responsible for customers that can speak English?

178

Duì, shìde.

对, 是的。

Yes.

179

Nà qíshí yě tǐng duō de.

那其实也挺多的。

That is quite a lot

180

Yīnwèi Yīngyǔ bìjìng hái shì shìjiè tōngyòng de yǔyán ma. | Shì, duì

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因为英语毕竟还是世界通用的语言嘛。| 是，对

since English is an international language. | Right.

181

Nà nǐmen chúle zuò guówài de shìchǎng, guónèi de yǒu ma?

那你们除了做国外的市场，国内的有吗？

Besides the foreign market, do you guys also sell to the domestic market?

182

Yǒu a, qíshí wǒmen guónèi de xiāoshòu'è yě shì fēicháng dà de.

有啊，其实我们国内的销售额也是非常大的。

Yes. In fact, the sales from the domestic market is large.

183

Guónèi gēn guówài xiāngbǐ, nǎyíge gèng dà?

国内跟国外相比，哪一个更大？

Comparing the domestic and foreign market, which one is bigger?

184

Mùqián láijiǎng háishi guónèi de xiāoshòu'è huì gèng duō yīxiē.

目前来讲还是国内的销售额会更多一些。

Currently, the sales volume is bigger from the domestic market.

185

Ó, shì ma? | Duì

哦，是吗？ | 对

Oh, yeah? | Yes.

186

Suǒyǐ Zhōngguó de... | yīnwèi bìjìng wǒmen Zhōngguó rénǎi hěn duō.

所以中国的... | 因为毕竟我们中国人口很多。

So Chinese... | Because after all, China has a big population.

187

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Érqiě xiànzài de xiāofèi nénglì yě shàngqù le hěn duō. | Shìde.

而且现在的消费能力也上去了很多。| 是的。

Also, our spending power is getting bigger. | Right.

188

Xiàng nǐmen zuò wàimào a,

像你们做外贸啊,

As for the foreign market,

189

zhǔyào shì tōngguò shénme tújìng lái xúnzhǎo kèhù ne?

主要是通过什么途径来寻找客户呢?

how do you guys find customers?

190

Yī gè jiùshì wǒmen de yī gè diànshāng de píngtái,

一个就是我们的一个电商的平台,

We use E-commerce platforms

191

duì, xiàng wǒmen zài zuò Ālǐ Bābā zhège píngtái,

对, 像我们在做阿里巴巴这个平台,

like Alibaba.

192

tóngshí... chúccǐzhīwài ne, wǒmen hái huì qù cānjiā yīxiē zhǎnhuì,

同时... 除此之外呢, 我们还会去参加一些展会,

Besides that, we also attend some trade shows,

193

bǐrú shuō xiàng wǒmen měinián dōu yǒu de Guǎng Jiāo Huì,

比如说像我们每年都有的广交会,

such as the Canton Fair which happens every year

194

huòzhě shì Xiānggǎng yǒu yīxiē měiróng zhǎn huì.

或者是香港有一些美容展会。

or some beauty shows in Hong Kong.

195

Wǒmen huì tōngguò zhèxiē qúdào qù huòqǔ kèhù.

我们会通过这些渠道去获取客户。

We get customers through these channels.

196

Nà nǐ gānggang shuō dào le Ālǐ Bābā,

那你刚刚说到了阿里巴巴,

You just mentioned Alibaba,

197

zài Ālǐ Bābā shì zěnmeyàng zhǎodào kèhù ne?

在阿里巴巴是怎样找到客户呢?

so how do you find customers there?

198

Ālǐ Bābā tā shì yī gè diànshāng píngtái,

阿里巴巴它是一个电商平台,

Alibaba is an E-commerce platform

199

wǒmen shì tōngguò bǎ wǒmen zìjǐ de chǎnpǐn fābù dào shàngmian,

我们是通过把我们自己的产品发布到上面,

where we upload our products information.

200

shìjiègèdì de kèrén rúguǒ kàndào dehuà,

世界各地的客人如果看到的话,

If customers from around the world see our information

201

rúguǒ gǎnxìngqù, tā jiù huì fā xúnpan gěi wǒmen.

如果感兴趣，他就会发询盘给我们。

and become interested, they will send an inquiry.

202

Nà zhèyàngzi wǒmen jiù huì jiànlì zhèzhǒng liánxì.

那这样子我们就会建立这种联系。

Then we start talking.

203

zhǎn huì dehuà, yě shì wǒmen bǎ chǎnpǐn dōu dài guòqu,

展会的话，也是我们把产品都带过去，

In terms of trade shows, we send products

204

ránhòu wǒmen rényuán yě zài nàlǐ,

然后我们人员也在那里，

and our people there.

205

ránhòu jiùshì yǒu hěn duō de kèrén jiù lái guān zhǎn,

然后就是有很多的客人就来观展，

If trade show attendees

206

rúguǒ gǎnxìngqù dehuà,

如果感兴趣的话，

become interested,

207

wǒmen jiù huì zài zhǎnhuì shàng qù liáo yīxià.

我们就会在展会上去聊一下。

they will talk to us.

208

Ránhòu ná yíxià kèrén de míngpiàn,

然后拿一下客人的名片，

Then, we will ask them for their business cards

209

huílai zhīhòu zài hòuxù de jìnxíng yīxiē gēnjìn gōngzuò.

回来之后再后续地进行一些跟进工作。

so that we can follow up when we get back.

210

Zhǎnhuì gēn Ālǐ Bābā, nǎyíge píngtái dédào de kèhù gèng duō ne?

展会跟阿里巴巴，哪一个平台得到的客户更多呢？

Comparing trade shows to Alibaba, which channel gets you the most customers?

211

Rúguǒ shì shuō kèhù shùliàng dehuà, nà kěndìng shì Ālǐ Bābā.

如果是说客户数量的话，那肯定是阿里巴巴。

In terms of the volume of customers, of course we get more from Alibaba,

212

Yīnwèi yī nián sān bǎi liùshí wǔ tiān wǒmen dōu shì zài wǎngshàng,

因为一年三百六十五天我们都是在网上，

since we are on the internet every day

213

dōu shì kěyǐ nàge suíshí lái kàndào wǒmen de chǎnpǐn de.

都是可以那个随时来看到我们的产品的。

and they can come to check our products any time.

214

Dàn zhǎnhuì kěnéng yī nián zhǐyǒu jǐcì,

但展会可能一年只有几次，

Whereas we only have a few trade shows every year

215

kěnéng měicì zhǐyǒu jǐtiān.

可能每次只有几天。

and each time it is only for a few days.

216

Suǒyǐ xiāngbǐ láijiǎng,

所以相比来讲，

So relatively speaking,

217

shùliàng shàng kěndìng háishi Ālǐ Bābā kèhù láiyuán gèng duō.

数量上肯定还是阿里巴巴客户来源更多。

the volume of customers from Alibaba is bigger.

218

Dànshì zhǎnhuì yīnggāi gèng guì yīdiǎn ba?

但是展会应该更贵一点吧？

But the trade shows are more expensive, right?

219

Shìde. Yīnwèi zhǎnhuì tā shì miànduìmiàn de jiāoliú ma,

是的。因为展会它是面对面地交流嘛，

Yes. But at the trade show, we can talk face to face

220

hěn duō shíhòu kěnéng miànduìmiàn huì gèngjiā yǒushuifúli.

很多时候可能面对面会更加有说服力。

and be more persuasive.

221

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Nǐmen xiànzài de kèhù yībān shì língshòushāng háishi jīngxiāoshāng?

你们现在的客户一般是零售商还是经销商？

Are your customers mainly retailers or distributors?

222

Yīnggāi dōu yǒu ba.

应该都有吧。

Probably both.

223

Xiànzài Zhōngguó de diànshāng píngtái yě hěn fādá,

现在中国的电商平台也很发达，

Nowadays, Chinese E-commerce platforms are well-developed,

224

nà bǐrú shuō xiàng Táobao a, Tiānmāo, Jīngdōng zhèxiē.

那比如说像淘宝啊、天猫、京东这些。

such as Taobao, Tmall and JD.

225

Nà hěn duō kèrén tāmen shì ná wǒmen de chǎnpǐn

那很多客人他们是拿我们的产品

Many Chinese customers buy our products

226

zhíjiē jiù qù wǎng shàngmian, zài wǎngshàng xiāoshòu.

直接就去网上面，在网上销售。

and sell them online.

227

Yě huì yǒuyīxiē màoùyì shāng,

也会有一些贸易商，

There are also some middlemen

228

jiùshì tāmen zhǐshì zhuǎnshǒu de zhèyàng mài yīxià, yě yǒu hěn duō.

就是他们只是转手的这样卖一下，也有很多。

that just buy our products and resell them.

229

Jiùshì nǐ zuò guówài de dān dehuà,

就是你做国外的单的话，

Regarding foreign orders,

230

tāmen tōngcháng shì língshòushāng háishi jīngxiāoshāng?

他们通常是零售商还是经销商？

are they usually retailers or distributors?

231

Zhège yě shì dōu yǒu de.

这个也是都有的。

We also have both.

232

duì... qíshí wǒ zhèbiān língshòushāng

对... 其实我这边零售商

Actually, retailers

233

mùqián jiùshì xiǎo guīmó de kèrén bǐjiào duō,

目前就是小规模的客人比较多，

are mostly small customers.

234

Jiùshì tāmen kěnéng hěn duō rén zhǎo wǒ yīcì,

就是他们可能很多人找我一次，

Each time, they might only

235

bǐrú shuō yào jǐ shí gè, yī bǎi gè zhèyàng de,
比如说要几十个，一百个这样的，
buy ten to one hundred

236

tāmen qù zìjǐ mài yīxià,
他们去自己卖一下，
and sell them

237

xiàng bǐrú shuō Yàmǎxùn a, E-Bay zhèxiē dōngxi, duì
像比如说亚马逊啊，E-Bay 这些东西，对
on Amazon, E-Bay and so on.

238

Dāngrán, rúguǒ liàng bǐjiào dà de ne,
当然，如果量比较大的呢，
Of course, if the quantities are large,

239

yǒuyīxiē jiùshì yīxiē nàzhǒng jīngxiāoshāng,
有一些就是一些那种经销商，
they might be distributors who buy from us

240

tāmen yào zài qù mài gěi qítā de yīxiē língshòushāng.
他们要再去卖给其它的一些零售商。
and then resell them to retailers.

241

Nà nǐ yīnggāi zuì xǐhuan de shì jīngxiāoshāng ba?
那你应该最喜欢的是经销商吧？

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Your favorite customers must be distributors, right?

242

Duì a, kěndìng xǐhuan dà kèhù ma. | Dān yào dà yīdiǎn.

对啊，肯定喜欢大客户嘛。| 单要大一点。

Of course, we like big customers. | The order is bigger.

243

Dànshì zhèzhǒng jīngxiāoshāng de dān huìbùhuì nán ná yīdiǎn?

但是这种经销商的单会不会难拿一点？

But isn't this type of order harder to get?

244

Shìde. Rúguǒ shì zhèyàng dehuà,

是的。如果是这样的话，

Yes. If they are distributors,

245

tāmen yībān dōu huì bǐjiào zhuānyè ma,

他们一般都会比较专业嘛，

they are usually more professional,

246

ránhòu tāmen de wèntí yě huì bǐjiào duō,

然后他们的问题也会比较多，

and they have more questions

247

kěnéng yāoqiú yě huì bǐjiào duō.

可能要求也会比较多。

and possibly more requirements.

248

Nǐ gānggang yě shuō dào, rúguǒ shì língshòushāng dehuà,

你刚刚也说到，如果是零售商的话，

You mentioned that if they're retailers,

249

kěnéng tāmen zhǐ huì mǎi jǐshí gè huòzhě jǐbǎi gè,

可能他们只会买几十个或者几百个，

they only buy ten to a hundred.

250

Nà nǐmen zhègè jǐshí gè yě mài de ma?

那你们这个几十个也卖的吗？

So, you still sell the products if the quantity is small?

251

Bùshì yǒu duōshao gè qǐ pī de ma?

不是有多少个起批的吗？

Isn't there a minimal requirement?

252

Yǒuxiē kèrén tā huì xūyào zuò zìjǐ de pǐnpái, zìjǐ de bāozhuāng.

有些客人他会需要做自己的品牌，自己的包装。

Some customers might need their own branding and packaging.

253

Nà rúguǒ shì zhèzhǒng qíngkuàng dehuà,

那如果是这种情况的话，

If that is the case,

254

nà kěndìng wǒmen de qǐdìngliàng jiù huì yào dà yīxiē.

那肯定我们的起订量就会要大一些。

surely our minimal requirement will be bigger.

255

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Kěnéng wǒmen xūyào dào wǔ bǎi gè yǐshàng

可能我们需要到五百个以上

We might require an order with a minimum of five hundred units

256

cái kěyǐ qù gěi tāmen zuò kèzhìhuà de dōngxì.

才可以去给他们做客制化的东西。

in order to provide customized products.

257

Dànshì rúguǒ tāmen liàng hěn xiǎo dehuà,

但是如果他们量很小的话,

However, if the order is small,

258

wǒmen yě kěyǐ mài gěi tā.

我们也可以卖给他。

we can still sell products.

259

Jiùshì yòng yīxiē, bǐrú shuō yī gè chúnbái de hézi,

就是用一些, 比如说一个纯白的盒子,

But we will just use generic boxes

260

jiù méiyǒu rènhé de yìnshuā.

就没有任何的印刷。

without any printing on them.

261

Zhèyàngzi shì bǐjiào xiǎoliàng de qù chūhuò yě shì kěyǐ de.

这样子是比较小量的去出货也是可以的。

This way, it is possible to sell smaller quantities.

262

Nà xiāngbǐ tóngxíng de jiàgé,

那相比同行的价格,

So compared to your competitors,

263

nǐ juéde nǐmen de jiàgé shì gèng gāo háishi gèng dī ne?

你觉得你们的价格是更高还是更低呢?

is your price higher or lower?

264

Zǒngdeláishuō, wǒ juéde kěnéng wǒmen de jiàgé

总的来说, 我觉得可能我们的价格

Generally speaking, I think our price

265

háishi shǔyú shāowēi piāngāo yīdiǎndiǎn,

还是属于稍微偏高一点点,

is slightly higher

266

kěnéng jiùshì hé tóngyī chǎnpǐn xiāngbǐ dehuà,

可能就是和同一产品相比的话,

compared to the same products from other companies

267

yīnwèi wǒmen zhǔyào yě bìng bùshì xiǎng hé biéren dǎ jiàgé zhàn.

因为我们主要也并不是想和别人打价格战。

because we don't intend to compete with them in pricing.

268

Wǒmen shì xiǎngyào zuò yīxiē bǐjiào yǒu shèjì gǎn,

我们是想要做一些比较有设计感,

We want to produce higher quality products

269

yǒu liàngdiǎn, ránhòu gāo pǐnzhì de yīxiē chǎnpǐn.

有亮点，然后高品质的一些产品。

that have good designs and unique points.

270

Suǒyǐ nǐ yě kàn wǒmen shì yǒu zìjǐ de

所以你也看我们是有自己的

As you can see, we have our own

271

gōngchéng tuándùì, zìjǐ de yánfā tuándùì,

工程团队、自己的研发团队，

engineers, research teams,

272

ránhòu wǒmen hái yǒu zìjǐ de mújù gōngchǎng, bāokuò zhùsù chējiān,

然后我们还有自己的模具工厂，包括注塑车间，

mold and plastic factories.

273

suǒyǐ wǒmen chǎnpǐn cóng yī kāishǐ de shèjì yánfā

所以我们产品从一开始的设计研发

Design, research,

274

dào wǒmen de kāi mó, yǐjǐ língjiàn de zhìzuò,

到我们的开模，以及零件的制作，

molding, producing parts

275

bāokuò zuìhòu de zǔzhuāng

包括最后的组装

and assembly

276

dōu shì zài wǒmen gōngchǎng nèibù wánchéng de.

都是在我们工厂内部完成的。

are all done within our factory.

277

Suǒyǐ wǒmen duì pǐnzhì de bǎkòng shì hěn qiáng de.

所以我们对品质的把控是很强的。

That's why we have better quality control (compared to others).

278

Xiāngbǐ tóngxíng de, jiùshì tóng kuǎn de chǎnpǐn,

相比同行的，就是同款的产品，

Compared to the products

279

dànshì shì qítā gōngsī chū de,

但是是其它公司出的，

your competitors make,

280

nǐ juéde nǐmen de chǎnpǐn yǒu shénme yōushì?

你觉得你们的产品有什么优势？

what advantages do your products have?

281

Xiān cóng wàiguān láishuō, nà wǒmen chǎnpǐn jīběnshàng dōu shì

先从外观来说，那我们产品基本上都是

First of all, the look of our products. Most of our products...

282

wǒmen zìjǐ hé língwài yī gè Fǎguó de yī gè shèjì gōngsī,

我们自己和另外一个法国的一个设计公司,

We hire a

283

wǒmen yǒu hézuò,

我们有合作,

French design company,

284

nà tāmen jiù fùzé gěi wǒmen zuò chǎnpǐn de wàiguānshèjì,

那他们就负责给我们做产品的外观设计,

to help us design our products

285

wǒmen de chǎnpǐn wàiguān dōu shì bǎifēnbǎi yuánchuàng de, duì

我们的产品外观都是百分百原创的, 对

and our designs are 100% original.

286

érqiě hěn duō chǎnpǐn dōu shì yǒu wàiguān zhuānlì de.

而且很多产品都是有外观专利的。

Some of our products are patented.

287

Érqiě shèjì gǎn yě shì fēicháng hǎo de, duì ya,

而且设计感也是非常好的, 对呀,

And our designs are very good

288

yě dōu shì hěn piàoliang de.

也都是很漂亮的。

and beautiful.

289

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Nà ránhòu chǎnpǐn de pǐnzhì ne, yīnwèi wǒ yě shuō le,

那然后产品的品质呢，因为我也说了，

As I said before, regarding the quality of our products,

290

wǒmen shì yītiáolóng de zhèzhǒng shēngchǎn, chǎn xiàn

我们是一条龙的这种生产，产线

we control the entire production process,

291

nà jiùshì wǒmen duì pǐnzhì de bǎkòng kěndìng yě huì gèng hǎo.

那就是我们对品质的把控肯定也会更好。

so we have better quality control.

292

Duì, suǒyǐ bùlùn shì shuō wàiguān na háishi pǐnzhì,

对，所以不论是说外观哪还是品质，

In summary, the look and quality of our products

293

wǒmen dōu huì zuò de shì yōuyú hángyè píngjūn shuǐpíng de.

我们都会做得是优于行业平均水平的。

are better than the industry average.

294

Bāokuò shòuhòu dehuà, wǒmen de suǒyǒu de chǎnpǐn

包括售后的话，我们的所有的产品

Regarding after-sales service, all our products

295

dōu huì tígōng yī nián de yī gè bǎozhìqī,

都会提供一年的一个保质期，

include a one-year warranty period

296

duì, zài yī nián zhīnèi

对，在一年之内

which means during the one-year period,

297

rúguǒ shì yīnwèi wǒmen zìjǐ chǎnpǐn de pǐnzhì yǒu wèntí dehuà,

如果是因为我们自己产品的品质有问题的话，

if there is any problem with the quality of our products

298

nà wǒmen dōu kěyǐ tígōng gēnghuàn huòzhě wéixiū de.

那我们都可以提供更换或者维修的。

we will replace or repair the item.

299

jiǎrú zài wǎngshàng yǒu kèhù duì nǐmen de chǎnpǐn yǒuxìngqù,

假如在网上有客户对你们的产品有兴趣，

So if there are customers from the internet that are interested in your products,

300

nà nǐmen bàojià tōngcháng shì duōjiǔ néng gěi chūlái?

那你们报价通常是多久能给出来？

how long will it take you to give them a quote?

301

Wǒmen shì jíshí jiù kěyǐ huífù de.

我们是即时就可以回复的。

We will reply as soon as possible (during working hours).

302

Rúguǒ shì yóujiàn fā guòlái,

如果是邮件发过来，

If they send us an email,

303

nà wǒmen jīběnshàng zài èrshí sì xiǎoshí zhīnèi,
那我们基本上在二十四小时之内,
we respond within 24 hours.

304

zhǐyào wǒmen kàndào yóujiàn, wǒmen jiù huì huífù gěi kèrén.
只要我们看到邮件，我们就会回复给客人。
As soon as we see the email, we reply right away.

305

Nà nǐmen xiànzài kèhù yībān shì tōngguò yóujiàn gēn nǐmen liánxì,
那你们现在客户一般是通过邮件跟你们联系,
So do your customers usually use emails

306

háishi yǒu qítā de tōngxùn fāngshì?
还是有其它的通讯方式?
or other type of communication,

307

bǐrú shuō Wēixìn, xiàng wǒmen Zhōngguó xiànzài yòng de.
比如说微信，像我们中国现在用的。
such as WeChat?

308

Zǒngdeláishuō, yīnggāi shì yóujiàn huì bǐjiào duō.
总的来说，应该是邮件会比较多。
In general, they use emails.

309

Dànshì suízhe gōutōng de shēnrù,
但是随着沟通的深入,

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But, as our communication becomes more involved

310

rúguǒ yǒu yīxiē zhēnzhèng yǒu yìxiàng de kèhù,

如果有一些真正有意向的客户,

or if there are customers who have strong interest,

311

tāmen yě kěndìng huì yòng qítā de yīxiē jíshí liáotiān gōngjù,

他们也肯定会用其它的一些即时聊天工具,

then we will use some chatting tools

312

bǐrú shuō xiàng WhatAapp huòzhě shì Wēixìn, zhèyàng

比如说像WhatsApp或者是微信, 这样

such as WhatsApp or WeChat.

313

Jiǎrú shuō yǒu kèhù duì nǐmen de chǎnpǐn gǎnxìngqù,

假如说有客户对你们的产品感兴趣,

If someone is interested in your products,

314

nà nǐmen de yàngpǐn shì miǎnfèi tígōng de háishi yào fùfèi de?

那你们的样品是免费提供的还是要付费的?

do you provide free samples or do they need to pay?

315

Wǒmen de yàngpǐn shì yào fùfèi de.

我们的样品是要付费的。

Our samples need to be paid.

316

Qíshí bǐrú shuō xiàng Ālǐ Bābā zhèzhǒng,

其实比如说像阿里巴巴这种,

On Alibaba, for example,

317

nà kěnéng tā huì yǒu hěn duō de rén guòlái xúnjià,

那可能它会有很多人过来询价,

there might be many people who come to inquire

318

guòlái xiǎngyào yàngpǐn, nà wǒmen kěndìng yě shì bù nénggòu

过来想要样品, 那我们肯定也是不能够

and ask for samples. Surely, we can't

319

quánbù tígōng wúcháng de yàngpǐn.

全部提供无偿的样品。

provide free samples (to all of them).

320

Nà yùnfèi ne? Yùnfèi yě shì kèhù chū ma?

那运费呢? 运费也是客户出吗?

What about the delivery fee? Do your customers also pay for it?

321

Dui! Yùnfèi yě shì yào kèhù lái chéngdān de.

对! 运费也是要客户来承担的。

Yes, the customers need to pay for the delivery fee.

322

Nǐmen de fùkuǎnfāngshì yībān shì zěnmeyàng de?

你们的付款方式一般是怎么样的?

What are your payment terms,

323

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wǒ shuō de shì guówài de.

我说的是国外的。

I mean for foreign customers?

324

Yībānláishuō, wǒmen xūyào shōu dàgài bǎifēnzhī sānshí de dìngjīn,

一般来说，我们需要收大概百分之三十的定金，

Generally, we need to charge 30% deposit

325

duì, ránhòu shèngxià de wěikuǎn yībān shì zài chūhuò zhīqián jiéqīng.

对，然后剩下的尾款一般是在出货之前结清。

and the rest need to be paid before shipping.

326

Suǒyǐ zài chūhuò zhīqián, quán kuǎn yào fùgěi nǐmen? | Duì, shìde.

所以在出货之前，全款要付给你们？ | 对，是的。

So, they need to pay the full amount before shipping, right? | Yes.

327

Nà zhèyàngzi duì kèhù láishuō huìbùhuì yǒu fēngxiǎn a?

那这样子对客户来说会不会有风险啊？

Isn't that risky for the customers?

328

Zhège bùhuì ya!

这个不会呀！

Of course not!

329

Nǐ kàn wǒmen zhème dà yí gè gōngchǎng

你看我们这么大一个工厂

Look at us, we are a big factory!

330

bùkěnéng shì qīpiàn kèhù de.

不可能是欺骗客户的。

We won't lie to customers.

331

Bǐrú shuō méiyǒu gēn nǐmen hézuò guò de xīn kèhù ma,

比如说没有跟你们合作过的新客户嘛,

How about your new customers?

332

huì yǒu zhè fāngmiàn de dānxīn ma?

会有这方面的担心吗?

Do they have this kind of concern?

333

Qíshí hái hǎo.

其实还好。

Not too much.

334

Kěnéng hěn gèbié de huì yǒu guò zhè fāngmiàn de dānxīn.

可能很个别的会有过这方面的担心。

But there might be just a few that have this concern.

335

Dànshì qíshí zhège yě méiguānxi,

但是其实这个也没关系,

But this is okay

336

yīnwèi wǒmen de gōngchǎng zài zhèlǐ,

因为我们的工厂在这里,

since we are a factory here

337

nà wǒmen yě huānyíng rènhé de kèrén

那我们也欢迎任何的客人

and we welcome any customer

338

suíshí lái cānguān wǒmen de gōngchǎng.

随时来参观我们的工厂。

to come visit us any time.

339

Bìngqiě wǒmen de huò zài zuòwán zhīhòu,

并且我们的货在做完之后,

Also, after we finish producing the products,

340

wǒmen yě kěyǐ tígòng, bǐrú shuō xiàng pāizhào,

我们也可以提供, 比如说像拍照,

we can provide photos

341

bāokuò shìpín de yīxiē... yī gè zhèngjù ba, qù gěi kèhù cānkǎo.

包括视频的一些... 一个证据吧, 去给客户参考。

or videos as proof to the customers.

342

Xiàdān hòu yībān duōjiǔ nénggòu jiāohuò ne?

下单后一般多久能够交货呢?

Usually, how long does it take to fulfill an order?

343

Yībān dehuà, rúguǒ shì hěn dàliàng de huò dehuà,

一般的话, 如果是大量的货的话,

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Generally speaking, if the order is large,

344

nà kěnéng xūyào yī gè yuè zuǒyòu de shíjiān.

那可能需要一个月左右的时间。

it might take roughly a month.

345

Nǐ shuō de dàliàng shì duōdà? | Dà pīliàng

你说的大量是多大? | 大批量

How big are you talking about? | Big quantity

346

Bǐrú shuō yī qiān tái yǐshàng.

比如说一千台以上。

For example, a thousand units.

347

Yī gè yuè a?

一个月啊?

(A thousand units) a month?

348

Duì, yīnwèi qíshí hěn duō chǎnpǐn dehuà,

对, 因为其实很多产品的话,

Yes. Because lots of the components used in our products

349

yǒuyīxiē xūyào cǎigòu de bùjiàn,

有一些需要采购的部件,

need to be purchased

350

tā de jiāo qī shì bǐjiào cháng de,

它的交期是比较长的,
and it usually takes time to make them.

351

bǐrú shuō xiàng chǎnpǐn lǐmiàn de diànlù bǎn.

比如说像产品里面的电路板。

For example, circuit boards.

352

Tā de jiāo qī, jiùshì wǒmen xiàng gōngyìngshāng

它的交期, 就是我们向供应商

When we buy it from our suppliers,

353

mǎi de zhège jiāoqī běnshēn jiù bǐjiào cháng.

买的这个交期本身就比较长。

it takes a long time to get.

354

Kěnéng jiù xūyào èrshí tiān zhèyàngzi.

可能就需要二十天这样子。

It might take as long as 20 days.

355

Dànshì nǐmen yǒuxiē chángguī de chǎnpǐn bùhuì yǒu bèihuò ma?

但是你们有些常规的产品不会有备货吗?

But don't you guys store some regular products?

356

Shìde, yǒuyīxiē chǎnpǐn wǒmen huì yǒuyīxiē cáiliào huì chǔbèi.

是的, 有一些产品我们会有一些材料会储备。

Yes, we do. For example, we do stock some components of our products.

357

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Rúguǒ zhèyàng dehuà jiù huì bǐjiào kuài yīxiē.

如果这样的话就会比较快一些。

In that case, the production will be faster.

358

Dànshì zhèngcháng láishuō dehuà háishi shíjiān bǐjiào cháng? | En, duì

但是正常来说的话还是时间比较长? | 嗯, 对

But in general, it takes a long time (to produce), right? | Right.

359

Nà kèhù dōu néng děng ma?

那客户都能等吗?

Can your customers wait?

360

Qíshí zhège yī gè yuè dehuà háiǎo la,

其实这个一个月的话还好啦,

Actually, one month is not too bad

361

zài hángyè lǐmiàn yě suànshì yī gè bǐjiào zhèngcháng de yī gè shuǐpíng.

在行业里面也算是一个比较正常的一个水平。

and it's normal in our industry.

362

Yǒu méiyǒu fāshēng guò,

有没有发生过,

Have you had occasions

363

bǐrú shuō nǐ gēn kèhù jiǎng le jiāoqī shì yī gè yuè,

比如说你跟客户讲了交期是一个月,

where you told your customers that the order could be fulfilled in one month,

364

ránhòu zhōngjiān chūxiàn shénme wèntí, yào liǎng gè yuè?

然后中间出现什么问题，要两个月？

but for some reason, it took two months?

365

Zhèzhǒng qíngkuàng qíshí yě yǒu,

这种情况其实也有，

This has happened

366

yīnwèi zài shēngchǎn guòchéng zhōng zǒngshì nánmiǎn huì yùdào

因为在生产过程中总是难免会遇到

since during the manufacturing process,

367

gèzhǒnggèyàng de yīxiē línshí tūfā zhuàngkuàng chǎnshēng.

各种各样的一些临时突发状况产生。

all kinds of unexpected problems might arise.

368

Yánwù jiāoqī zhèzhǒng shìqíng qíshí yě shì yǒu fāshēng guò de,

延误交期这种事情其实也是有发生过的，

In fact, delays in the shipping date has also happened.

369

duì, dànshì wǒmen dōu huì qù jījí de qù cǎiqǔ yīxiē bǔjiù cuòshī de.

对，但是我们都会去积极地去采取一些补救措施的。

But we always take actions to ameliorate the situation

370

jǐnliàng ràng wǒmen kèhù qù mǎnyì.

尽量让我们客户去满意。

and keep our customers happy.

371

Yǒu méiyǒu kèhù lái cānguān guò nǐmen de gōngchǎng?

有没有客户来参观过你们的工厂？

Do any of your customers come to visit your factory?

372

Yǒu a, yǒu hěn duō kèhù lái cānguān wǒmen de gōngchǎng.

有啊，有很多客户来参观我们的工厂。

Sure, there are many.

373

Tāmen dōu cóng nǎlǐ guòlái ne?

他们都从哪里过来呢？

Where are they from?

374

Qíshí shìjiègèdì dōu yǒu la.

其实世界各地都有啦。

They are from all over the world,

375

Háishì Yàzhōu bǐjiào duō, yīnwèi Yàzhōu bǐjiào jìn ma,

还是亚洲比较多，因为亚洲比较近嘛，

but mainly from Asia since it's closer.

376

xiàng Hánguó Riběn de kèrén shì zuìduō de, duì.

像韩国日本的客人是最多的，对。

Most of our visitors are from Japan and South Korea.

377

Nà Ōu Měi de guójiā qíshí yě yǒu yīxiē,

那欧美的国家其实也有一些，

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We also have some European and American customers that visit our factory

378

bǐrú zài Guǎng Jiāo Huì qījiān.

比如在广交会期间。

during the Canton Fair.

379

Nà kěnéng jiù huì yǒuyīxiē Ōu Měi de kèhù guòlái cānzhǎn,

那可能就会有一些欧美的客户过来参展，

When they come to attend the trade show

380

kàndào wǒmen zhǎnwèi dehuà,

看到我们展位的话，

and they see our trade booth,

381

duì wǒmen chǎnpǐn gǎnxìngqù,

对我们产品感兴趣，

they might become interested in our products

382

nà jiù huì guòlái cānguān wǒmen de gōngsī.

那就会过来参观我们的公司。

and might want to visit our company.

383

Zài nǐ shǒulǐ jiēdào de zuì dà de dān shì duōshao gè,

在你手里接到的最大的单是多少个，

What was your biggest order

384

shì shénmeyàng de yī gè tǐyàn?

是什么样的一个体验?

and how did it feel to get it?

385

Wǒ jiēguò zuì dà dān dehuà jiùshì dān pǐn shì

我接过最大单的话就是单品是

It was an order of

386

sì qiān tái de yī gè zhēng liǎn qì.

四千台的一个蒸脸器。

4000 units of our facial steamers.

387

Wa, zhēng liǎn qì shì tǐng dà de yī gè...

哇，蒸脸器是挺大的一个...

Wow, and the facial steamers are big products!

388

Duì, suǒyǐ nà yī dān dàgài jiùshì yǒu qīshí wàn rénminbì ba.

对，所以那一单大概就是有七十万人民币吧。

Right, that order was about 700,000 RMB.

389

Wa, nà bùcuò a!

哇，那不错啊!

Wow, that's pretty good!

390

Shì, suǒyǐ hěn kāixīn!

是，所以很开心!

Yes, I was really happy!

391

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Nàge shì láizì nǎge guójiā de?

那个是来自哪个国家的？

Which country was that order from?

392

Nàge shì láizì wǒmen guónèi de shìchǎng de.

那个是来自我们国内的市场的。

That was from the domestic market.

393

Nǐ zài zuò xiāoshòu yuán,

你在做销售员，

As a salesman,

394

nǐ juéde zuì tiǎozhàn de shíkè shì shénme shíhou?

你觉得最挑战的时刻是什么时候？

what moment has been the most challenging

395

jiù zuì ràng nǐ juéde hǎo kùnnan de shíkè.

就最让你觉得好困难的时刻。

or difficult?

396

Yīnggāi shì gānggang qǐbù nà duàn shíjiān ba,

应该是刚刚起步那段时间吧，

Probably it was at the beginning

397

duì, yīnwèi gānggang kāishǐ zuò de shíhou, jiù méiyǒu shénme kèhù zīyuán,

对，因为刚刚开始做的时候，就没有什么客户资源，

when I didn't have a lot of customers.

398

yào yīdiǎnyīdiǎn de qù jīlěi.

要一点一点地去积累。

I needed to build up my customers slowly

399

Yīnwèi bìjìng zhège xiāoshòu yèwù dehuà tā shì yī gè jīlěi de guòchéng.

因为毕竟这个销售业务的话它是一个积累的过程。

because as you know, it's a process of accumulation.

400

Dāng nǐ shǒu shàng de kèhù zīyuán yuèláiyuè duō de shíhou,

当你手上的客户资源越来越多的时候，

As you get more customers,

401

nà jiù yuèláiyuè hǎo zuò le.

那就越来越好做了。

it becomes easier.

402

Wǒ tīngshuō zuò wàimào de tōngcháng qián liù gè yuè

我听说做外贸的通常前六个月

I heard that usually in the first six months,

403

dōu shì méiyǒu dān de,

都是没有单的，

foreign trade sales people don't get any orders.

404

nà nǐ gāng kāishǐ zài zhè jiā gōngsī zuò de shíhou

那你刚开始在这家公司做的时候

So how did you feel when you started out with this company?

405

shì shénmeyàng de yī gè tǐyàn ne?

是什么样的一个体验呢?

So how did you feel when you started out with this company?

406

Wǒ qiánmiàn jǐge yuè qíshí shuōshíhuà yě jīběnshàng méi shénme dān.

我前面几个月其实说实话也基本上没什么单。

Honestly, in the first few months, I hardly had any orders.

407

Kěnéng ǒu'ěr yǒu yīxiē yàngpǐn dìngdān, duì

可能偶尔有一些样品订单，对

There were only occasional sample orders.

408

Dànshì zǒngdeláishuō, quèshí qiánmiàn de jǐge yuè shì méiyǒu dà dān de.

但是总的来说，确实前面的几个月是没有大单的。

But yes, it is true that we don't get big orders at the beginning.

409

Nà nǐ... jiùshì zài nǐ jǐge yuè dōu méiyǒu dān de shíhou,

那你... 就是在你几个月都没有单的时候，

So when you didn't have any big orders at the beginning,

410

nǐ dāngshí de xīnqíng shì shénmeyàng de?

你当时的心情是什么样的?

how did you feel?

411

Háihǎo ba, qíshí wǒ háishi bǐjiào dàndìng de, wǒ xiāngxìn...

还好吧，其实我还是比较淡定的，我相信...

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It was okay. I was taking it easy because I believed that...

412

Wǒ gǎnjué nǐ hěn lěngjìng.

我感觉你很冷静。

I think you're a pretty calm person.

413

Háihǎo ba, wǒ juéde gāi lái de zǒngshì huì lái de.

还好吧，我觉得该来的总是会来的。

It was okay because I believed that they would eventually come.

414

Nǐ juéde xiāngbǐ qítā de zhāojiǔwǎnwǔ de bàngōngshì de gōngzuò,

你觉得相比其它的朝九晚五的办公室的工作，

Compared to a nine-to-five office job,

415

zuò wàimào yǒu shénme lìng nǐ juéde bù yīyàng de dìfang?

做外贸有什么令你觉得不一样的地方？

what is the difference in being a foreign trade salesman?

416

Wǒ juéde qíshí wǒ hěn xǐhuan gēn yīxiē wàiguó de péngyou qù dǎjiāodào,

我觉得其实我很喜欢跟一些外国的朋友去打交道，

I like to deal with foreign customers

417

qù rènshi bùtóng guójiā de yīxiē kèrén, péngyou,

去认识不同国家的一些客人，朋友，

and get to know people from different countries,

418

Nénggòu cóng tāmen de shēnshang yě nénggòu liǎojiě dào

能够从他们的身上也能够了解到

because I can learn more

419

gèng duō de yīxiē wàiguó de wénhuà ya,

更多的一些外国的文化呀,

about their culture.

420

Suǒyǐ zhège wǒ juéde yě shì hěn hǎowán de yī jiàn shìqing.

所以这个我觉得也是很好玩的一件事情。

I think this is something that is very interesting.

421

Suǒyǐ nǐ juéde zuò wàimào zuìhǎo wán de jiùshì gēn bùtóng de...

所以你觉得做外贸最好玩的就是跟不同的...

So you feel that being a foreign trade salesman is interesting

422

láizì bùtóng guójiā de rén dǎjiāodào de zhège guòchéng,

来自不同国家的人打交道的这个过程,

because you can makes friends with people from different countries,

423

shì ma? | Shìde.

是吗? | 是的。

right? | Yes.

424

Nà xíng, nà gānggang wǒmen yǒu jiǎngdào nǐmen chējiān,

那行, 那刚刚我们有讲到你们车间,

Okay. We talked about your assembly lines,

425

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nà wǒmen kě bùkěyǐ qù cānguān yīxià

那我们可不可以去参观一下

can we visit

426

nǐmen de bàngōngshì, hái yǒu nǐmen de chējiān?

你们的办公室，还有你们的车间？

your office and assembly lines?

427

Kěyǐ ya!

可以呀！

Sure!

428

Zhèbiān shì wǒmen de bàngōngshì.

这边是我们的办公室。

This is our office

429

Nà wǒmen de gōngchéngshī dōu zài zhèbiān bàngōng.

那我们的工程师都在这边办公。

and our engineers work here.

430

Yánfā bù a? | Duì, shì wǒmen yánfā bù.

研发部啊？ | 对，是我们研发部。

Research department? | Right.

431

Nǐ zuò nàr ma?

你坐那儿吗？

You sit there?

432

Duì, zhèbiān shì wǒmen de yèwù de bàngōngshì.

对，这边是我们的业务的办公室。

Yes. Here is our sales office.

433

Jiù suǒyǒu de xiāoshòu dōu zài zhèlǐ a? | Duì!

就所有的销售都在这里啊？ | 对！

All the sales people are here, right? | Right.

434

Nǐ zuò nǎr?

你坐哪儿？

Where do you sit?

435

Wǒ jiù zuò qiánmiàn.

我就坐前面。

I sit in the front.

436

Zhèbiān shì wǒmen de nàge zhùsù bùmén de yī gè xiāoshòu tuánduì.

这边是我们的那个注塑部门的一个销售团队。

And here is our sales team for plastic.

437

Nǐ zuò zhèr a? | Shìde.

你坐这儿啊？ | 是的。

You sit here? | Yes.

438

Lǐ Shuò... | Duì, wǒ zuò zhèlǐ.

李硕... | 对，我坐这里。

Li Shuo... | Right, I sit here.

439

Zhè shì wǒ de wèizi.

这是我的位子。

This is my seat.

440

Suǒyǐ nǐ shì Elvis Li. | Duì

所以你是Elvis Li。 | 对

So you are Elvis Li. | Right.

441

Zhèbiān dōu shì nǐmen de měiróng chǎnpǐn de xiāoshòu yuán? | Duì, méicuò!

这边都是你们的美容产品的销售员？ | 对，没错！

These are the beauty products sales people? | That's right!

442

Chējiān zài nǎr?

车间在哪儿？

Where are the assembly lines?

443

Chējiān zài sān lóu.

车间在三楼。

They are on the third floor.

444

Zài sān lóu a! Wǒ yǐwéi yě shì zài èr lóu ne.

在三楼啊！我以为也是在二楼呢。

Third floor? I thought they were also on the second floor.

445

Qíshí zhèbiān yě shì wǒmen yīxiē zhùsù de chǎnpǐn.

其实这边也是我们一些注塑的产品。

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Here are our plastic products.

446

Nǐmen gōngsī yě mài zhèxiē?

你们公司也卖这些?

Your company also sells these,

447

dàn bùshì nǐ fùzé?

但不是你负责?

but you're not responsible for selling them, right?

448

Duì, shìde. Yīnwèi wǒmen bùjǐn zuò měiróng yí,

对, 是的。因为我们不仅做美容仪,

Right. We not only do beauty equipment,

449

wǒmen yě shì zuò mójù... mójù sùjiāo wǒmen dōu zuò.

我们也是做模具... 模具塑胶我们都做。

but also molds and plastics.

450

Nà nǐmen gōngsī zuò de dōngxi hái tǐng guǎng de a! | Shì.

那你们公司做的东西还挺广的啊! | 是。

The stuff your company does is pretty wide! | Yes.

451

Zhèxiē jīběnshàng yě dōu shì chūkǒu de.

这些基本上也都是出口的。

These products are mostly for export.

452

Chūkǒu dào Ōuzhōu de bǐjiào duō.

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出口到欧洲的比较多。

They are mainly exported to Europe.

453

Hǎo, nà wǒmen jiù shàng sān lóu. | Hǎo

好，那我们就上三楼。| 好

Okay, now let's go to the third floor. | Okay.

454

Yào zǒu shàngqù ma?

要走上去吗？

Do we need to walk up?

455

Shìde, yào zǒu lóutī. | Hǎo

是的，要走楼梯。| 好

Yes, we need to take the stairs. | Okay.

456

Zhè shì wǒmen měiróng yí de jīnglǐ.

这是我们美容仪的经理。

This is our beauty equipment production manager.

457

Jīnglǐ, nǐhǎo nǐhǎo!

经理，你好你好！

Manager, hello!

458

Nà wǒ xiǎng lái cānguān yíxià nǐmen de chējiān,

那我想来参观一下你们的车间，

I'd like to visit your factory,

459

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kěyǐ ba? | Kěyǐ...

可以吧? | 可以...

can I? | Sure.

460

Jiù dài wǒmen cānguān yīxià.

就带我们参观一下。

Show us around a little bit.

461

Měinǚ, kěyǐ wèn yīxià nǐ zài zuò shénme ma?

美女，可以问一下你在做什么吗？

May I ask, what are you doing?

462

Wǒ zài zhān diànr chí.

我在粘电池。

I am gluing the batteries.

463

Nǐ měitiān zhǐ zuò zhè yīyàng gōngzuò ma?

你每天只做这一样工作吗？

Do you only do this every day?

464

Bùyīdìng de. Měi gè gǎngwèi dōu yào qù chángshì yīxià.

不一定的。每个岗位都要去尝试一下。

No necessarily. We need to do every position.

465

Nà shì quánéng de a, dōu shì

那是全能的啊，都是

You guys are all-round.

466

Nǐmen de yuángōng dōu hěn lìhai o!

你们的员工都很厉害哦!

Your staff are all pretty good!

467

Ránhòu zhèbiān ne, jiùshì wǒmen de zìdòng luósī jī.

然后这边呢，就是我们的自动螺丝机。

And here is our automatic screwing machine.

468

Jiùshì miǎn qù réngōng, jìnxíng zìdòng dǎ luósī.

就是免去人工，进行自动打螺丝。

It saves labor because it automatically inserts the screws.

469

Zhège hǎo kù o!

这个好酷哦!

This is so cool!

470

Lǐmiàn de ruǎnjiàn bùfen shì wǒmen zìjǐ yánfā de.

里面的软件部分是我们自己研发的。

We developed the software.

471

Zhège huìbùhuì yǒu wēixiǎn? | Bùhuì.

这个会不会有危险? | 不会。

Is this dangerous? | No.

472

Tā zhǐyào jiǎnchá yíxià, ránhòu fàng shàngqù jiù kěyǐ le?

他只要检查一下，然后放上去就可以了?

He just needs to check it and put it there, right?

473

Nǐ xiànzài zài zuò shénme ya?

你现在在做什么呀?

What are you doing right now?

474

Jiāgōng a!

加工啊!

Assembling!

475

Zhuāng zhège a! | Bùshì, zhège shì shénme?

装这个啊! | 不是, 这个是什么?

Assemble this! | No, I mean what is this?

476

Zhège a? Nàge jié miàn yí

这个啊? 那个洁面仪

This? It is a facial cleanser...

477

O, jié miàn yí lǐmiàn de bùjiàn? | Duì! Xiǎo pèijiàn

哦, 洁面仪里面的部件? | 对! 小配件

Oh, the small parts in a facial cleanser? | Right, small parts.

478

Zhè shì guījiāo jié miàn yí de diànrí, mǎdá hé DC mǔ zuò,

这是硅胶洁面仪的电池、马达和DC母座,

These are batteries, motors and DC

479

ránhòu chā PCB shàngmian qù.

然后插PCB上面去。

that go on the PCB (circuit board).

480

Ránhòu zhèbiān chā wán zhīhòu,

然后这边插完之后，

After that,

481

ránhòu huì dào nàlǐ jìnxíng jiǎncè.

然后会到那里进行检测。

they will be taken there to test.

482

Jiù gānggang nàge dìfang?

就刚刚那个地方？

The place we just visited?

483

Duì, dào nàlǐ qù jiǎncè.

对，到那里去检测。

Right, they will be tested there.

484

Ránhòu zhè shì yī gè liánguàn de.

然后这是一个连贯的。

These two (places) are connected.

485

Ránhòu zhèbiān ne zài zuò yī gè fù qīng shuǐ bēi de yī gè jiāgōng.

然后这边呢在做一个富氢水杯的一个加工。

And here, we are making hydrogen-enriched water containers.

486

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Yě shì zǔzhuāng? | Duì, yě shì zǔzhuāng.

也是组装? | 对, 也是组装。

Assembly, too? | Yes, we are also doing assembly.

487

Nǐ zhèlǐ yě shì... zìjǐ shǒu dǎ de yě yǒu, shì ba?

你这里也是... 自己手打的也有, 是吧?

Here also... you guys also manually insert the screws, right?

488

Duì, yě yǒu

对, 也有

Yes, we do both.

489

Tā xiànzài zài zuò shénme ya?

他现在在做什么呀?

What is he doing now?

490

Zài zuò yī gè jībǎn yǔ nàge fāshēng qì wàiké de yī gè zhuāngpèi.

在做一个基板与那个发生器外壳的一个装配。

He is putting together the base plate and the outer casing of the generator.

491

Jiù dǎ luósī jiù kěyǐ le.

就打螺丝就可以了。

He just needs to insert the screws.

492

Zhège bùkěyǐ yòng nàge jīqì dǎ ma?

这个不可以用那个机器打吗?

Can't this be done with the (screwing) machine?

493

Zhège yīnwèi gēnjù liàng, liàng dà de dàxiǎo, shì ba?

这个因为根据量，量大的大小，是吧？

That depends on the quantity.

494

Yī tái shèbèi yě jiāngjìn... jiàgé bǐjiào ángguì.

一台设备也将近... 价格比较昂贵。

That piece of equipment is very expensive.

495

Érqiě tā zhège yě bùhǎo dǎ,

而且它这个也不好打，

And these screws are not easy to insert

496

lǐmiàn yǒu xiànlù kěnéng huì chùpèng dào.

里面有线路可能会触碰到。

because there are many circuits that might be damaged.

497

Ránhòu zhèbiān ne shì zài zuò pǐnzhì jiǎnyàn gōngzuò.

然后这边呢是在做品质检验工作。

And here, we are doing quality inspection.

498

O, pǐn jiǎn de. | Duì, pǐn jiǎn

哦，品检的。| 对，品检

Quality control. | Right.

499

Nǐmen pǐn jiǎn de... shì zěnmē bǎkòng pǐnzhì de ne?

你们品检的... 是怎么把控品质的呢？

How do you control the quality of your products?

500

Shì ànzhào wǒmen de MIL jìnxíng nàge shénme... jìnxíng chōujiǎn.

是按照我们的MIL进行那个什么... 进行抽检。

We check them according to our MIL (manufacturing inspection list) standard.

501

Nà bǐrú shuō kèhù xià de shì yī qiān tái,

那比如说客户下的是一千台，

Let's say that a customer orders 1,000 units,

502

nǐmen yào chōu duōshao tái chūlái jiǎnchá ne?

你们要抽多少台出来检查呢？

how many of them do you need to check?

503

Yī qiān tái de wǒmen shì liǎng bǎi duō tái.

一千台的我们是两百多台。

We check over 200 out of 1000 sets.

504

Nǐ néng bùnéng miáoshù yīxià nǐ zài zuò shénme ne?

你能不能描述一下你在做什么呢？

Can you describe what you are doing?

505

Jiǎnyàn zhège wàiguān a, hái yǒu zhěngtǐ de bāozhuāng zhèxiē.

检验这个外观啊，还有整体的包装这些。

I am checking the outside appearance and the packaging.

506

Yào tōngdiàn jiǎnchá de ma?

要通电检查的吗？

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Will it be checked by plugging it in?

507

Duì, zhèxiē dōu yào tōngdiàn cèshì.

对，这些都要通电测试。

Yeah, all of these have to be tested.

508

Nà nǐ měitiān jiù zhǐ zuò zhè yīyàng gōngzuò ma?

那你每天就只做这一样工作吗？

So, do you only do this one thing every day?

509

Jīběnshang dōu shì ba.

基本上都是吧。

That's basically it.

510

Qítā de chǎnpǐn yě dōu shì zài zhèr jiǎnchá ma? Háishi zhǐ jiǎn...

其它的产品也都是在这儿检查吗？还是只检...

Are all the other products checked here too? Or do you just check...

511

Zhèlǐ zhǐshì jiǎnchá wàiguān zhèxiē,

这里只是检查外观这些，

Here, we only check the exterior.

512

ránhòu gōngnéng wǒmen hái yǒu lǎohuà cèshì.

然后功能我们还有老化测试。

Regarding the functionality, we have a pre-burning test (aging test).

513

Zhèbiān zhǐshì kàn yíxià tā wàiguān yǒu méiyǒu shénme wèntí?

这边只是看一下它外观有没有什么问题？

Here, we only check to see if there's anything wrong with the exterior

514

Duì, hái yǒu bāozhuāng zhèxiē yǒu méiyǒu wèntí.

对，还有包装这些有没有问题。

and the packaging.

515

Zhèbiān shì lǎohuà.

这边是老化。

Here, we do aging tests.

516

Wǒ hěn xiǎng ràng nǐ jiěshì yíxià lǎohuà de gàiniàn shì shénme.

我很想让你解释一下老化的概念是什么。

I would like you to explain, what is the concept behind doing aging tests?

517

Mónǐ jiùshì zài... jiùshìshuō xiāofèizhě de shǐyòng guòchéng zhōng a,

模拟就是在... 就是说消费者的使用过程中啊，

We are simulating the process of a customer

518

jìnxíng bùtíng de zài shāo jī.

进行不停地在烧机。

using the product for a period of time.

519

Nà shāo jī fēnwéi liǎng gè bùfēn. Dìyī gè bùfēn shì...

那烧机分为两个部分。第一个部分是...

This aging (or burning) test has two parts. The first part is...

520

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jiùshìshuō méi jiā shuǐ jìnxíng gān shāo shì yībùfèn,

就是说没加水进行干烧是一部分,

The first part is testing it without any water

521

ránhòu língwài yībùfèn ne shì jiā shuǐ jìnxíng shāo shì.

然后另外一部分呢是加水进行烧试。

and the second part is testing it with water.

522

Nà tōngcháng wǒmen... xiàng wǒmen zhè yī tái jī ne,

那通常我们... 像我们这一台机呢,

Usually, on each product,

523

lǎohuà shíjiān ne chàbùduō jiāngjìn shì yī tái jī yī gè xiǎoshí.

老化时间呢差不多将近是一台机一个小时。

we do an aging test for about an hour.

524

Nà yǒu chūxiàn wèntí de ma? Zài lǎohuà guòchéng zhōng

那有出现问题的吗? 在老化过程中

Do any problems occur during the aging process?

525

Yīnwèi wǒmen fēnwéi liǎng gè bùfèn,

因为我们分为两个部分,

The test is divided into two parts,

526

yī gè shì dān pǐn lǎohuà hé chéngpǐn lǎohuà.

一个是单品老化和成品老化。

one is testing a single part and then there is the full product test.

527

Nà shénme jiào dān pǐn lǎohuà ne?

那什么叫单品老化呢?

So what is a single part test?

528

Jiùshì lǐmiàn de jī xīn bùfēn jìnxíng lǎohuà,

就是里面的机芯部分进行老化,

It is the test of the inner parts of the product.

529

lǎohuà wán zhīhòu, ránhòu dào chéngpǐn lǎohuà.

老化完之后, 然后到成品老化。

And after that, we test the full product.

530

Ránhòu wǒmen lǎohuà de jiùshìshuō bùliáng lǜ a

然后我们老化的就是说不良率啊

From the aging tests, we have found that the rejection rate

531

dàgài zài líng diǎn líng yī dào líng diǎn líng èr zhījiān.

大概在0.01到0.02之间。

is between 1 to 2 percent.

532

Nà xiàng nǐmen lǎohuà tōngcháng shì chōu duōshao tái?

那像你们老化通常是抽多少台?

How many units do you test?

533

Wǒmen shì tái tái zuò.

我们是台台做。

We test every one!

534

Zhèngrú wǒmen nàge biāoyǔ shì:

正如我们那个标语是:

Just as our slogan states:

535

chǎnpǐn rú rénpǐn, jiǎnyàn lǎohuà tái tái zuò,

产品如人品, 检验老化台台做,

products reflect our personalities! We test every single unit

536

yīdiǎn wèntí bù fàngguò!

一点问题不放过!

and we don't tolerate any problems!

537

Suǒyǐ nǐmen měi chū de yī tái jīqì dōu huì lǎohuà, shì ma? | Duì!

所以你们每出的一台机器都会老化, 是吗? | 对!

So, every product from your factory will go through an aging test, right? | Right.

538

Měi chū yī tái, měiyī tái dōu huì lǎohuà.

每出一台, 每一台都会老化。

Yes, every one of them.

539

Nà hái bǐjiào fàngxīn yīdiǎn o. | Duì

那还比较放心一点哦。| 对

That's very reassuring. | Right

540

Nǐ xiàng wǒmen lǎohuà zhèngzài zuò, xiànzài

你像我们老化正在做, 现在

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Here, we are doing an aging test.

541

Kàn yīxià, zhèxiē dōu zài lǎohuà. | Dui

看一下，这些都在老化。| 对

Let me see! They are all undergoing aging tests. | Right.

542

Wǒ kěyǐ quán liǎn zhēng ma? | Kěyǐ

我可以全脸蒸吗？ | 可以

Can I steam my whole face? | Yes.

543

Nǐ shìbùshì yě jīngcháng zhēng a?

你是不是也经常蒸啊？

Do you often use this to steam your face?

544

Juéduì de, shì ba?

绝对的，是吧？

Absolutely!

545

Nǐ kàn wǒmen nàge jīnglǐ de pífu yǒu duō hǎo!

你看我们那个经理的皮肤有多好！

You see how good our manager's skin is!

546

Shǎnshǎn fāliàng, jiùshì zhēng liǎn zhēng chūlái de.

闪闪发亮，就是蒸脸蒸出来的。

Shining! It is all because of the facial steamer!

547

Zhège chǎnpǐn wǒmen zìjǐ yě zài yòng.

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这个产品我们自己也在用。

We also use these products ourselves.

548

Nǐmen yuángōng yě yòng, shì ma? | Dui

你们员工也用，是吗？ | 对

Your employees use them too? | Right

549

Shìbùshì gōngsī dōu huì gěi yuángōng yīxiē fúli,

是不是公司都会给员工一些福利，

Does your company give its employees some benefits

550

gěi tāmen fā yī liǎng tái yòng yòng?

给他们发一两台用用？

like one of these?

551

Yǒu yǒu yǒu, zhège shì yǒu de.

有有有，这个是有的。

Yes, sure.

552

Nà chūhuò dehuà, bùshì zài zhèbiān,

那出货的话，不是在这边，

So, the shipping area is not here?

553

bāozhuāng bùshì zài zhèbiān ba?

包装不是在这边吧？

And packaging is also not here?

554

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Jiùshì zhèbiān lǎohuà wán zhīhòu,

就是这边老化完之后,

After the aging test,

555

ránhòu zhèbiān huì yǒu yī gè chǔshuǐ,

然后这边会有一个储水,

there will be water accumulated (within the facial steamers).

556

jiùshìshuō chǔshuǐ bǎ tā chuī gānjìng,

就是说储水把它吹干净,

So we need to dry them out

557

ránhòu dào hòumian jìnxíng bāozhuāng.

然后到后面进行包装。

before we start packaging.

558

Hòumian yǒu bāozhuāng bùfen, děng xià kàn yīxià.

后面有包装部分，等下看一下。

The packaging area is over there. We can have a look later.

559

Kěyǐ, nà qù kàn yīxià ba!

可以，那去看一下吧！

Okay, let's go have a look.

560

Wǒmen xiànzài qù kàn bāozhuāng de qūyù.

我们现在去看包装的区域。

Now let's go to the packaging area.

561

Xiànzài zhège zhèngzài jiǎnyàn.

现在这个正在检验。

They're inspecting the products now.

562

Tā zhèbiān hái yào jiǎnyàn de? | Hái yào jiǎnyàn

它这边还要检验的? | 还要检验

They need to inspect again? | Yes.

563

Zhège shì lǎohuà le guòhòu de... | Zhège shì lǎohuà zhīhòu de

这个是老化了过后的... | 这个是老化之后的

These are after the aging test. | Yes.

564

Nǐmen shì chā diàn jiǎnyàn, shì ma?

你们是插电检验，是吗？

They are running them with electricity, right?

565

Shǒuxiān shì wàiguān, shǒuxiān jiǎn wàiguān

首先是外观，首先检外观

First of all, we check the exterior.

566

Wàiguān nàbian... gānggang nàbian jiǎnchá ba?

外观那边... 刚刚那边检查吧？

I thought the exterior was checked over there?

567

Nàbian shì pǐnzhì jiǎnyàn.

那边是品质检验。

That was the quality inspection.

568

Wǒmen jiǎnyàn fēnwéi liǎng gè bùfen

我们检验分为两个部分。

Our inspection has two parts.

569

yī gè shì gēn xiàn jiǎn

一个是跟线检

One part is for checking while assembling

570

hé pǐnzhì zài jìnxíng chōujiǎn.

和品质再进行抽检。

and the other is random inspection after assembling.

571

Nà nǐmen jiǎnyàn yīgòng yǒu jǐ dào guān a?

那你们检验一共有几道关啊？

How many kinds of inspections do you have?

572

Jiǎn dào... wǒmen fēnwéi yǒu sān dào guān.

检到... 我们分为有三道关。

We inspect... There are three kinds.

573

Yī gè shì xiān cóng shǒu jiàn kāishǐ quèrèn hǎo.

一个是先从首件开始确认好。

We start with with the initial unit.

574

Quèrèn hǎo zhīhòu,

确认好之后,

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Once the initial unit is confirmed,

575

ránhòu zài guòchéng jiǎn.

然后再过程检。

we will check again during the manufacturing process.

576

Guòchéng jiǎn zhīhòu, ránhòu dào pǐnzhì de zhōng jiǎn.

过程检之后，然后到品质的终检。

Then, there is a final quality inspection.

577

Guòchéng jiǎn shì shénme yìsi?

过程检是什么意思？

What do you mean by "manufacturing process checking"?

578

Guòchéng jiǎn jiùshì zài wǒ guòchéng zhōng jìnxíng jiǎnchá.

过程检就是在我过程中进行检查。

It means we check during the process.

579

O, biān zuò biānjiǎn? | Duì

哦，边做边检？ | 对

Oh, checking while assembling? | Right.

580

Ránhòu chūhuò de shíhòu zài jiǎnchá yīcì? | Duì

然后出货的时候再检查一次？ | 对

And check again before shipping? | Right.

581

Hái yào lǎohuà? | Duì

还要老化? | 对

It still needs to undergo the aging test? | Yes.

582

Wa, nà jiǎnchá de guòchéng qíshí háishi tǐng duō de! | Dui

哇, 那检查的过程其实还是挺多的! | 对

Wow, there are so many kinds of quality inspections! | Right.

583

Nǐmen de bāozhuāng ne?

你们的包装呢?

What about packaging?

584

jiùshì... yīnwèi nǐmen hěn duō chǎnpǐn shì fā dào guówài qù de ma,

就是... 因为你们很多产品是发到国外去的嘛,

Since many of your products are sold abroad,

585

nǐmen zhège bāozhuāng nénggòu káng zhù zhōngjiān de yīxiē...

你们这个包装能够扛住中间的一些...

can your package undergo the (rigors of transportation)?

586

Kěyǐ dào hòumian, yǒu yī gè shìyànshì,

可以到后面, 有一个试验室,

We can go to the back where there is a laboratory.

587

jìnxíng yīxiē chūkǒu hé guónèi de, jiùshìshuō jìnxíng mónǐ de

进行一些出口和国内的, 就是说进行模拟的

We simulate the domestic and export transportation process

588

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yīxiē shìyàn zhège bāozhuāng shìfǒu shèjì hélǐ.

一些试验这个包装是否设计合理。

to see if the packaging is adequate.

589

Shì zài zhèlǐ ma? Háishi?

是在这里吗？还是？

Is it here? Or somewhere else?

590

Duì, zài hòumian

对，在后面

Yes, in the back.

591

Qù kàn yīxià ba.

去看一下吧。

Let's go have a look.

592

Zhè yī tái ne shì wǒmen de diēluò

这一台呢是我们的跌落

This one is our dropping test.

593

Diēluò jiùshì, wǒmen bāozhuāng zhīhòu,

跌落就是，我们包装之后，

A dropping test consists of taking a package

594

dǎ bǐfāngshuō zhèngcháng de wǒmen hángyè lǐmiàn yī mǐ èr de diēluò,

打比方说正常的我们行业里面一米二的跌落，

and dropping it 1.2 meters

595

nà sānjiǎo liù miàn, shì ba?

那三角六面，是吧？

as well as testing 3 angles and 6 sides of the box.

596

Ránhòu jìnxíng diēluò, shǐfǒu yǒu bāozhuāng hé chǎnpǐn shǐfǒu yǒu...

然后进行跌落，是否有包装和产品是否有...

Then we can see if the products and the package are still...

597

Méi bāo hǎo de dìfang? | Dui, shì

没包好的地方？ | 对，是

To see if the package passed the test? | Right.

598

Tā xiànzài zài?

她现在在？

What is she doing?

599

Xiànzài zhèngzài tiáoshì zhège tiáojiàn.

现在正在调试这个条件。

She is setting up the test.

600

Yībān wǒmen dōu shì zuò yī mǐ èr de.

一般我们都是做一米二的。

We usually drop the package 1.2 meters.

601

O, bǎ tā shēng dào yī mǐ èr, ránhòu shuāi xiàlai.

哦，把它升到一米二，然后摔下来。

So, you raise it to 1.2 meters and then drop it.

602

Shēng dào wǒ zhème gāo jiù gòu le.

升到我这么高就够了。

Just raise it to my height, and that will be enough

603

Wǒ yě jiù yī mǐ duō.

我也就一米多。

since I am about 1 meter.

604

Wǒmen liǎ chàbùduō.

我们俩差不多。

We are about the same.

605

Nǎr! Nǐ bǐ wǒ gāo duō le! Nǐ kàn!

哪儿！你比我高多了！你看！

No! You are much taller than me! Look!

606

Shì ba?

是吧？

Right?

607

Nǎr! Nǐ nà yàng bù xíng!

哪儿！你那样不行！

No! You can't do that!

608

Nǐ bǐ wǒ gāo bàn ge tóu, shì yǒu de

你比我高半个头，是有的

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You're half a head taller than me.

609

Nǐ shì nǎlǐ rén a?

你是哪里人啊?

Where are you from?

610

Ānhuī

安徽

Anhui.

611

Ānhuī? Nà lí wǒ jiā yě tǐng jìn de le.

安徽? 那离我家也挺近的了。

Anhui? It's close to my home.

612

Cāi wǒ shì nǎlǐ rén?

猜我是哪里人?

Guess where I am from?

613

Hénán

河南

Henan?

614

Bùshì, Jiāngxī

不是, 江西

No, Jiangxi.

615

Yě suàn jìn de ma.

也算近的嘛。

That's pretty close.

616

Bìjīngzhīlù

必经之路

I need to pass by there (when I go to my hometown).

617

Nǐ shuō nǐmen jīngguò Jiāngxī ma?

你说你们经过江西吗？

You were saying that you pass by Jiangxi?

618

Bìjīngzhīlù, huíjiā rào... duǒ dōu duǒ bù kāi.

必经之路，回家绕... 躲都躲不开。

Can't avoid it.

619

Nà nǐ jīngcháng jīngguò wǒ jiā. | Duì

那你经常经过我家。| 对

So you often pass my hometown. | Right.

620

Kāishǐ le!

开始了！

It is starting now!

621

Děngyīxià diào xiàlai de shíhou huì yǒu...

等一下掉下来的时候会有...

When it falls, it might be (very loud).

622

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Děngyīxià wǒ shuō | Méiguānxi!

等一下我说 | 没关系!

Wait a minute! | It's okay.

623

Kāishǐ!

开始!

Start!

624

Zhè shì yī jiǎo.

这是一角。

That was (a test of) one angle.

625

O, yào cè hǎo jǐ cì, shì ba? | Duì

哦，要测好几次，是吧? | 对

Oh, it has to be tested several times, right? | Right.

626

Jiù jiǎnchá bāozhuāng yǒu méiyǒu huài, shì ba?

就检查包装有没有坏，是吧?

You just need to see if the packaging is broken, right?

627

Jiǎnchá lǐbian de jīqì yǒu méiyǒu huài.

检查里边的机器有没有坏。

No, we check to see if the product is broken.

628

Jiù wǒmen bāozhuāng de shèjì shìfǒu hélǐ,

就我们包装的设计是否合理，

To see if our package design is adequate.

629

ránhòu jiùshìshuō zhè diē wán zhīhòu, ránhòu huì chā diàn cèshì.

然后就是说这跌完之后，然后会插电测试。

After we go through the dropping test, we will plug in the product

630

Ránhòu jiùshì wǒ zhège chǎnpǐn shìbùshì hǎo de.

然后就是我这个产品是不是好的。

and see if it is still good.

631

Duì, dǎ bǐfāngshuō, zài yùnnshū guòchéng zhōng bèi diēluò le,

对，打比方说，在运输过程中被跌落了，

(We test the product) because when the package is dropped during transportation,

632

wǒ bāozhuāng suī huài,

我包装虽坏，

the packaging might be broken,

633

dàn lǐmiàn de jīqì shìbùshì hǎo de.

但里面的机器是不是好的。

but we need to make sure that the product will be okay.

634

O, míngbai le.

哦，明白了。

Oh, I see.

635

Jiù xiān cè, ránhòu zài jiǎnchá. | Duì

就先测，然后再检查。| 对

So, you run the dropping test first, then check the product. | Right.

636

Kěyǐ kāishǐ ma? | Kāishǐ

可以开始吗? | 开始

Can we start? | Yes.

637

Zhè shì mónǐ yùnnshū.

这是模拟运输。

Here, we are simulating transportation.

638

Yào zhèn duōjiǔ a?

要振多久啊?

How long will it shake?

639

Yībān wǒmen de chǎnpǐn yībān dōu shì qīshí jiǔ fēnzhōng.

一般我们的产品一般都是七十九分钟。

Usually 79 minutes.

640

O, qīshí jiǔ fēnzhōng.

哦，七十九分钟。

Oh, 79 minutes.

641

Wèishénme shì qīshí jiǔ?

为什么是七十九?

Why seventy-nine?

642

O, jiù zhèyàngzi? | Duì

哦，就这样子? | 对

Oh, that's it? | Right.

643

Yǒu méiyǒu nàzhǒng bǐjiào jíduān de,

有没有那种比较极端的,

Do you have a more extreme test?

644

bǐrú shuō hūrán zhèn yīxià de nàzhǒng?

比如说忽然振一下的那种?

For example, to make it shake all of sudden.

645

Jiùshì píngwěn de a?

就是平稳的啊?

They shake constantly like this?

646

Kěyǐ tiáojié dà yīdiǎn.

可以调节大一点。

It can be adjusted to be faster.

647

O, tiáo sùdù?

哦, 调速度?

The speed?

648

Zhèzhǒng jiù bǐjiào dǒu le. | Duì

这种就比较抖了。| 对

Now it is more shaky. | Right.

649

Tā qìchē zài dǒudòng de shíhòu,

它汽车在抖动的时候,

We want to see when the truck is moving,

650

lǐbian chǎnpǐn huìbùhuì chūxiàn yìcháng.

里边产品会不会出现异常。

will the product be okay.

651

suǒyǐ nǐmen zài shèjì nǐmen de bāozhuāng de shíhou

所以你们在设计你们的包装的时候

So when you design your packaging,

652

jiù huì yòng zhège lái cè? | Duì

就会用这个来测? | 对

you use this to test it? | Right.

653

Rúguǒ méiyǒu wèntí,

如果没有问题,

If there isn't any problem,

654

nà jiù kěyǐ yīzhí ànzhào zhège bāozhuāng de fāngshì. | Duì...

那就可以一直按照这个包装的方式。| 对...

you can continue using the current packaging. | Right.

655

Ránhòu nàge shì gāo dī wēn.

然后那个是高低温。

And here, we test the products in high and low temperature.

656

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Xiàng wǒmen chǎnpǐn yīnwèi chū dào yīxiē qítā guójiā de

像我们产品因为出到一些其它国家的

For example, some countries have

657

gāowēn hé dīwēn yǐngxiǎng dào zhège chǎnpǐn de yīxiē pǐnzhì,

高温和低温影响到这个产品的一些品质,

higher or lower temperatures, and it might affect the quality of our products.

658

Nà hǎo, wǒmen jiùshì xiānqián huì zuò yīxiē shìyàn.

那好，我们就是先前会做一些试验。

So, we run this test beforehand.

659

Shénme jiào gāo wēi?

什么叫高危？

What is high risk? (I misheard him)

660

Gāo dī wēn

高低温

High and low temperature

661

O, gāowēn, shì ba? | Duì

哦，高温，是吧？ | 对

Oh, high temperature! | Right.

662

Gāo dī wēn, duì duì

高低温，对对

Right, high and low temperature.

663

Ránhòu zhèbiān shì wǒmen de yī gè bǔshuǐyí de yī gè cèshì.

然后这边是我们的一个补水仪的一个测试。

And here, we are testing our mist sprayers.

664

Wù huà cèshì, duì

雾化测试，对

Atomization test.

665

Nǐ xiànzài zhǔyào shì kàn shénme ne?

你现在主要是看什么呢？

What are you checking for?

666

Wǒ zhǔyào shì bǎ zhège zhuāng hǎo de jīqì,

我主要是把这个装好的机器，

Basically, I take a fully assembled product

667

bǎ tā pēnwù ma,

把它喷雾嘛，

and have it sprayed

668

ránhòu jiǎncè yīxià.

然后检测一下。

in order to test it.

669

Ránhòu hái yào jiǎncè tā de wàiguān,

然后还要检测它的外观，

I also need to check the exterior.

670

ránhòu nàge wàiguān dōu shì wánzhěng,

然后那个外观都是完整,

And only if the exterior is okay,

671

wánzhěng de cái nénggòu fàng dào shàngmian lái cè.

完整的才能够放到上面来测。

can I put it up there for the test.

672

Nà xiàng zhège huì yǒu wèntí ma?

那像这个会有问题吗?

Do they usually have problems?

673

Yǒu shénme wèntí nǐ néng kàn de chūlái de?

有什么问题你能看得出来的?

Can you tell if they have problems?

674

Kàn de chūlái.

看得出来。

Yes, I can.

675

Wǒmen zhèlǐ dōu yǒu dēngjì de,

我们这里都有登记的,

We keep a record of all the defective products.

676

háiyǒu zhèlǐ yě zuò le biāoqiān.

还有这里也做了标签。

And here, we also labeled them.

677

Xiàng zhèxiē bùliáng de wǒmen dōu zuò le dēngjì,

像这些不良的我们都做了登记,

You see these, we have put them on the defective product list

678

ná chū lái le de.

拿出来了的。

and taken them out.

679

Jiù shì bǎ bù hǎo de tiāo chū lái,

就是把不好的挑出来,

So, you just take out the defective products

680

hǎo de jiù yòng lái chū huò, shì ba?

好的就用来出货, 是吧?

and keep the good ones for shipping, right?

681

Shì de shì de.

是的是的。

Yes...

682

Nà nǐ zhǔ yào jiù shì zuò cè shì zhè ge ma?

那你主要就是做测试这个吗?

Is testing this your main duty?

683

Hǎo de, xièxie!

好的，谢谢！

Okay! Thank you!

684

Tā zhèbiān shì zuò shénme?

它这边是做什么？

What are they doing here?

685

Zài zuò... jiǎncè. Cóng lǎohuà wán zhīhòu jìnxíng jiǎncè.

在做... 检测。从老化完之后进行检测。

They are testing the products that have gone through the aging test.

686

O, zhèbiān shì cóng lǎohuà shì ná guòlái de? | Duì

哦，这边是从老化室拿过来的？ | 对

Oh, these are from the aging room! | Right

687

Xiān shì lǎohuà wán zhīhòu, ránhòu jìnxíng jiǎncè,

先是老化完之后，然后进行检测，

So, we test them again after the aging test.

688

jiǎncè wán zhīhòu, wàiguān... cāshì wàiguān,

检测完之后，外观... 擦拭外观，

Then, we clean them.

689

ránhòu zài yīxiē língbùjiàn de zhuāngpèi, ránhòu bāozhuāng.

然后再一些零部件的装配，然后包装。

Finally, we put together the last parts and start packaging.

690

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Wǒmen qù kàn yīxià tā shì zěnmē jiǎncè de. | Kěyǐ

我们去看一下它是怎么检测的。| 可以

Let's see how they test them. | Okay.

691

Nǐhǎo, nǐ zhèbiān jiǎncè de shì jiǎncè shénme ne?

你好，你这边检测的是检测什么呢？

Hello, what are you checking here?

692

Jiǎncè tā nàge dēng liàng bù liàng,

检测它那个灯亮不亮，

I am checking to see if the light is working

693

gōnglǜ yǒu méiyǒu zhèngcháng.

功率有没有正常。

and if the power is right.

694

Ránhòu kàn tā de dēng liàng bù liàng, yǒu méiyǒu jūnyún.

然后看它的灯亮不亮，有没有均匀。

Also, I need to see if the lights are working evenly.

695

Ránhòu qiāo yīxià yǒu méiyǒu yìwù, zhèyàng yáo yīxià,

然后敲一下有没有异物，这样摇一下，

Then, I shake it like this to see if there's any foreign objects (inside).

696

zhèyàng jiù hǎo le.

这样就好了。

That's it.

697

Zhè jiù suànshì hégé le?

这就算是合格了?

Then, they passed the test?

698

Zhèbiān shì shǔyú gōngnéng jiǎncè,

这边是属于功能检测,

Here, we are testing the products' functions.

699

gānggang shì lǎohuà.

刚刚是老化。

Before they had just undergone an aging test.

700

Lǎohuà de wǒ gānggang kàn le.

老化的我刚刚看了。

I just saw the aging test.

701

Duì, lǎohuà wán zhīhòu ránhòu kěyǐ jìnxíng gōngnéngxìng jiǎncè.

对, 老化完之后然后可以进行功能性检测。

Right. We test the functions after the aging test.

702

Qíshí wǒmen zài bànchéngpǐn cèshì zhè yīkuài yě yǒu zhège huánjié,

其实我们在半成品测试这一块也有这个环节,

In fact, we also test the functions even when the products are half finished.

703

dànshì wèile bǎozhèng zhège zhìliàng,

但是为了保证这个质量,

But to ensure the quality,

704

wǒmen yǒu jǐge huánjié lái guǎnkòng zhège zhìliàng.

我们有几个环节来管控这个质量。

we have several other tests.

705

Jiùshì nǐmen cèshì de bùfen yǒu hěn duō gè? | Duì

就是你们测试的部分有很多个? | 对

So, you have many parts to the test. | Right.

706

Ránhòu zhèngrú hòumian zhège biāoyǔ:

然后正如后面这个标语:

Just as our slogan states:

707

Bù jiēshōu bùliáng pǐn! Bù zhìzào bùliáng pǐn!

不接收不良品! 不制造不良品!

"Do not accept, make

708

Bù fàngguò bùliáng pǐn!

不放过不良品!

or let go of defective products!"

709

Nǐmen hǎoduō hěn yǒuqù de biāoyǔ a!

你们好多很有趣的标语啊!

You have so many interesting slogans!

710

Nǐ xiànzài shì jiǎnchá shénme ne?

你现在是检查什么呢?

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What are you checking now?

711

Cāshì wàiguān

擦拭外观

Just cleaning the product.

712

Jiùshì cāshì... zhè shì yòng jiǔjīng

就是擦拭... 这是用酒精

Using alcohol?

713

Nàge shénme, yī yòng jiǔjīng

那个什么，医用酒精

Yes, medical alcohol.

714

Cāshì wán zhīhòu zhèbiān shuǐxiāng... zhuāngpèi shuǐxiāng.

擦拭完之后这边水箱... 装配水箱。

After cleaning them, then we will install the water tanks.

715

O, tā zài zhuāngpèi? | Dui

哦，她在装配？ | 对

Oh, she is doing it? | Right.

716

Ránhòu dào zhèlǐ dehuà, jiùshì kāishǐ tiē yīxiē biāoqiān.

然后到这里的话，就是开始贴一些标签。

And here, we are labelling the products.

717

Yīnwèi zài lǐbian lǎohuà guò, lǐmiàn jiù yǒuyīxiē shuǐ zì,

因为在里边老化过，里面就有一些水渍，

After the aging test, there will be water stains in it,

718

ránhòu tā yòng jiǔjīng jìnxíng xiāodú, cāshì

然后她用酒精进行消毒、擦拭

so she is using alcohol to clean and disinfect it.

719

Suǒyǐ nǐmen měi chū de yī tái chǎnpǐn

所以你们每出的一台产品

So, every product from your factory

720

tā dōu huì jīngguò cāshì, qīngxǐ | Duì

它都会经过擦拭、清洗 | 对

will be cleaned. | Right.

721

Jiù bǎozhèng shì xīn de le.

就保证是新的了。

So that the products are guaranteed to be new.

722

Duì, ràng xiāofèizhě... yīnwèi yào ràng zhège

对，让消费者... 因为要让这个

Right. We want to make sure that our customers

723

xiāofèizhě de tǐyàn gǎn gèngjiā de hǎo.

消费者的体验感更加地好。

have a good experience with our products.

724

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Bìngqiě wǒmen de chǎnpǐn shàng dōu huì yǒu xiǎoxīn,

并且我们的产品上都会有小心,

Also, we have signs on our products to warn our customers of

725

zhège shénme... zhēngqì

这个什么... 蒸汽

the hot steam.

726

Yīnwèi gé tài jìn le tā huì tàng dào liǎn.

因为隔太近了它会烫到脸。

Because if they get too close, their faces might get burned.

727

Bìngqiě wǒmen de chǎnpǐn shuōmíngshū shàng yǒu yī...

并且我们的产品说明书上有一...

And on our product specifications,

728

qízhōng yǒu yī tiáo

其中有一条

one of the instructions

729

Pēnwù kǒu de, jiù gāowēn de wèizhi dàgài shì

喷雾口的, 就高温的位置大概是

is that hot area exists up to

730

zài sānshí dào sìshí gōngfēn de yàngzi.

在三十到四十公分的样子。

30 to 40 centimeters away from the spray nozzles.

731

Zhège dōngxi shì shénme zuòyòng de?

这个东西是什么作用的?

What does this thing do?

732

fángzhǐ zài yùnnshū guòchéng zhōng,

防止在运输过程中,

It is used during transportation to prevent it

733

bōli gēn zhège huì pèng shāng, zhōngjiān yǒu bǎohù zuòyòng.

玻璃跟这个会碰伤, 中间有保护作用。

from hitting the glass and getting damaged. It acts as protection.

734

ránhòu zhèlǐ okay zhīhòu,

然后这里okay之后,

After this step,

735

zhèr kāishǐ tiē míngpái hé yīxiē shāngbiāo.

这儿开始贴名牌和一些商标。

we will start sticking on brand or trademark labels.

736

Jīběishang cóng zuìchū de yīdào gōngxù

基本上从最初的一道工序

We have seen almost

737

dào zuìhòu de yīdào gōngxù dōu yǐjīng kàndào le.

到最后的一道工序都已经看到了。

all the manufacturing process from beginning to end.

738

Zhèbiān shì děngdài chūhuò de ba?

这边是等待出货的吧?

So, are these waiting to be shipped?

739

Zhèbiān děngdài zhǐxiāng bāozhuāng.

这边等待纸箱包装。

No, they are waiting to be packaged.

740

O, zhǐxiāng bāozhuāng, ránhòu zài chūhuò.

哦，纸箱包装，然后再出货。

After packaging, then they will be shipped.

741

Nà xíng, nà fēichángǎnxiè...

那行，那非常感谢...

Alright, thank you very much!

742

Hái bù zhīdào nǐ jiào shénme ne!

还不知道你叫什么呢!

I don't know your name yet.

743

Wáng... xìng Wáng

王... 姓王

Wang...

744

Wáng chǎngzhǎng

王厂长

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Factory director Wang!

745

Hǎo, nà jīntiān zhēn de shìfēi cháng gǎnxiè,

好，那今天真的是非常感谢，

Alright. Thank you

746

dài wǒmen cóng dìyī dào de gōngxù

带我们从第一道的工序

for showing us your factory

747

lái liǎojiě nǐmen de chǎnpǐn de yī gè shēngchǎn. | Yīnggāi de!

来了解你们的产品的一个生产。| 应该的！

and the manufacturing process. | My pleasure!

748

Xièxie!

谢谢！

Thank you!

749

Huānyíng gèng duō de rén liǎojiě wǒmen Ōu Kǎi měiróng yí!

欢迎更多的人了解我们欧凯美容仪！

I invite more people to get to know about Okay's beauty equipments!

750

Duì, wǒ xiāngxìn tāmen liǎojiě dào

对，我相信他们了解到

Sure. I believe that as more people become aware of

751

nǐmen zhème yòngxīn de qù shēngchǎn nǐmen chǎnpǐn,

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你们这么用心地去生产你们产品，

how you guys make such an effort to produce good quality products,

752

yīdìng huì yǒu gèng duō de kèhù lái xiàng nǐmen dìnggòu chǎnpǐn.

一定会有更多的客户来向你们订购产品。

there will be more customers ordering from you.

753

Wǒ xiāngxìn wǒmen de pǐnzhì kěyǐ dǎdòng wǒmen de xiāofèizhě.

我相信我们的品质可以打动我们的消费者。

I believe that our quality will impress our customers.

754

Wǒ juéde nǐ de xìnxīn háiyǒu nǐ de rèqíng yě nénggòu dǎdòng

我觉得你的信心还有你的热情也能够打动

I also think that your confidence and passion will impress

755

wǒmen de guānzhòng. | Zhège shì juéduì yǒu de.

我们的观众。| 这个是绝对有的。

our audience. | Absolutely!

756

Hǎo, xièxie! Nà wǒmen jiù xiān xiàqù le.

好，谢谢！那我们就先下去了。

Alright, thank you! We will go down now.

757

Nà wǒmen xiànzài jiù cānguān yíxià

那我们现在就参观一下

Now, let's go visit the factory

758

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wǒmen de zhùsù chējiān ba.

我们的注塑车间吧。

that produces plastics by injection moulding.

759

Zhùsù chējiān, shì zuò sùliào de, shì ba?

注塑车间，是做塑料的，是吧？

Injection moulding is for producing plastics, right?

760

Duì, zuò sùliào, sùliào jiàn de

对，做塑料，塑料件的

Right, plastics parts.

761

Xhì zài nǎ yī lóu a? | Zài yī lóu.

是在哪一楼啊？ | 在一楼。

Which floor is it on? | The first floor.

762

O, hǎo de

哦，好的

Okay.

763

Wǒmen xiànzài yīgòng shì yǒu sānshí liù tái zhùsù jī.

我们现在一共有三十六台注塑机。

We have a total of 36 plastic producing machines.

764

Dànshì suízhe yèwù de fāzhǎn,

但是随着业务的发展，

But as our business expands,

765

wǒmen hái huì hòuxù bùduàn de mǎi xīn de jīqì jìnlái.

我们还会后续不断地买新的机器进来。

we will continue adding new machines.

766

Nà nǐmen gōngsī fāzhǎn de tǐnghǎo de a!

那你们公司发展地挺好的啊!

Your company is doing pretty good!

767

Duìmiàn de jīqì gèng duō,

对面的机器更多,

We have more machines on the other side

768

érqiě gèngjiā zhěngqí yīdiǎn.

而且更加整齐一点。

and they're more organized.

769

Nàbian yě shì zhùsù? | Duì

那边也是注塑? | 对

The machines over there are also for producing plastics? | Yes.

770

Wǒ kěyǐ wèn yīxià nǐmen zhège shì zěnmē zuò de ma?

我可以问一下你们这个是怎么做的吗?

May I ask, how do you make this

771

Shì zuò shénme ne?

是做什么呢?

and what does it do?

772

Zhège wǒ yě bùtài qīngchū.

这个我也不太清楚。

I don't know much about it.

773

Fǎnzhèng wǒ zhǐ zhīdào zhège jiào bǎshǒu lái de.

反正我只知道这个叫把手来的。

I only know that they're called handles.

774

Nàge jīqì shì zuò shénme de ne?

那个机器是做什么的呢?

What does that machine do?

775

Zhège jīqì a? Jiùshì suǒwèi de sùjiāo chǎnpǐn lo

这个机器啊? 就是所谓的塑胶产品咯

This machine? It makes plastic products.

776

Nàbian nàge lòudǒu jiù jiā sùliào jìnqù, ránhòu zhèbiān jiù jiārè,

那边那个漏斗就加塑料进去, 然后这边就加热,

We add plastic material into that funnel and it's heated up in there.

777

ránhòu zhèbiān shì mójù,

然后这边是模具,

Then we have molds here

778

bǎ nàge jiārè hòu de rónghuà de sùliào jiù shè dào mójù lǐmiàn,

把那个加热后的融化的塑料就射到模具里面,

in which the melted plastic are injected into.

779

ránhòu zài chéngxíng.

然后再成型。

These (molds) give them shape.

780

O, wǒ zhīdào le.

哦，我知道了。

I see.

781

Suǒyǐ tā zhèlǐ miàn shì hěn rè de, shì ba?

所以它这里面是很热的，是吧？

So it is super hot in there, right?

782

Dui dui, zhè shì yuánliào zhè lǐmiàn,

对对，这是原料这里面，

Yes. The raw material is inside

783

xiàmiàn jiùshì jiārè de, bǎ tā rónghuà diào.

下面就是加热的，把它融化掉。

and the heating will melt it.

784

Wa! Zhège tài yǒuyìsi le.

哇！这个太有意思了。

Wow! This is so interesting!

785

Hái méiyǒu kàndào guò zuò sùliào de.

还没有看到过做塑料的。

I have never seen the process of making plastics.

786

Zhèbiān jiùshì wǒmen nàge zhùsù chējiān de bàngōngshì.

这边就是我们那个注塑车间的办公室。

Here is the office for our plastics factory.

787

Shì xiāoshòu rényuán ma?

是销售人员吗？

Are they salespeople?

788

Bùshì, xiāoshòu rényuán dōu zài wǒmen nàge èr lóu

不是，销售人员都在我们那个二楼

No, all the salespeople are on the second floor,

789

tóngyī gè bàngōngshì lǐmiàn.

同一个办公室里面。

the same office as mine.

790

Tā zhèlǐ shì yīxiē shēngchǎn guǎnlǐ rényuán.

它这里是一些生产管理人员。

Here are some production managers.

791

Háiyǒu pǐnzhì jiǎnyàn de rényuán.

还有品质检验的人员。

And quality inspectors.

792

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Nǐmen zhèr hái bǎi le yī gè guān... shì Guāngōng ma?

你们这儿还摆了一个关... 是关公吗?

You guys have a Guan Gong here. Is he Guan Gong?

Note: Guan Gong is worshipped by businessmen, police officers and criminal gangs. He is credited with giving worshippers strength, courage, perseverance and wealth.

793

Shì, Guāngōng

是, 关公

Yes, Guan Gong.

794

Píngcháng huì bài ma?

平常会拜吗?

Do you guys usually worship him?

795

Měinián jiùshì zài nàge nónglì, wǒmen Chūnjié, guònián zhīhòu

每年就是在那个农历, 我们春节, 过年之后

Every year, when we come back from Spring Festival,

796

wǒmen huílai kāigōng de shíhou dōu huì guòlái bài yíxià.

我们回来开工的时候都会过来拜一下。

we come here to worship him.

797

Quántǐ yuángōng dōu lái háishi lǎobǎn guòlái?

全体员工都来还是老板过来?

All the staff, or just the boss?

798

Quántǐ yuángōng dōu huì guòlái.

全体员工都会过来。

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All the staff will come.

799

Dàoshíhòu wǒmen hái huì zài zhèbiān

到时候我们还会在这边

We will also have

800

yǒu yī gè wǔlóng de biǎoyǎn.

有一个舞龙的表演。

a dragon dance performance here

80

Duì, ránhòu tóngshí hái huì yǒu yī gè nàge...

对，然后同时还会有一个那个...

and we will have

802

yǒu yī zhī shāo zhū, dàjiā fēn zhe chī.

有一只烧猪，大家分着吃。

a roast pig that will be shared with all of us.

803

Zhèyàngzi a.

这样子啊。

I see.

804

Nà nǐmen xǔ de shénme yuàn ne?

那你们许的什么愿呢？

So, what kind of wishes do you guys ask for?

805

Xǔ de yuàn yīnggāi jiùshì... Guāngōng ma, jiùshì zhège zhōngyì ba

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许的愿应该就是... 关公嘛，就是这个忠义吧

Well, since it's Guan Gong who is known for his loyalty,

806

Wǒ yǐwéi shì bǎo cái de ne.

我以为是保财的呢。

I thought it would help with wealth.

807

Yě yǒu a | Háiyǒu ānquán zhīlèi de a?

也有啊 | 还有安全之类的啊?

That also. | Also for safety?

808

Dui a.

对啊。

Right.

809

Hǎo la! Nà wǒmen gōngchǎng yě cānguān le,

好啦! 那我们工厂也参观了,

All right! Now that we've visited your factory,

810

chējiān yě cānguān le, nǐmen de bàngōngshì yě cānguān le.

车间也参观了, 你们的办公室也参观了。

assembly lines and offices,

811

nà xiàmiàn jiùshì wǒ gèrén zuì qīdài de huánjié,

那下面就是我个人最期待的环节,

the next segment will be what I am looking forward to the most,

812

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nà jiùshì shìyòng nǐmen de měiróng chǎnpǐn.

那就是试用你们的美容产品。

which is trying out your beauty products.

813

Nà xiàmian wǒmen jiù qù shìyòng ba.

那下面我们就去试用吧。

Now let's do it!

814

Hǎo a.

好啊。

Okay.

815

Nà wǒmen xià gè huánjié jiàn lo!

那我们下个环节见咯！

See you in the next segment!

816

Hǎo! Nà xiànzài jiù yóu wǒ lái shìyòng Elvis jiā de měiróng chǎnpǐn.

好！那现在就由我来试用Elvis家的美容产品。

Alright! Now I will be trying out beauty products from Elvis's company.

817

Nà Elvis, jīntiān wǒmen yào shìyòng nǎ jǐ kuǎn ne?

那Elvis，今天我们要试用哪几款呢？

So Elvis, what products are we going to try today?

818

Wǒ dàilái le wǒmen gōngsī zuì chángxiāo de wǔ kuǎn chǎnpǐn,

我带来了我们公司最畅销的五款产品，

I brought our five best-selling products

819

fēnbié shì wǒmen de zhēngliǎn qì, wǒmen de jiémiàn shuā,

分别是我们的蒸脸器、我们的洁面刷、

and they are the facial steamer, facial brush,

820

bǔshuǐ pēnwù yí, hái yǒu yī gè yǎnbù ànmó yí,

补水喷雾仪、还有一个眼部按摩仪、

mist sprayer, eye massager,

821

zhè shì yī gè liǎnbù ànmó yí.

这是一个脸部按摩仪。

and facial massager.

822

Nà wǒmen shǒuxiān cóng nǎ yī kuǎn kāishǐ ne?

那我们首先从哪一款开始呢？

Which one should we start with?

823

Nà wǒmen jiù xiān cóng zhè kuǎn jiémiàn shuā kāishǐ ba! | Hǎo

那我们就先从这款洁面刷开始吧！ | 好

We will start with our facial brush! | Okay.

824

Nà hùfū ne dìyībù yě shì qīngjié ma,

那护肤呢第一步也是清洁嘛，

Since the first step of skin care is cleaning,

825

nà wǒmen jiù cóng zhè yī kuǎn kāishǐ.

那我们就从这一款开始。

let's start with this one.

826

Nà yīnwèi tā shì jié miàndī, shì xǐliǎn de, shì ba? | Shìde

那因为它是洁面的，是洗脸的，是吧？ | 是的

This is for cleaning face, right? | Right.

827

Nà wǒ děiyào xiān qù bǎ liǎn dǎ shī,

那我得要先去把脸打湿，

I need to put some wet on my face

828

ránhòu fàng yīdiǎn nàge... yào bù yào fàng xǐmiànnǎi?

然后放一点那个... 要不要放洗面奶？

and put some... should I use facial wash?

829

Kěyǐ de. Zuìhǎo fàng yīdiǎn xǐmiànnǎi.

可以的。最好放一点洗面奶。

Yes, it will be best to use some.

830

Nà jiù děng wǒ yī fēnzhōng zhīhòu huí lai.

那就等我一分钟之后回来。

I will be back in a minute.

831

Hǎole, xiànzài wǒ liǎn shàng yǐjīng yǒu xǐmiànnǎi le.

好了，现在我脸上已经有洗面奶了。

Alright, now I got facial wash on my face.

832

Nà zhège wǒ yào zěnmē shǐyòng ne?

那这个我要怎么使用呢？

How do I use this?

833

Zhǐyào àn zhège kāiguān jiàn, tā jiù kěyǐ kāishǐ.

只要按这个开关键，它就可以开始。

Just press on this key and it will start.

834

Hǎo, àn zhège!

好，按这个！

Okay, press this!

835

Ránhòu shuā ma?

然后刷吗？

Then, brush?

836

Duì, ránhòu fàng zài liǎn shàng qù... kěyǐ jìnxíng qīngjié le.

对，然后放在脸上去... 可以进行清洁了。

Right. Use it on your face and start cleaning.

837

Háihǎo nǐmen zhège yǒu jìngzi.

还好你们这个有镜子。

Luckily, there is a mirror here.

838

Ái, tā zěnmé bùdòng le ne?

唉，它怎么不动了呢？

Why isn't it moving?

839

Tā huì zìdòng qiēhuàn zhèng fǎnzhuǎn.

它会自动切换正反转。

It (stops and) switches directions automatically.

840

Wǒ bù xūyào zhuàn ma?

我不需要转吗?

I don't need to manually move it?

841

Nǐ bù xūyào de.

你不需要的。

No, you don't.

842

Tā huì zìdòng qiēhuàn zhèng zhuàn hé fǎn zhuàn.

它会自动切换正转和反转。

It does it (switch directions) automatically.

843

Rúguǒ wǒ wǎng zhèbiān huá dehuà, tā jiù huì wǎng zuǒ?

如果我往这边滑的话，它就会往左?

If I move this way, it will rotate to the left?

844

Bùshì, tā shì dìngshí de.

不是，它是定时的。

No, it is timed.

845

Tā shì měi shí miǎozhōng zìdòng qiēhuàn yī cì.

它是每十秒钟自动切换一次。

It switches (rotation) every ten seconds.

846

Nǐ yòng guò ma?

你用过吗?

Have you tried it?

847

Wǒ zìjǐ yě yòng guò, yě shì guò.

我自己也用过，也试过。

Yes, I have.

848

Zěnmeyàng?

怎么样?

How was it?

849

Gǎnjué hái hǎo.

感觉还好。

It felt good.

850

Zhège měitiān dōu kěyǐ yòng ma?

这个每天都可以用吗?

Can I use this every day?

851

Zhège zuìhǎo bù yào měitiān dōu shǐyòng.

这个最好不要每天都使用。

It's better to not use it every day.

852

Qíshí yīzhōu yòng liǎng sān cì jiù kěyǐ le.

其实一周用两三次就可以了。

Two to three times a week will be enough.

853

Yīnwèi rúguǒ yòng de tài pínfán dehuà,

因为如果用得太频繁的话,

If you use it too frequently,

854

tā kěnéng huì... jiùshì sǔnshāng dào nǐ de jīfū.

它可能会... 就是损伤到你的肌肤。

it might harm your skin.

855

Zhège dàgài yào yòng duōjiǔ cái néng tíng a?

这个大概要用多久才能停啊?

How long should I use this before I stop?

856

Qíshí zhège yě shì yīnrén'éryì de.

其实这个也是因人而异的。

This depends on the individual.

857

Dànshì yībānláishuō, yīnggāi sān dào wǔ fēnzhōng jiù kěyǐ le.

但是一般来说, 应该三到五分钟就可以了。

But in general, 3 to 5 minutes will be enough.

858

Xiànzài jǐ fēnzhōng? Xiànzài kàn bùdào!

现在几分钟? 现在看不到!

How many minutes now? I can see!

859

Gāng kāishǐ wǒ kàndào zhège de shíhou,

刚开始我看到这个的时候,

At the beginning, when I saw this,

860

wǒ yǐwéi nàge shuāzi shuā dào liǎn shàng huì hěn tòng.

我以为那个刷子刷到脸上会很痛。

I thought the brush would hurt my face

861

yīnwèi xiàng nàzhǒng shuā xié de shuāzi.

因为像那种刷鞋的刷子。

because it looked like the brushes used for cleaning shoes.

862

Ránhòu fāxiàn, qíshí hěn shūfu, yīdiǎn dōu bù tòng.

然后发现，其实很舒服，一点都不痛。

But It actually feels very nice and it doesn't hurt at all.

863

Yīnwèi tā zhège máo shì fēicháng xì de,

因为它这个毛是非常细的，

That's because the brush is extremely fine

864

suǒyǐ tā bùhuì xiàng xié shuā nàyang nàme cū de máo.

所以它不会像鞋刷那样那么粗的毛。

and they're not as rough as the brush for cleaning shoes.

865

Ránhòu wǒ hái yǒu yī gè yíwèn,

然后我还有一个疑问，

I have another question.

866

tā zhège shuāzi wǒ zěnmē qīngjié tā ne?

它这个刷子我怎么清洁它呢？

How do I clean this brush?

867

Zhège yòng wán le zhīhòu ne,

这个用完了之后呢,

After using this,

868

xiān yòng qīngshuǐ bǎ zhège shuā tóu xǐ gānjìng.

先用清水把这个刷头洗干净。

you can clean this brush with water.

869

Xǐ gānjìng zhīhòu jiù kěyǐ zhíjiē fàng zài zhège chōngdiàn dǐzuò shàngmian.

洗干净之后就可以直接放在这个充电底座上面。

Then put it on the charger base directly.

870

Tā zhè shì yī gè wúxiàn chōngdiàn dǐzuò,

它这是一个无线充电底座,

This is a wireless charger

871

tóngshí tā yě yǒu yī gè hōnggān de gōngnéng.

同时它也有一个烘干的功能。

and it can dry it.

872

Nǐ shuō de wúxiàn chōngdiàn dǐ shì shénme yìsi ne?

你说的无线充电底是什么意思呢?

What do you mean by wireless charger?

873

Duì, jiùshì... wǒmen kěyǐ yǎnshì yīxià.

对，就是... 我们可以演示一下。

Let me demonstrate!

874

Wǒmen zhǐ xūyào bǎ zhège dǐzuò liánjiē shàng diànyuánxiàn,

我们只需要把这个底座连接上电源线，

We just need to connect this with electricity

875

ránhòu bǎ shuā tóu fàng zài shàngmian, | Fàng shàngmian jiù kěyǐ le?

然后把刷头放在上面， | 放上面就可以了？

and put the brush on it. | That's it?

876

Tā jiù kěyǐ jìnxíng chōngdiàn le.

它就可以进行充电了。

Yes, it will start charging.

877

Hóngsè dēngguāng huì dàibiǎo tā zài chōngdiàn, duì.

红色灯光会代表它在充电，对。

The red light means it's charging.

878

Zǐsè dēng guāngshì huì zài chōngdiàn hòu de yī gè xiǎoshí zhīhòu liàng qǐ,

紫色灯光是会在充电后的一个小时之后亮起，

A purple light will go on after an hour charging.

879

yīnwèi zǐ guāng shì yǒu yī gè shājūn de zuòyòng.

因为紫光是有一个杀菌的作用。

The purple light will sterilize this.

880

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Tóngshí zhèlǐ miàn hái yǒu yī gè fēngshàn

同时这里面还有一个风扇

At the same time, there is a fan in it

881

huì chuī fēng chū lái bǎ zhè ge shuā tóu chuī gān.

会吹风出来把这个刷头吹干。

and it will dry the brush.

882

Zhè yàng zi qù fáng zhǐ xì jūn zī shēng.

这样子去防止细菌滋生。

This will prevent bacteria from growing.

883

Wa, wǒ jué de zhè ge hěn hǎo.

哇，我觉得这个很好。

Wow, this is really nice!

884

Yīn wèi wǒ zhī qián yǒu kàn guò qí tā gōng sī de chǎn pǐn,

因为我之前有看过其它公司的产品，

I have seen this type of product from other companies

885

jiù fā xiàn tā men méi yǒu nà ge gōng néng,

就发现他们没有那个功能，

but it didn't have that function (sterilizing).

886

ránhòu wǒ dāng shí jiù hěn dān xīn tā huì bù huì zī shēng xì jūn,

然后我当时就很担心它会不会滋生细菌，

And I was worried that it might grow bacteria.

887

yīnwèi jīngcháng yòng dehuà kěndìng duì liǎnbù yě bùhǎo ma.

因为经常用的话肯定对脸部也不好嘛。

because with the bacteria, and we use it often on our face, it will not be good for us.

888

Shide, suǒyǐ wǒmen yějiùshìshuō zhèngshì jīyú zhège kǎolǜ,

是的，所以我们也就是说正是基于这个考虑，

Right. Based on this consideration,

889

suǒyǐ yě shì wèile jiějué zhège yònghù tòng diǎn,

所以也是为了解决这个用户痛点，

we created this product

890

suǒyǐ wǒmen jiù yánfā le zhè kuǎn chǎnpǐn.

所以我们就研发了这款产品。

to solve this problem (need for sterilization).

891

Nà zhè kuǎn chǎnpǐn yīnggāi hěn duō gùkè dōu xǐhuan ba?

那这款产品应该很多顾客都喜欢吧？

There must be many customers who like this product, right?

892

Dui, xiànzài zhège chǎnpǐn mài de yě shì fēicháng bùcuò de.

对，现在这个产品卖得也是非常不错的。

Yes, this product is very popular.

893

Nà nǐ juéde wèishénme wǒmen yào yòng zhège?

那你觉得为什么我们要用这个？

Why do you think that we should use this?

894

Jiùshì yòng zhège gēn yòng shǒu xǐ yǒu shénme qūbié ne?

就是用这个跟用手洗有什么区别呢?

I mean what is the difference between using our hands and your product?

895

Yīnwèi shǒu dehuà, wǒmen jīběnshàng zhǐ huì tíngliú zài pífu biǎomiàn,

因为手的话, 我们基本上只会停留在皮肤表面,

Because our fingers can only stay on the surface of our skin,

896

dànshì zhège shuā máo jiù hěn xì,

但是这个刷毛就很细,

but the brush is very small

897

bǐjiào nénggòu chèdǐ de qīngjié dào máokǒng.

比较能够彻底地清洁到毛孔。

and it can penetrate our pores to clean them completely.

898

Hǎo, xiànzài fàng shàngqù chōngdiàn, ránhòu shā yīxià jūn.

好, 现在放上去充电, 然后杀一下菌。

Alright, now let's charge and sterilize it.

899

Nà xiànzài wǒ jiù qù bǎ liǎn xǐ diào.

那现在我就去把脸洗掉。

I will wash my face now.

900

Xiàmiàn wǒmen yào shì nǎ yī kuǎn chǎnpǐn?

下面我们要试哪一款产品?

What is next?

901

Xiàmian jiùshì wǒmen de zhēng liǎn qì ba.

下面就是我们的蒸脸器吧。

The next product will be our facial steamer.

902

Wa, wǒ juéde zhège dàdà de bǎobèi yīnggāi hěn yǒuyìsi. Hǎo...

哇，我觉得这个大大的宝贝应该很有意思。好...

Wow! This big baby should be very interesting.

903

Nà xiàmian wǒmen yào shìyòng de shì zhè kuǎn chǎnpǐn, duì ba?

那下面我们要试用的是这款产品，对吧？

Now let's test this product.

904

Tā jiào shénme?

它叫什么？

What is it called?

905

Zhēng liǎn qì

蒸脸器

Facial steamer.

906

Ránhòu zhǔyào de zuòyòng shì shénme ne?

然后主要的作用是什么呢？

What are the functions?

907

Néng bùnéng jièshào yīxià?

能不能介绍一下?

Can you tell us about them?

908

Tā zhǔyào shì jiāng shuǐ wù huà chéng zhēngqì,

它主要是将水雾化成蒸汽,

It basically turns the water into steam

909

ránhòu qù... yòng rè de zhēngqì lái dǎkāi máokǒng,

然后去... 用热的蒸汽来打开毛孔,

and the hot steam will open up your pores.

910

zài nǐ qīngjié miànbù zhīqián huòzhě zài nǐ shǐyòng miànmó zhīqián

在你清洁面部之前或者在你使用面膜之前

Before you clean your face or use facial masks,

911

dōu kěyǐ yòng zhège xiān bǎ máokǒng dǎkāi.

都可以用这个先把毛孔打开。

you can first open up your pores with this.

912

Hǎo, xíng! Nà wǒmen jiù láikàn yī kàn... zěnmě shǐyòng ne zhège?

好, 行! 那我们就来看一下... 怎么使用呢这个?

Okay! Let's take a look at this. How do I use it?

913

Nǐ shǒuxiān yào liánjiē diànyuán.

你首先要连接电源。

You need to first connect the electricity.

914

Zhè bùshì chōngdiàn de a?

这不是充电的啊?

It doesn't have a battery?

915

Duì, zhè bùshì chōngdiàn de.

对, 这不是充电的。

Right, it doesn't.

916

Hǎo, liánjiē diànyuán zhīhòu, tā zhège hóngdēng huì shǎnshuò,

好, 连接电源之后, 它这个红灯会闪烁,

After you plug it in, the red light will blink

917

biǎoshì diànyuán yǐjīng jiētōng le。

表示电源已经接通了。

and that means it is on.

918

Zhè shì yī gè chù mō kāiguān,

这是一个触摸开关,

This is a touch switch

919

zhǐyào zài mō yīxià zhèlǐ jiù kěyǐ kāijī le.

只要再摸一下这里就可以开机了。

and it will turn on as soon as you touch it.

920

Zhèlǐ, shì ma? | Xiàmian

这里, 是吗? | 下面

Here, right? | Down there.

921

O, zhèlǐ shì kāiguān! | Dui

哦，这里是开关！ | 对

This is the switch! | Right.

922

Hǎo, tā xiànzài yǐjīng kāijī le.

好，它现在已经开机了。

It is now on.

923

nà yào dàgài děng sānshí miǎozhōng de jiārè shíjiān,

那要大概等三十秒钟的加热时间，

We need to wait 30 seconds for the water to get heated up

924

ránhòu jiù huì yǒu zhēngqì chūlái.

然后就会有蒸汽出来。

and then the steam will come out.

925

Nà zhè shàngmian shì shénme?

那这上面是什么？

What is this here?

926

Zhè shì yī gè cǎi guāng dēng.

这是一个彩光灯。

This is a multicolored light

927

Yě shì kěyǐ... zài nǐ zhēng liǎn de shíhou kěyǐ tóngshí yòng tā lái...

也是可以... 在你蒸脸的时候可以同时用它来...

and as you steam your face, you can use this

928

duì miànbù jìnxíng yī gè guāng liáo.

对面部进行一个光疗。

for a light treatment.

929

Měi zhǒng dēngguāng yě shì yǒuzuòyòng de a?

每种灯光也是有作用的啊？

Each light has a function?

930

Shìde, bùtóng yánsè de nàge... guāng dehuà,

是的，不同颜色的那个... 光的话，

Right, different colors

931

tā de bōcháng bù yīyàng, duì pí fū yǒu bùtóng de xiàoguǒ.

它的波长不一样，对皮肤有不同的效果。

have different wavelengths and so, they have different effects on our skin.

932

Nà nǐ juéde wǒ de pí fū yòng shénme guāng bǐjiào hǎo ne?

那你觉得我的皮肤用什么光比较好呢？

So which color should I use?

933

Wǒ pí fū shǔyú yǒu bān yòu bǐjiào àn chén de.

我皮肤属于有斑又比较暗沉的。

My skin has freckles and it is dark.

934

Wǒ juéde hóng guāng, huáng guāng dōu kěyǐ ba.

我觉得红光、黄光都可以吧。

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I think red or yellow right will be good.

935

Xiànzài kěyǐ zhēng le ma? | Kěyǐ a.

现在可以蒸了吗? | 可以啊。

Can I steam my face now? | Yes.

936

Huìbùhuì hěn tàng a?

会不会很烫啊?

Is it very hot?

937

Nǐ yào dàgài bǎochí èrshí límǐ de jùlí.

你要大概保持二十厘米的距离。

You need to keep roughly 20 centimeters away from it.

938

Wǒ yǒudiǎn pà!

我有点怕!

I am a little scared!

939

Méishì de.

没事的。

It's okay.

940

Jiù zhèyàngzi duì zhe tā ma? | Shì a!

就这样子对着它吗? | 是啊!

Just face it like this? | Right!

941

Shì bù tài jìn le a?

是不太近了啊?

Is this too close?

942

Zhège jùlí chàbuduō.

这个距离差不多。

That is about the right distance.

943

Yào zhēng duōjiǔ a?

要蒸多久啊?

How long do I need to use it?

944

Yībān dehuà, wǔ fēnzhōng zuǒyòu.

一般的话，五分钟左右。

In general about five minutes.

945

Wǔ fēnzhōng a? | Duì

五分钟啊? | 对

Five minutes? | Yes.

946

Wǒ juéde hǎo shūfu,

我觉得好舒服,

It feels so nice.

947

hǎoxiàng zuò ànmó yīyàng de,

好像做按摩一样的,

It's like a massage

948

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zuò nàzhǒng... jiùshì qù SPA lǐmiàn.

做那种... 就是去SPA里面。

you get from a SPA.

949

Nǐ yǒu méiyǒu yòng guò?

你有没有用过？

Have you used it?

950

Zhège kěndìng, wǒ zìjǐ dōu huì yǒu shì guò.

这个肯定，我自己都会有试过。

Sure, I've tried it myself.

951

Jǐngbù yě kěyǐ yòng a? | Kěyǐ a.

颈部也可以用啊？ | 可以啊。

Can I also use it on my neck? | Yes.

952

Zhèzhǒng bùhuì tàng dào ba?

这种不会烫到吧？

Will this burn me?

953

Jiùshì jiǎrú shuō wǒ bù xiǎoxīn kào tài jìn le,

就是假如说我不小心靠太近了，

If I accidentally get too close to it,

954

huìbùhuì tàng dào a?

会不会烫到啊？

will it burn me?

955

Shì, rúguǒ nǐ kào tài jìn dehuà huì bèi tàng dào de.

是，如果你靠太近的话会被烫到的。

Yes, it will if you're get too close to it.

956

Suǒyǐ yīdìng yào bǎochí yī gè jùlí.

所以一定要保持一个距离。

So, you need to keep a distance.

957

Duì, tā nàge chūkǒu chū de wù de wēndù shì hěn gāo de,

对，它那个出口出的雾的温度是很高的，

The temperature of the mist from the spray nozzle is high,

958

kěnéng yǒu dàgài bāshí dù zuǒyòu.

可能有大概八十度左右。

about 80 degree.

959

Nà tǐng gāo de!

那挺高的！

That is pretty high!

960

Nà zhège guāng wǒ xiǎng dǎkāi, nǐ bāng wǒ... zěnmē nòng ne?

那这个光我想打开，你帮我... 怎么弄呢？

I'd like to turn on the light. Can you help me?

961

Kěyǐ zhíjiē àn yīxià jiù kěyǐ dǎkāi le.

可以直接按一下就可以打开了。

You can turn it on by pressing it.

962

Nǐ gānggang shuō hóng guāng, nà xiànzài wǒ kāi de shì hóng guāng,

你刚刚说红光，那现在我开的是红光，

You mentioned that I should use red light,

963

hóng guāng yǒu shénme zuòyòng a?

红光有什么作用啊？

so now I am turning on the red light. What does it do?

964

Hóng guāng zhǔyào shì kěyǐ dàn huà nǐ de sèbān.

红光主要是可以淡化你的色斑。

Red light can help you lighten your freckles.

965

Wǒ yǒu hǎoduō sèbān!

我有好多色斑！

I've got a lot of freckles!

966

Bùguò nǐ yǎnjīng bù yào zhíshì zhège guāng.

不过你眼睛不要直视这个光。

But you shouldn't look directly into the light.

967

Duì, nǐ yào bǎ yǎn... huòzhě kěyǐ bǎ yǎnjīng bì qilai.

对，你要把眼... 或者可以把眼睛闭起来。

You need to close your eyes.

968

Rúguǒ zhíshì huì yǒu shénme wèntí ma?

如果直视会有什么问题吗？

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What problem will it cause if I look into the light?

969

Nǐ kàn zhe guāng hěn cìyǎn na!

你看着光很刺眼哪!

The light is very intense for your eyes!

970

Wǒ yǐwéi huì sǔnhài wǒ de shìlì, háishi shénme

我以为会损害我的视力，还是什么

I thought it might harm my eyesight.

971

Nà xiànzài wǒ zhēng de chàbuduō le,

那现在我蒸得差不多了，

I am almost finished steaming my face.

972

wǒ shìbùshì kěyǐ fū miànmó?

我是不是可以敷面膜?

Can I use a mask now?

973

Fū miànmó de shíhou yào zhēng ma?

敷面膜的时候要蒸吗?

Should I steam while having a mask on?

974

Kěyǐ a.

可以啊。

Yes, that will be okay.

975

Yě kěyǐ biān fū biān zhēng, shì ma? | Shìde

也可以边敷边蒸，是吗？ | 是的

I can have a mask on as I steam, right? | Yes.

976

Nàbian fū biān zhēng de shíhou yǒu shénme xiàoguǒ ne?

那边敷边蒸的时候有什么效果呢？

If I do the mask and the steaming at the same time,

977

Tā yǒu shénme hǎochu ne?

它有什么好处呢？

what effects will it have?

978

Yīnwèi chíxù de rèqì ne tā huì bāngzhù nǐ dǎkāi máokǒng,

因为持续的热气呢它会帮助你打开毛孔，

The constant hot steam will help you open up your pores

979

dāng nǐ máokǒng dǎkāi zhīhòu zài yòng miànmó de shíhou

当你毛孔打开之后再用面膜的时候

and when you use a facial mask,

980

jiù kěyǐ qù gèng hǎo qù xīshōu miànmó lǐmiàn de jīnghuá,

就可以去更好去吸收面膜里面的精华，

it will help your skin better absorb the essence from the mask.

981

ràng nǐ de miànmó de shǐyòng xiàoguǒ jiābèi.

让你的面膜的使用效果加倍。

It will double the effect of the mask.

982

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Wǒ zǎojiù zhīdào wǒmen jīntiān yào shìyòng de shì zhège zhēng liǎn qì,

我早就知道我们今天要试用的是这个蒸脸器，

I knew that we were going to demonstrate this facial steamer,

983

suǒyǐ wǒ dài le yīpiàn miànmó guòlái.

所以我带了一片面膜过来。

so I brought a facial mask.

984

Děng huì r!

等会儿!

Wait a moment, please!

985

Nà xiànzài wǒ jiù biān fū miànmó biān zhēng,

那现在我就边敷面膜边蒸，

I am now steaming my face with a facial mask on.

986

ránhòu kànkàn gǎnjué gēn wǒ píngcháng

然后看看感觉跟我平常

And I want to see if there is any difference

987

bù zhēng de shíhou yǒu shénme bù yīyàng.

不蒸的时候有什么不一样。

compared to when I don't use a steamer.

988

Nǐ yòng ma?

你用吗?

Do you use this?

989

Wǒ? Bùyòng!

我? 不用!

Me? No!

990

Bùyòng a? Nà nǐ lǎopó kěndìng yòng!

不用啊? 那你老婆肯定用!

No? Your wife must use this then!

991

Hǎo lěng a zhège!

好冷啊这个!

This is so cold!

992

Yǐqián bùshì yě yǒu yīzhǒng xiǎo miào zhāo,

以前不是也有一种小妙招,

I heard that

993

jiùshìshuō fū miànmó de shíhou xiān bǎ zhège miànmó

就是说敷面膜的时候先把这个面膜

if you put facial masks

994

fàng dào rèshuǐ lǐmiàn pào yīxià,

放到热水里面泡一下,

in hot water before using it,

995

zhèyàngzi yǒuzhùyú pífū xīshōu miànmó lǐmiàn de jīnghuá,

这样子有助于皮肤吸收面膜里面的精华,

it will help your skin absorb the essence from the mask better.

996

suǒyǐ nǐ zhège zhēng liǎn qì yě shì yīyàng de yuánlǐ, shì ba? | Duì a

所以你这个蒸脸器也是一样的原理，是吧？ | 对啊

I guess using a steamer has the same effect, right? | Yes.

997

Hǎole, wǒ xiànzài dōu bù gǎn dǎkāi yǎnjīng le.

好了，我现在都不敢打开眼睛了。

Oh, no! I can't open my eyes now.

998

Hǎole, shìbùshì méi nòng hǎo?

好了，是不是没弄好？

Alright! Didn't I spread out the mask well?

999

Zhèlǐ bùtài tiē.

这里不太贴。

Here is not very smooth.

1000

Hǎo, xiànzài yào kāishǐ shǐyòng!

好，现在要开始使用！

Alright. I am going to start now!

1001

Zhège hǎo gǎoxiào!

这个好搞笑！

This is so funny!

1002

Yīnwèi wǒ dōu méiyǒu bànfǎ shuōhuà le.

因为我都没有办法说话了。

I can't even talk.

1003

Nǐ yào bù yào zhēng yī xià?

你要不要蒸一下?

Would you like to steam?

1004

Lái! Wǒ men yī qǐ zhēng ba! | Bùyòng

来! 我们一起蒸吧! | 不用

Come on! Let's do it together! | I am fine!

1005

Wǒ hái yǒu yī gè miàn mó kě yǐ gěi nǐ fū yī xià.

我还有一个面膜可以给你敷一下。

I have another piece of mask that you can use.

1006

Qí shí yě kě yǐ! Yào bù...? | Bùyòng le ba!

其实也可以! 要不...? | 不用了吧!

Actually, it will be okay. Why don't you...? | No!

1007

Jué de tǐng shū fu de!

觉得挺舒服的!

It feels really nice!

1008

Wǒ fū miàn mó bù shì yào fū èr shí fēn zhōng ma?

我敷面膜不是要敷二十分钟吗?

We need to keep the mask on for 20 minutes, right?

1009

Kě yǐ zhēng èr shí fēn zhōng? Huì bù huì zhēng de tài jiǔ le?

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可以蒸二十分钟？会不会蒸得太久了？

So, can I steam for 20 minutes? Or will that be too long?

1010

Shìde, yībān qíshí bù yòng nàme jiǔ.

是的，一般其实不用那么久。

Yes. Usually, you don't need to use the steam for that long.

1011

Yǒu shí fēnzhōng dōu yǐ jīng gòu le.

有十分钟都已经够了。

10 minutes will be enough.

1012

Zhēng jiǔ le huì yǒu wèntí ma?

蒸久了会有问题吗？

Will I have any problems if I steam for too long?

1013

Rúguǒ shì ǒu'ěr dehuà, qíshí wèntí yě bù dà la.

如果是偶尔的话，其实问题也不大啦。

If it's done occasionally, it should be okay.

1014

Zhǐshì shuō rúguǒ nǐ yòng tài jiǔ, kěnéng huì bù tài hǎo ba.

只是说如果你用太久，可能会不太好吧。

But if you use it too long, that's probably not very good.

1015

Huì hóng, shì ba?

会红，是吧？

Maybe my face will turn red?

1016

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Yǒu méiyǒu chūxiàn jì chūqù le,

有没有出现寄出去了,

Has there been situations in which the product was shipped out

1017

ránhòu chǎnpǐn bùnéng yòng de qíngkuàng?

然后产品不能用的情况?

but it didn't work?

1018

Zhège yīnggāi shuō hěn shǎo ba.

这个应该说很少吧。

Very rarely.

1019

Yīnwèi wǒmen yě shì.... rúguǒ shì dàliàng de zhèzhǒng chūhuò,

因为我们也是.... 如果是大量的这种出货,

But if it is a big order,

1020

kěndìng huì yùdào gèzhǒnggèyàng de wèntí ma,

肯定会遇到各种各样的问题嘛,

there might be occasionally some kind of problem,

1021

dànshì gàilǜ shì hěn xiǎo de.

但是概率是很小的。

but it is very rare.

1022

Yīnwèi nǐmen chūhuò dōu huì jiǎnchá yīxià? | Duì!

因为你们出货都会检查一下? | 对!

Because the products will be checked before shipping? | Right.

1023

Hǎoxiàng zhèbiān zài zuòfàn, wǒ zài fū miànmó de gǎnjué.

好像这边在做饭，我在敷面膜的感觉。

It feels as if it is cooking rice while I am doing a mask.

1024

Xiǎoshíhou bùshì, nàzhǒng zhēng fàn de ma,

小时候不是，那种蒸饭的嘛，

When I was young, there would be steam

1025

ránhòu zhēng fàn chūlái tā huì yǒu hěn duō zhēngqì a,

然后蒸饭出来它会有很多蒸汽啊，

coming out of the rice cooker

1026

yǐqián wǒ jiù jīngcháng bǎ wǒ liǎn fàng nàlǐ,

以前我就经常把我脸放那里，

and I would often put my face close to it

1027

wǒ shuō zhēng yīhuìr.

我说蒸一会儿。

so that I can steam it.

1028

Guāndiào shì guān zhèlǐ ba?

关掉是关这里吧？

Here is the button to turn it off, right?

1029

Duì, zài mō yīxià jiù hǎo le.

对，再摸一下就好了。

Yes. Just touch it.

1039

Zhège dēng yě yào bǎ tā guāndiào.

这个灯也要把它关掉。

This light also needs to be turned off.

1031

Háiyǒu huángsè de dēng,

还有黄色的灯,

There is also a yellow light.

1032

huángsè de dēng shì shénme... yǒu shénme zuòyòng?

黄色的灯是什么... 有什么作用?

What effect does it have?

1033

Tā kěyǐ jiùshì... huīfù nǐ de pífu de guāngzé.

它可以就是... 恢复你的皮肤的光泽。

It can restore your skin's brightness.

1034

En, lán sè de ne?

嗯, 蓝色的呢?

And blue light?

1035

Lán sè jiù kěyǐ nàge...

蓝色就可以那个...

Blue light can

1036

qǐ dào yī gè zhènjìng de xiàoguǒ, qù shūhuǎn...

起到一个镇静的效果, 去舒缓...

calm your skin down.

1037

Guòmǐn de pífū, shì ba? | Duì a

过敏的皮肤，是吧？ | 对啊

For sensitive skin? | Right.

1038

Wǒ de pífū hái hǎo, bùshì tèbié mǐngǎn.

我的皮肤还好，不是特别敏感。

My skin is not very sensitive.

1039

Zěnmeyàng? Yǒu méiyǒu gèng hǎokàn ne?

怎么样？有没有更好看呢？

How do I look? Do I look better

1040

Háishi kànqǐlái hěn qíguài?

还是看起来很奇怪？

or do I look very strange?

1041

wǒ děi bǎ tā xǐ diào.

我得把它洗掉。

I need to clean it.

1042

Zěnmé bǎ tā guāndiào ne?

怎么把它关掉呢？

How do I turn it off?

1043

Cháng àn jiù kěyǐ le.

长按就可以了。

Just long press it.

1044

Wǒ xiān bǎ wǒ de miànmó gěi xǐ diào.

我先把我的面膜给洗掉。

I need to first wash off the mask lotion.

1045

Hǎo le, xiànzài wǒ de liǎn yě xǐ le,

好了，现在我的脸也洗了，

Alright. Now that I've cleaned my face

1046

ránhòu wǒ yě tú le shuǐ hái yǒu rǔyè.

然后我也涂了水还有乳液。

and I've applied some cream,

1047

nà xiàmiàn wǒmen yào zhǎnshì nǎ yī kuǎn chǎnpǐn ne?

那下面我们要展示哪一款产品呢？

what product are we going to try out next?

1048

Kěyǐ yòng wǒmen zhè kuǎn liǎnbù de ànmó yí.

可以用我们这款脸部的按摩仪。

We will try this facial massager.

1049

Hǎo, wǒmen xiànzài dǎkāi tā.

好，我们现在打开它。

Okay, let's turn it on now.

1050

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Nà zhèbiān yīgòng shì yǒu sì gè dǎng wèi,

那这边一共是有四个档位,

There are a total of 4 intensities

1051

tā shì tiáojié diànlíu qiángdù de.

它是调节电流强度的。

and they are used to adjust the strength of the electric current.

1052

Nà wēi diànlíu jiù kěyǐ qù cìjī wǒmen de pífu,

那微电流就可以去刺激我们的皮肤,

This micro-current can stimulate our skin

1053

cùjìn wǒmen zhège xīnchéndàixiè,

促进我们这个新陈代谢,

and boost the skin metabolism.

1054

yǐjǐ jiùshì liǎnbù de yīxiē xuèyèxúnhuán, zhèyàngzi

以及就是脸部的一些血液循环, 这样子

It also improves blood circulation.

1055

Nǐ kěyǐ tóngshí yòng yīxiē miànbù de jīnghuá yè a,

你可以同时用一些面部的精华液啊,

While using it, you can use some facial lotion

1056

yīxiē rǔyè zhèxiē dōngxi qù ànmó,

一些乳液这些东西去按摩,

to massage your face

1057

ránhòu tā yě kěyǐ qù bāngzhù nǐ... bāngzhù xīshōu.

然后它也可以去帮助你... 帮助吸收。

and this product will help your skin absorb the lotion.

1058

Wǒ kàndào nǐ zhè shàngmian yǒu hěn duōzhǒng guāng,

我看到你这上面有很多种光,

I see many kinds of lights here.

1059

tā yīgòng yǒu jǐ zhǒng guāng ne?

它一共有几种光呢?

So, how many kinds of lights does it have?

1060

Yīgòng shì yǒu sān zhǒng yánsè, hóng huáng lán sān zhǒng yánsè.

一共有三种颜色, 红黄蓝三种颜色。

There are three kinds of colors and they're red, yellow and blue.

1061

Ránhòu tā gè yǒu shénme xiàoguǒ ne?

然后它各有什么效果呢?

What effects do they have?

1062

Hóngsè de guāng dehuà jiù kěyǐ qù

红色的光的话就可以去

The red light can

1053

dànhuà nǐ liǎn shàng de yīxiē sèbān, duì

淡化你脸上的一些色斑, 对

lighten your freckles.

1064

Nà huángsè dehuà jiùshì kěyǐ nèn fū ba,

那黄色的话就是可以嫩肤吧,

The yellow light can make your skin more tender

1065

duì, tóngshí ràng nǐ de jīfū biànde gèng yǒu guāngzé.

对, 同时让你的肌肤变得更有光泽。

and it will help your skin become brighter.

1066

Lánsè de guāng jiùshì huì gǎishàn nǐ jīfū de jiùshì mǐngǎn de wèntí.

蓝色的光就是会改善你肌肤的就是敏感的问题。

The blue light can help with sensitive skin problem.

1067

Wǒ kàn nǐ hái yǒu hùnhé de, shì ba?

我看你还有混合的, 是吧?

There is also a mix of lights, right?

1068

Duì, hùnhé jiùshì jǐ zhǒng guāng yìqǐ ma.

对, 混合就是几种光一起嘛。

Right, the mixed light contains all the colors.

1069

Nà wǒ xiànzài jiù shì yíxià hùnhé de ba. | Kěyǐ

那我就试一下混合的吧。| 可以

Let me try the mixed one then. | Okay.

1079

Zěnme kāi ne?

怎么开呢?

How do I turn it on?

1071

Xiànzài yǐjīng dǎkāi le.

现在已经打开了。

Now it's on.

1072

Zěnmé yòng ne?

怎么用呢?

How do I use it?

1073

Jiùshì zhè wǔ gè diǎn qù pèngchù dào nǐ de liǎn shàngqù...

就是这五个点去碰触到你的脸上去...

Just use these five points to touch your face...

1074

Shì zìjǐ shǒudòng de, shì ba? | Dui

是自己手动的，是吧? | 对

I need to manually move it? | Yes.

1075

Tā bùshì diàndòng de? | Méiyǒu

它不是电动的? | 没有

Isn't it electrical? | No.

1076

Wǒ yǐwéi shì tā zìjǐ huì...

我以为是它自己会...

I thought it would...

1077

Nà wǒ zài nòng yīdiǎn rǔyè ba.

那我再弄一点乳液吧。

Let me apply more lotion.

1078

Wǒ xiànzài yòng hùnhé de,

我现在用混合的,

I am going to use the mixed light

1079

zhèyàng wǒ jiù suǒyǒu de xiàoguǒ dōu néng tǐyàn yīxià.

这样我就所有的效果都能体验一下。

so that I can experience all the effects.

1080

Jiù fàng dào liǎn shàng zhèyàng huádòng jiù kěyǐ le ma? | Duì

就放到脸上这样滑动就可以了吗? | 对

Just put it on my face and move it, right?

1081

Zhè shì jǐ dǎng? | Yī dǎng, xiànzài shì yī dǎng.

这是几档? | 一档, 现在是一档。

What intensity level is this? | One. It's level one.

1082

Wèishénme wǒ gǎnjué bùdào tā de diànlú a?

为什么我感觉不到它的电流啊?

How come I can't feel the current?

1083

Xiànzài shì èr dǎng. | Duì

现在是二档。| 对

Now it's the second level. | Right.

1084

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Tā bùtóng de rén dehuà, tā jīfū de mǐngǎn chéngdù bù yīyàng. Duì

它不同的人的话，它肌肤的敏感程度不一样。对

Different people have different sensitivity levels.

1085

Qíshí nǐ bù yòng zhème kuài, kěyǐ màn yīdiǎn.

其实你不用这么快，可以慢一点。

You don't need to move it too quickly. You can slow it down.

1086

Duì, màn yīdiǎn qù yídòng, bù yào yídòng de nàme kuài.

对，慢一点去移动，不要移动得那么快。

Move it slowly. Don't be too fast.

1087

Wǒ shì xūyào dǎ quān, háishi fàng dào shàngmian jiù hǎo le?

我是需要打圈，还是放到上面就好了？

Should I circle around or just leave it on one spot?

1088

nǐ kěyǐ qù bǎ tā jiùshì... bǐrú shuō,

你可以去把它就是... 比如说，

You can use it to, for example...

1089

hé nǐ de zhòuwén xiāngfǎn de fāngxiàng,

和你的皱纹相反的方向，

Move it towards the opposite direction of your wrinkles.

1090

bǐrú shuō yǎnjiǎo dehuà,

比如说眼角的话，

For example, the wrinkles around your eyes,

1091

nǐ jiù kěyǐ xiàngshàng qù tí lā tā, duì

你就可以向上去提拉它，对

you can move it up to lift up the skin.

1092

bāokuò nǐ de zhège liǎngbian dehuà nǐ dōu kěyǐ qùxiàng shàngqù tílā.

包括你的这个两边的话你都可以去向上去提拉。

Also, you can lift up your cheeks.

1093

Yīnwèi rén lǎo le zhīhòu, suǒyǒu de pífū tā dōu shì wǎng xià de ma,

因为人老了之后，所有的皮肤它都是往下的嘛，

Right, because when we get older, our skin get saggy.

1094

suǒyǐ wǒmen jiù lái yī gè nìxiàng de ànmó, shì ba?

所以我们就来一个逆向的按摩，是吧？

So we can massage it in the reverse direction, right?

1095

Nà wǒ de yǎnjīng shàng qíshí yě shì yǒu zhòuwén de.

那我的眼睛上其实也是有皱纹的。

I actually have wrinkles around my eyes.

1096

Ránhòu wǒ jiù wǎng shàng jiù hǎo le.

然后我就往上就好了。

So, I just move it up like this.

1097

Zhège dāng wèi shìbùshì... | Nǐ gǎnjué dào le!

这个档位是不是... | 你感觉到了！

Is this intensity level... | You felt it!

1098

Yīnwèi yǎnjīng de pífu bǐjiào mǐngǎn.

因为眼睛的皮肤比较敏感。

It's because the skin around our eyes are more sensitive.

1099

Èr dǎng zhè cái!

二档这才!

This is only intensity level 2!

1100

Wǒ zěnmē bǎ tā tiáo dào yī dǎng?

我怎么把它调到一档?

How do I change it to intensity level 1?

1101

Jiùshì yòng zhège

就是用这个

Just use this...

1102

Zhè shì yī dǎng.

这是一档。

This is intensity level one.

1103

Hǎo, xiànzài shì yī dǎng. Wǒ zài shì yíxià.

好, 现在是一档。我再试一下。

Okay, now it's level one. Let me try it again.

1104

Yī dǎng wǒ méishénme gǎnjué.

一档我没什么感觉。

I don't feel anything with this intensity level.

1105

Rúguǒ shì zài liǎn bù, bùshì yǎn bù a, shì qítā de bùwèi,

如果是在脸部，不是眼部啊，是其它的部位，

If I can use on other facial areas and not around the eyes,

1106

wǒ yòng sì dǎng, wǒ shìshìkàn.

我用四档，我试试看。

I'd like to try intensity level 4.

1107

Kàn tā huì yǒu shénmeyàng de xiàoguǒ.

看它会有什么样的效果。

I want to see what effect it will have.

1108

Yě shì àn zhège ba? | Duì, shìde.

也是按这个吧？ | 对，是的。

Also press this? | Yes.

1109

Hǎo, xiànzài shì sì dǎng le.

好，现在是四档了。

Okay, I will use level 4.

1110

Yǒudiǎn pà, gānggang bèi zhèn dào le.

有点怕，刚刚被震到了。

I am a little scared now. It shook me!

1111

Tā bùtóng de rén mǐngǎn dù shì bùtóng de.

它不同的人敏感度是不同的。

Different people have different sensitivity.

1112

Wǒ dōu yǒudiǎn bù gǎn fàng xiàqù le!

我都有点不敢放下去了！

I am a little scared putting it on my face.

1113

Qíshí yě hái hǎo, bùshì zài yǎnjīng de bùwèi qíshí hái hǎo.

其实也还好，不是在眼睛的部位其实还好。

Actually it is okay as long as I am not using it around my eyes.

1114

suǒyǐ zhège bù yào fàng zài yǎnjīng,

所以这个不要放在眼睛，

So, do not use this around your eyes

1115

rúguǒ nǐ xiǎng yào sì dǎng de huà.

如果你想要四档的话。

if you want the intensity level to be 4.

1116

yǒu méi yǒu shòu liǎn de xiàoguǒ a?

有没有瘦脸的效果啊？

Does it get ride of the fat on our faces?

1117

Zhège dào bù zài wǒmen de shèjì yāoqiú lǐmiàn.

这个倒不在我们的设计要求里面。

That was not considered in our designs.

1118

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yīnwèi wǒ xiǎng jīngcháng zhèyàng àn ma,

因为我想经常这样按嘛,

I am wondering that if I often massage my face,

1119

jiù hǎoxiàng nǐ yùndòng yīyàng de,

就好像你运动一样的,

just like when we exercise,

1120

nǐ shǒudòng bāng tā yùndòng, huìbùhuì shòu a?

你手动帮它运动, 会不会瘦啊?

I manually help my face exercise, will it get ride of some fat?

1121

Zhèyàngzi ba, wǒ jiù xiān nòng zhè yībiān liǎn,

这样子吧, 我就先弄这一边脸,

Okay, let's do it this way. I will only massage this side of my face.

1122

ránhòu wǒmen kàn yīxià, yī gè yòng zhīqián gēn...

然后我们看一下, 一个用之前跟...

And we will see if the before...

1123

Bùshì, yòng zhīqián gēn yòng zhīhòu de yī gè xiàoguǒ.

不是, 用之前跟用之后的一个效果。

Oh no. (I want to see) the effect after using it compared with not using it.

1124

Wǒ xiànzài zhǐ yòng zhè yībiān.

我现在只用这一边。

Now, I am using it only on this side.

1125

Zhège zěnmē chōngdiàn de a?

这个怎么充电的啊?

How do I charge it?

1126

Tā shì yòng USB chōngdiàn de.

它是用USB充电的。

It charges with USB.

1127

Chōng yīcì diàn néng yòng duōjiǔ?

充一次电能用多久?

How long can it last for each charge?

1128

Chōng yīcì diàn dàgài kěyǐ chíxù gōngzuò yī gè xiǎoshí.

充一次电大概可以持续工作一个小时。

It lasts about an hour each time.

1129

Wa, nà tǐng bùcuò de!

哇，那挺不错的!

That is pretty good!

1130

Xiàng wǒ zhèyàngzi yīcìxìng ànmó dehuà,

像我这样子一次性按摩的话，

If I massage like this,

1131

yào àn duōjiǔ cái bǐjiào shìhé ne?

要按多久才比较适合呢?

how long should I use it?

1132

Yībān qī bā fēnzhōng jiù kěyǐ le.

一般七八分钟就可以了。

7 to 8 minutes will be good enough.

1133

Yǒu biànhuà ma?

有变化吗?

Is there any change?

1134

Zhèbiān shì yòng le de, zhèbiān shì méiyòng de.

这边是用了的，这边是没用的。

I used it on this side, but not the other side.

1135

Yǒu biànhuà ma?

有变化吗?

Any changes?

1136

Wǒ gǎnjué zhèbiān yào jǐn zhì yīdiǎn,

我感觉这边要紧致一点，

I feel that this side is tighter

1137

yīnwèi yīzhí shì wǎng shàng de ma.

因为一直是往上的嘛。

because I was massaging upwards.

1138

Nà wǒ xiànzài bǎ zhèbiān yě nòng le, bùrán wāi le!

那我现在把这边也弄了，不然歪了!

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Now I need to do this side. Otherwise, my face will be crooked.

1139

Hǎo, nà xiàmiàn wǒmen yào shìyòng nǎ yī kuǎn ne?

好，那下面我们要试用哪一款呢？

Alright! What are we going to try next?

1140

Nà jiù zhè kuǎn mínnǚ yǎnbù ànmó yí ba.

那就这款迷你眼部按摩仪吧。

Now we will try out the mini eye massager.

1141

Zěnmē tā huì zhèndòng a?

怎么它会振动啊？

Why does it vibrate?

1142

Zhège yào zěnmē kāi ne?

这个要怎么开呢？

How do I turn it on?

1143

Tā shì méiyǒu ànjiàn de.

它是没有按键的。

It doesn't have a push button.

1144

Zhǐyào nǐ tóngshí chùnmō zhège bǐ de liǎngduān,

只要你同时触摸这个笔的两端，

As soon as you touch both sides at the same time,

1145

tā jiù huì zhèndòng.

它就会振动。

it vibrates.

1146

Jiùshì wǒ zài shǐyòng de shíhou

就是我在使用的時候

So, when I am using it,

1147

yào tóngshí mō dào zhè liǎngbian cái kěyǐ, shì ba?

要同時摸到這兩邊才可以，是吧？

I need to touch both sides at the same time, right?

1148

Duì, shàngxià liǎngbian, tóngshí chùnmō tā jiù huì...

對，上下兩邊，同時觸摸它就會...

Right, top and bottom. Touch them at the same time and it will...

1149

Nà tā zhège zěnmē chōngdiàn a?

那它這個怎麼充電啊？

How do I charge it?

1150

Méiyǒu kàndào chā diàn de dìfang.

沒有看到插電的地方。

I don't see any way for plugging it.

1151

Tā shì yòng diànchí de.

它是用電池的。

It uses batteries.

1152

Gēnghuàn diànr Chí, xūyào

更换电池，需要

We need to change batteries.

1153

Zěnmē gēnghuàn?

怎么更换？

How do I do that?

1154

Zhǐyào bǎ tā bá kāi, duì,

只要把它拔开，对

Just pull it open.

1155

ránhòu zhè lǐmiàn jiù kěyǐ qù gēnghuàn diànr Chí le.

然后这里面就可以去更换电池了。

Then you can change the batteries here.

1156

Rúguǒ wǒ yào shǐyòng dehuà,

如果我要使用的话，

If I want to use it,

1157

wǒ shì yào yòng zhè yītóu hái shì zhè yītóu a?

我是要用这一头还是这一头啊？

should I use this side, or that side?

1158

Yībān shì yòng zhè yībiān.

一般是用这一边。

Usually this side.

1159

Wèishénme tā xiàng yī gè sháozi a?

为什么它像一个勺子啊?

Why does it look like a spoon?

1160

Dui, tā huì bǐjiào tiēhé nǐ zhège yǎnkàng.

对, 它会比较贴合你这个眼眶。

Yes, because it can be applied closer to your eyes.

1161

Xiàng zhège yào yòng duōjiǔ ne?

像这个要用多久呢?

How long should I use it?

1162

Zhège méiyǒuguānxi, zhǐshì... kàn gèrén de xǐhuan la.

这个没有关系, 只是... 看个人的喜欢啦。

It doesn't matter. It depends on your personal preference.

1163

Shìbùshì kěyǐ yòng lái...

是不是可以用来...

Can I use it to...

1164

Dui, zhíjiē qù zhān yīdiǎn nàge yīxiē yǎnshuāng zhīlèi de dōngxi.

对, 直接去沾一点那个一些眼霜之类的东西。

Yes, you can use this to fetch eye cream.

1165

Yǎnshuāng wǒ yě dàilái le.

眼霜我也带来了。

I also brought some eye cream.

1166

Ránhòu fàng dào yǎnbù jiù kěyǐ le?

然后放到眼部就可以了？

So, just put it on my eyes?

1167

Duì, qù ànmó, ànmó yǎn zhōu.

对，去按摩，按摩眼周。

Yes. Then massage around your eyes.

1168

Wǒ xiān túmǒ jūnyún.

我先涂抹均匀。

Let me apply it evenly.

1169

Wǒ xiànzài yòu shì wǒ de yòu yǎn.

我现在又试我的右眼。

Now I am trying it on my right eye again.

1170

Wèishénme měicì dōu shì yòubian ne?

为什么每次都试右边呢？

Why do I try the right side every time?

1171

Kěyǐ zhèyàng, jiùshì cóng lǐmiàn xiàng wàimiàn

可以这样，就是从里面向外面

You can do it like this, from inside out.

1172

Yě shì xiàng gānggang nǐ shuō de cóng xiàmiàn wǎng shàng,

也是像刚刚你说的从下面往上，

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Just like you mentioned before, I should massage upwards

1173

zhèyàng jiù kěyǐ tīlā.

这样就可以提拉。

so that it will lift up my skin.

1174

Tā yǒu shénme xiàoguǒ ne?

它有什么效果呢?

What effect does it have?

1175

Tā zìshēn zhǔyào shì zhèndòng,

它自身主要是振动,

It basically vibrates

1176

qù... jiùshì bāngzhù nǐ de pífu qù fàngsōng, ànmó hé fàngsōng.

去... 就是帮助你的皮肤去放松, 按摩和放松。

and it will help your skin relax.

1177

Duì, tā zhèyàng tōngguò zhèndòng de fāngshì

对, 它这样通过振动的方式

Through vibration,

1178

yě kěyǐ qù bāngzhù nǐ gǎishàn nǐ de hēiyǎnquān.

也可以去帮助你改善你的黑眼圈。

it will also help lessen black eyes.

1179

O! Zhège hǎo āi!

哦！这个好唉！

That's good!

1180

Xiàng wǒmen jīngcháng áoyè dehuà,

像我们经常熬夜的话，

People like me who often stay up late,

1181

dì'èrtiān zǎoshang qǐlai jiù chéng xióngmāo le,

第二天早上起来就成熊猫了，

the next day will look like a panda.

1182

ránhòu kěyǐ yòng zhège jíjiù yīxià, shì ba?

然后可以用这个急救一下，是吧？

So, we can use it as an emergency treatment, right?

1183

Qíshí juéde hǎo shūfu o!

其实觉得好舒服哦！

It feels really nice!

1184

Xiàng wǒ píngcháng yòng diànnǎo yòng jiǔ le,

像我平常用电脑用久了，

When I use a computer for a long time,

1185

dōu kěyǐ ná chūlái yòng yīxià, dàngzuò ànmó de gōngjù.

都可以拿出来用一下，当作按摩的工具。

I can use this as a massage tool.

1186

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Tā yě bù yīdìng shì zhǐshì měiróng de xiàoguǒ,

它也不一定是只是美容的效果,

Because it not only has a beautifying effect,

1187

tā yě yǒu nàzhǒng huǎnjiě yǎn bù píáo a.

它也有那种缓解眼部疲劳啊。

but it also lessens eye fatigue.

1188

Duì, shìde

对, 是的

That's right.

1189

Yīnwèi xiàng yǎnjīng bùhǎo de ma

因为像眼睛不好的嘛

Because if your eyes are not healthy,

1190

shì kěyǐ ànmó yīxià zhèxiē xuéwèi.

是可以按摩一下这些穴位。

you can massage some of the acupuncture points around them.

1191

Yào duōjiǔ cái kěyǐ a?

要多久才可以啊?

How long should I use it?

1192

Zhège méiyǒuguānxi. Zhège nǐ kěyǐ gēnjù zìjǐ de xǐhuan,

这个没有关系。这个你可以根据自己的喜欢,

It doesn't matter. It depends on your personal preference.

1193

nǐ yòng duōjiǔ dōu méiyǒuguānxi.

你用多久都没有关系。

You can use as long as you want.

1194

Wǒ yòng zhè yītóu yě kěyǐ ba?

我用这一头也可以吧？

Can I also use this side?

1195

Dōu kěyǐ.

都可以。

Yes.

1196

Yīnwèi zhè yītóu zài zhèlǐ bǐjiào tiēhé yīdiǎn ma.

因为这一头在这里比较贴合一点嘛。

Since this side can be applied closer to (my eyes).

1197

Wǒ jiù xiǎng zhèyàngzi, bǎ tā fǔpíng, bǎ wǒ de zhòuwén, yǎn wén

我就想这样子，把它抚平，把我的皱纹，眼纹

I want to use it this way to smooth the wrinkles around my eyes.

1198

Zhège nǐ yòng guò ma?

这个你用过吗？

Have you used this?

1199

Dōu yǒu, wǒmen de chǎnpǐn zìjǐ kěndìng dōu shì yǒu shìyòng guò de.

都有，我们的产品自己肯定都是有试用过的。

Sure. We have tried out all of our products.

1200

Nǐmen tóngshì yǒu nǚ tóngshì ba? | Yǒu a

你们同事有女同事吧? | 有啊

You have female colleagues, right? | Yes.

1201

Tāmen huìbùhuì jīngcháng yòng zhèzhǒng a?

她们会不会经常用这种啊?

Do they often use this?

1202

Duì, yě yǒu a.

对, 也有啊。

Yes.

1203

Tāmen... wǒmen yǒudeshíhòu jiù huì gōngsī huì gǎo yīxiē huódòng,

她们... 我们有的时候就会公司会搞一些活动,

We sometimes have events

1204

jiù huì sòng yīxiē yuángōng, sòng yīxiē zìjǐ de chǎnpǐn,

就会送一些员工, 送一些自己的产品,

and our company will give some of the products to the staff.

1205

ránhòu dōu huì ná huíqu yòng.

然后都会拿回去用。

We will use them.

1206

Nà hái kěyǐ.

那还可以。

That's good.

1207

Zìjǐ yòng le jiù kěyǐ xiànrēnshuōfǎ le, shì ba?

自己用了就可以现身说法了，是吧？

Then you guys can use your own experiences to convince (your customers), right?

1208

Yībān háishi nǚháizi yòng de bǐjiào duō, duì

一般还是女孩子用得比较多，对

Usually, girls are the majority.

1209

Xiàng nǐ jiù yòng de shǎo, shì ba?

像你就用得少，是吧？

But you rarely use them, right?

1210

Xiàng wǒmen zhèzhǒng zhínnán jīběnshàng jiù bùhuì yòng.

像我们这种直男基本上就不会用。

People like me who are straight almost never use them.

1211

Kěyǐ sònggěi nǐmen de lǎopó yòng ma.

可以送给你们的老婆用嘛。

You can give them to your wives.

1212

Duì, wǒ yǒu gěi wǒ...

对，我有给我...

Yes.

1213

zhè jǐge chǎnpǐn, chule zhēng liǎn qì bǐjiào dà zhīwài,

这几个产品，除了蒸脸器比较大之外，

Other than facial steamer because it's so big,

1214

shèngxià jǐge wǒ dōu yǒu gěi wǒ lǎopó sòng.

剩下几个我都有给我老婆送。

I have given all the other ones to my wife.

1215

Háiyǒu nǐ māma yě kěyǐ yòng, shì ba?

还有你妈妈也可以用，是吧？

And your mother, right?

1216

Wǒ māma yīnwèi niánjì bǐjiào dà le,

我妈妈因为年纪比较大了，

My mother is older

1217

jiù bùhuì... jiù bùtài guānzhù zhèxiē dōngxi.

就不会... 就不太关注这些东西。

and she doesn't care about this.

1218

Bùtài yòng? | Duì

不太用？ | 对

Not much? | Right.

1219

Nǚháizi kěnéng dào le èrshí bā suì zuǒyòu jiù huì kāishǐ yǒu zhòuwén.

女孩子可能到了二十八岁左右就会开始有皱纹。

Girls who reached 28 will start having wrinkles.

1220

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Nà nǐmen... xiàng nǐmen nánháizi a,

那你们... 像你们男孩子啊,

So, do guys

1221

bùhuì dānxīn zìjǐ liǎn shàng zhǎng zhòuwén shénmede ma?

不会担心自己脸上长皱纹什么的吗?

worry about that they might get wrinkles?

1222

Wǒ bùshì hěn zàiyì zhèxiē.

我不是很在意这些。

I don't mind too much about this.

1223

Hǎo ba.

好吧。

Okay.

1224

Dàn wǒ juéde zhēn de... hěn lìng wǒ fàngsōng a.

但我觉得真的... 很令我放松啊。

This really makes me relax.

1225

Nòng wán zhīhòu juéde yī zhī yǎnjīng

弄完之后觉得一只眼睛

After the massage, one eye indeed feels

1226

bǐ lìngwài yī zhī yǎnjīng yào qīngsōng yīdiǎn.

比另外一只眼睛要轻松一点。

more relaxed than the other.

1227

Duì, rán hòu zhè zhī yǎnjīng jiù juéde hǎoxiàng, hěn pí láo de gǎnjué.

对，然后这只眼睛就觉得好像，很疲劳的感觉。

And this eye feels more fatigue.

1228

Xiànzài wǒmen yǐjīng shìyòng le sì kuǎn chǎnpǐn,

现在我们已经试用了四款产品，

Now that we have tried four of your products,

1229

nà zuì hòu yī kuǎn shì shénme?

那最后一款是什么？

which is the last one?

1230

Pēnwù bǔshuǐ yí.

喷雾补水仪。

It will be our mist sprayer.

1231

Duì, tā yě shì hěn xiǎoqiǎo, hěn fāngbiàn xié dài de.

对，它也是很小巧，很方便携带的。

It is small and convenient to carry around.

1232

Nà zài xiàtiān ne, huòzhě shì zài zhèzhǒng...

那在夏天呢，或者是在这种...

In summer, or

1233

chūnqiū zhèzhǒng bǐjiào gānzào de jìjié,

春秋这种比较干燥的季节，

dry seasons like spring and autumn,

1234

rúguǒ juéde pífu bǐjiào gānzào, nà jiù kěyǐ (qù) lái bǔshuǐ.

如果觉得皮肤比较干燥，那就可以(去)来补水。

if your skin feels dry, you can use this to moisturize it.

1235

Zěnmē shǐyòng ne?

怎么使用呢？

How do I use it?

1236

Bǎ tā xiàngxià huá kāi, jiù kěyǐ qù bǔshuǐ.

把它向下滑开，就可以去补水。

Pull it down, then you can use it.

1237

Nǐ yòng yīxià. wǒ kàn dào nǐ yòng...

你用一下。我看到你用...

You try it.

1238

wǒ juéde kàn nán de yòng zhège tǐng gǎoxiào de.

我觉得看男的用这个挺搞笑的。

I feel it's funny to see a man using this.

1239

Tā shì yīzhí pēn ma?

它是一直喷吗？

Does it spray continuously?

1240

Tā shì měi sìshí wǔ miǎo huì zìdòng duàndiàn.

它是每四十五秒会自动断电。

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It automatically disconnects every 45 seconds.

1241

Rén dōu jīng... ái! hái yǒu yī gè miào yòng,

人都精... 唉! 还有一个妙用,

There's another good use to this.

1242

nǐ zhīdào shì shénme ma?

你知道是什么吗?

Do you know what that is?

1243

jiùshì zài shàngbān de shíhou huòzhě shì shàngkè de shíhou a,

就是在上班的时候或者是上课的时候啊,

When you are working or in the school

1244

ránhòu juéde hūnhūnyùshuì de shíhou jiù kěyǐ, lái!

然后觉得昏昏欲睡的时候就可以, 来!

and you feel sleepy, you can use this to...

1245

Jīngshén yīxià, shì ba?

精神一下, 是吧?

To wake up, right?

1246

Duì a, xiàng wǒmen píngcháng bùshì xiǎngshuì de shíhou

对啊, 像我们平常不是想睡的时候

Right. Usually, when we want to sleep,

1247

huì qù cèsuǒ lǐmiàn xǐ bǎ liǎn ma?

会去厕所里面洗把脸吗？

we will go to the toilet to splash water on our face.

1248

Yòng zhège jiù yǒu zhège gōngnéng a.

用这个就有这个功能啊。

So this has the same effect.

1249

Qíshí xiànzài wǒ yòu fājué le yī xiàng xīn de zuòyòng, xīn de gōngnéng.

其实现在我又发掘了一项新的作用，新的功能。

I just discovered a new function.

1250

Nà rúguǒ shì xiàtiān wǒ huà le zhuāng, kěyǐ yòng ma?

那如果是夏天我化了妆，可以用吗？

If I have makeup on in summer time, can I use this?

1251

Huà le zhuāng huìbùhuì bǎ wǒ de zhuāng tuōdiào?

化了妆会不会把我的妆脱掉？

Will it remove my makeup?

1252

Bùhuì de, zhǐyào nǐ shāowēi lí de yuǎn yīdiǎn,

不会的，只要你稍微离得远一点，

No, it won't. As long as you keep it a little distance away from your face,

1253

tā shì méiyǒuguānxi de.

它是没有关系的。

it won't matter.

1254

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Yīnwèi tā zhège shì tōngguò yī gè wù huà piàn gāopín de zhèndòng

因为它这个是通过一个雾化片高频地振动

Because the high frequency vibration of the atomizer

1255

lái jiāng shuǐ dǎsàn chéngwéi yī gè shuǐ wù.

来将水打散成为一个水雾。

breaks up the water into very small droplets.

1256

Tā de kěnéng... tā de zhège shuǐwù de zhíjīng dàgài zhǐyǒu liù dào bā wēimǐ.

它的可能... 它的这个水雾的直径大概只有六到八微米。

Probably...the droplets are only about six to eight microns in diameter.

1257

Jiùshì fēnzǐ bǐjiào xiǎo?

就是分子比较小?

You mean the molecules of the water are small.

1258

Duì, suǒyǐ nǐ jùlí shāowēi yuǎn yīdiǎn,

对, 所以你距离稍微远一点,

Right. So, if you keep it a good distance away from your face,

1259

tā jiù bùhuì nòng huā nǐ de zhuāng.

它就不会弄花你的妆。

it won't mess up your makeup.

1260

Jiù xiàng zhèyàngzi, shì ma?

就像这样子, 是吗?

Like this?

1261

Duì, tā fǎn'ér huì yǒu yī gè dìng zhuāng de xiàoguǒ.

对，它反而会有一个定妆的效果。

Right. On the contrary, it might help maintain the makeup.

1262

Zhège yě shì fàng diànchí de háishi chōngdiàn de?

这个也是放电池的还是充电的？

Does this use batteries or does it need to be charged?

1263

Tā shì USB chōngdiàn de, zài zhège cèmiàn.

它是USB充电的，在这个侧面。

It charges with USB. (The USB socket) is on the side.

1264

Chōng duōjiǔ?

充多久？

How long do we need to charge it?

1265

Dàgài liǎng gè bàn xiǎoshí jiù kěyǐ chōngmǎn.

大概两个半小时就可以充满。

Two and half hours will fully charge it.

1266

Chōng yīcì néng yòng duōjiǔ?

充一次能用多久？

How long does it last for each charge?

1267

Dàgài kěyǐ gōngzuò yī bǎi fēnzhōng yǐshàng.

大概可以工作一百分钟以上。

It can last over 100 minutes.

1268

Nà hái kěyǐ o! Nà yī bǎi fēnzhōng dōu liǎng gè duō xiǎoshí,

那还可以哦！那一百分钟都两个多小时，

That's pretty good! 100 minutes is about 2 hours.

1269

xiàng píngcháng yě jiù yòng nàme yīhuìr. | Duì a

像平常也就用那么一会会儿。| 对啊

Usually we only use it a little bit. | Right.

1270

Yībān yīcì yě jiù yī fēnzhōng zuǒyòu.

一般一次也就一分钟左右。

Usually each time you only use it for about one minute.

1271

Zhè lǐmiàn shì fàng shénme shuǐ a?

这里面是放什么水啊？

What kind of water should I put inside?

1272

Kuàngquánshuǐ

矿泉水

Mineral water.

1273

Kěyǐ fàng biéde shuǐ ma?

可以放别的水吗？

Can I use other type of water?

1274

Méiyǒu, zuìhǎo shì fàng kuàngquánshuǐ,

没有，最好是放矿泉水，

No. It's best using mineral water

1275

bùyào jiā qítā de dōngxi jìnqù.

不要加其它的东西进去。

that doesn't have any other stuff.

1276

Zìláishuǐ yě bùkěyǐ?

自来水也不可以?

Not even tap water?

1277

Duì, yīnwèi zìláishuǐ zhōng zázhì bǐjiào duō,

对，因为自来水中杂质比较多，

Yes, because there are many impurities in tap water,

1278

tā yǒukěnéng huì dǔsè tā de wù huà piàn.

它有可能会堵塞它的雾化片。

it may block the atomizer.

1279

Érqiě duì pífu kěnéng yě bùhǎo ba?

而且对皮肤可能也不好吧?

And may not be good for the skin?

1280

Duì a, zìláishuǐ kěndìng tā méiyǒu... bùrú kuàngquánshuǐ nàme hǎo.

对啊，自来水肯定它没有... 不如矿泉水那么好。

Yeah, tap water is definitely not as good as mineral water.

1281

Nà kě bùkěyǐ fàng nàzhǒng měiróng chǎnpǐn de húfū shuǐ?

那可不可以放那种美容产品的护肤水?

Can I put put skin lotion in it?

1282

Zhèyàng bùshì gèng hǎo le ma?

这样不是更好了吗?

Isn't that better?

1283

Zhège yě shì bù jiànyì qù yòng de.

这个也是不建议去用的。

This is not recommended.

1284

Yīnwèi tāmen... bù quèdìng lǐmiàn huì yǒu shénmeyàng de wùzhì,

因为它们... 不确定里面会有什么样的物质,

Because they... we are not sure what kind of substance is in the lotion

1285

tā kěnéng huì shuō fǔshí wù huà piàn

它可能会说腐蚀雾化片

and it might corrode

1286

huòzhě shì dǔsè zhège wù huà piàn.

或者是堵塞这个雾化片。

or block the atomizer.

1287

Nà zhège wù huà piàn zhème róngyì huài,

那这个雾化片这么容易坏,

So, if this atomizer is so delicate,

1288

tā xūyào gēnghuàn de ma?

它需要更换的吗?

do we need to replace it?

1289

Méiyǒu, rúguǒ zhǐshì...

没有, 如果只是...

No, if it's just...

1290

wǒmen zhǐyào shì píngshí yòng kuàngquánshuǐ shì méiyǒu rènhé wèntí de.

我们只要是平时用矿泉水是没有任何问题的。

if we just use mineral water, it won't be a problem.

1291

Ránhòu wǒmen jiā shuǐ huì tōngguò yī gè dīguǎn qù xīshuǐ jìnlái,

然后我们加水会通过一个滴管去吸水进来,

We can use a dropper

1292

ránhòu zài jiājìn lǐmiàn qù. Duì

然后再加进里面去。对

to add water.

1293

Nà zhè jiā yīcì nénggòu yòng duōjiǔ ne?

那这加一次能够用多久呢?

How long does the water last?

1294

Zhège shuǐxiāng shì jiǔ háoshēng.

这个水箱是九毫升。

This water container is nine milliliters.

1295

Nà jiā yīcì dàgài shǐyòng shí'èr cì zuǒyòu.

那加一次大概使用十二次左右。

You can use it roughly 12 times.

1296

Hǎo, nà jīntiān zhè wǔ kuǎn chǎnpǐn wǒmen zhǎnshì wán le.

好，那今天这五款产品我们展示完了。

Alright. We have just finished demonstrating the five products.

1297

Wǒ juéde wǒ fēicháng xiǎngshòu xǐliǎn de ya, hái yǒu ànmó de.

我觉得我非常享受洗脸的呀，还有按摩的。

I really enjoyed the facial brush and the massagers.

1298

Qíshí měiyī gè dōu hǎo.

其实每一个都好。

Actually, I enjoyed every one of them!

1299

Yīnwèi tā... nǐmen de měiyī kuǎn chǎnpǐn tā dōu shì...

因为它... 你们的每一款产品它都是...

Every product

1300

dōu dàibiǎo zhe měiyī gè bùzhòu ma.

都代表着每一个步骤嘛。

is used for a step in a woman's daily skin care.

1301

Nà xǐliǎn de, xǐ wán liǎn zhīhòu jiù yào zhēng yīxià,

那洗脸的，洗完脸之后就要蒸一下，

We first wash and then steam our faces

1302

dǎkāi yīxià máokǒng,

打开一下毛孔,

to open up our pores.

1303

ránhòu kěyǐ fū gè miànmó, měiměi de.

然后可以敷个面膜, 美美的。

Then, we can use a facial mask to improve our looks.

1304

Fū wán le zhīhòu ne, jiù kěyǐ ànmó yīxià.

敷完了之后呢, 就可以按摩一下。

After the facial masks, we can start massaging our faces.

1305

Ránhòu zhège wǒ juéde shì zàihùwài shì tèbié shìyòng de.

然后这个我觉得是在户外是特别适用的。

And this, I think is really practical when we are outdoors.

1306

Duì, tā yě hěn biànyú xiédài.

对, 它也很便于携带。

Right. It is also convenient to carry.

1307

Hǎo de, nà jīntiān de chǎnpǐn shìyòng dào zhèlǐ jiù jiéshù le.

好的, 那今天的产品试用到这里就结束了。

Okay. That's it for today's products demonstrations.

1308

Hǎo, jīntiān de shìpín dào zhèlǐ jiù jiéshù le.

好, 今天的视频到这里就结束了。

Alright, that's it for today!

1309

Rúguǒ nǐ xǐhuan zhège shìpín dehuà,

如果你喜欢这个视频的话,

If you like this video,

1310

nà jiù qǐng gěi tā diǎn gè zàn, bìng yǔ nǐ de hǎoyǒu men fēnxiǎng!

那就请给它点个赞, 并与你的好友们分享!

please give it a "like" and share it with your friends!

1311

Yě qǐng dìngyuè wǒmen de píndào

也请订阅我们的频道

Also, subscribe!

1312

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